

**IUMI Spring Meeting – Hamburg
April 7-8, 2019
Steigenberger Hotel**

Facts and Figures Committee Meeting Minutes

Attendees:

Donald Harrell (USA) - Chairman
Astrid Seltsmann (Nordic Cefor) - Vice Chairman
Philip Graham (UK Lloyds) - Vice Chairman
Marika Svalskulla (Sweden) – Secretary
Li Zhang (China)
Lars Lange (EC observer)
Javier Alonso (Spain)
Mathieu Daubin (France)
Andrea Mazza (Italy)
Dave Matcham (UK IUA)
Ben Chung (Hong Kong)
Erika Schoch (USA/ALSUM)
Emiel Paaij (Netherlands)
Stephan Klein (Germany)
Robert Copp (US)
Atsushi Tabata (Japan)

Also attending on Sunday

Jürgen Bohrmann, Boston Consulting Group
Sebastian Konrad, Boston Consulting Group
Hendrike Kühl, IUMI

Absent:

Jun Lin (Nordic Cefor)
Paul Hackett (Singapore)

1. F&F Committee updates

- Four new members have been elected into the committee; Emiel Paaij, Stephan Klein, Robert Copp and Atsushi Tabata. They were welcomed to the committee and everyone introduced themselves.
- Erika Schoch may be leaving the committee after Toronto. This depends on the agreement between ALSUM and IUMI and her role on the Committee.
- Expiring after Toronto are; Paul Hackett, Mathieu Daubin, Javier Alonso, Marika Svalskulla. The chairman can decide to prolong terms after expiry, so the earlier mentioned are to let the chairman know interest and possibility to continue.

2. Minutes F&F Committee Meeting Cape Town

Minutes distributed and agreed earlier, no items.

3. Major claims database – Dave Matcham & BCG

BCG's presentation was distributed to everyone by mail prior to the meeting and also as paper copy in Hamburg.

BCG gave an update on the status and progress since last meeting. Sebastian will be leaving the project due to temporary commitments outside BCG.

The discussion focused quite a lot on the data fields both for hull and cargo and what the different pre-defined options should be. Some new were added. Lloyd's publish "Catastrophe codes" for major events, these could also be used as pre-defined major events within the major claims database.

It was discussed that there needs to be a balance between what we wish for and what is realistic when it comes to level of detail we expect in the reporting. On the other hand, we will never get data that we don't ask for. We should expect that it will take some time for some associations to be able to report according to the template.

There will likely be a need to create mapping tables for some countries in order to get their data converted to the correct corresponding fields at BCG.

The need for creating Q&A:s was discussed, especially when it comes to confidentiality matters and concerns for example around how the IMO-numbers will be used. IMO-numbers will only be used by BCG for mapping purposes.

There is also a need to define the loss types. Marika had earlier volunteered to assist with this.

The data collection template is to be sent out to participating associations a few weeks after Hamburg.

There are some new associations that have shown interest to participate. In regard of Lloyd's the discussion is ongoing.

4. IUMI Stats report

a. New layout and design

The general opinion was that the new format was good and a big step forward. The intention is not to produce new content compared to earlier, but to communicate it in a more professional way and increase awareness and attention.

b. Content & production process

The same data as earlier is to be produced even if the reporting format changes. The stats report is to be produced after the annual meeting and ready for publication each year by November 1st at the latest. The first draft is to be produced by September 30th, following the same structure and principal contents as the 2018 report.

The ones responsible for the Spring stats (Hull, Cargo, Offshore Energy) together with Don for the chairman's report (Report on World merchant fleet and World Trade) and Astrid for the Global Marine Insurance Report are responsible for their respective part in the IUMI stats report. The key messages are to be agreed and coordinated with the respective TC-chair.

In addition to the Stats report the Spring Stats/presentations are still to be published as these go deeper than the Stats report will. The current facts sheets will not be published, even if the data is to be produced as earlier.

Lars informed that the stats report will be distributed in all available channels like LinkedIn, the IUMI website, e-mail (newsletter). Now after GDPR has come into force IUMI has around 1000 e-mail addresses.

5. Review of 2019 Spring Presentations

- a. Hull – Phil Graham
- b. Cargo – Mathieu Daubin/Andrea Mazza
- c. Energy – Jun Lin

Presentations not reviewed during the meeting. The presentations were distributed to everyone prior to the meeting. All members are expected to review and give feedback to the above mentioned in charge of the presentations.

6. F&F Committee Members attend other Technical Committees

A general comment is that we next year need to consider the timing. Might be more convenient for the TCs to have F&F attending directly in the morning and only for 30 mins. For some 1 hour was too long in an already tight schedule, for some 9:30 was not a good timing.

Ocean Hull – Phil Graham, Stephan Klein, Astrid Seltsmann
Focus was on the needs and wishes of the Ocean Hull committee rather than going through the Hull Spring Presentations.

Concerns for the Ocean Hull committee are fires on container vessels, casualties in Arctic waters and the 2020 regulation on low sulphur fuel. Rama Chandran, committee chair, will document the needs and send to Phil. Phil to share with F&F.

Cargo – Andrea Mazza, Mathieu Daubin
Andrea and Mathieu presented the macro-economic part provided by IHS and the Maritime Cyber Survey, which was much appreciated.

F&F were requested to update 6-10 slides from IHS for the annual meeting. As first step, Mathieu and Don are to contact IHS in order to find out if they are willing to provide that. Sean will inform F&F about which slides he wants to have updated.

IFY – Javier Alonso, Erika Schoch

As we know, there is little available data on inland hull, fishing vessels & yachts. But as the IMO number scheme is extended to more fishing vessels the availability of data should increase over time.

"The IMO Ship Identification Number Scheme now applies to ships of 100 gross tonnage and above including, amongst others, fishing vessels of steel and non-steel hull construction. It is also being extended to include "all motorized inboard fishing vessels of less than 100 gross tonnage down to a size limit of 12 metres in length overall (LOA) authorized to operate outside waters under the national jurisdiction of the flag State".

Javier will contact IHS in order to find out if there is available data.

As fishing is an important part of Canadian industry is it likely that the subject will be on the agenda on the annual meeting in some shape or form. One idea that came up was to identify data in some countries and link to that data from the IUMI webpage. Statistics on fishing are in general local.

Offshore Energy - Li Zhang, Robert Copp

Overall there is a wish for more focus on Energy, more data and more information on what is behind the numbers.

There is a problem with double reporting of Energy premium. The energy premium issue was discussed several times between Astrid, Willis and the Offshore Energy Committee during the last two years and a compromise agreed of how to present and explain this to the public.

Within our committee there is a need for a second representative on the Committee with Offshore Energy background in addition to Jun Lin.

See also 10 a) regarding access to Willis data.

In recent years access to relevant offshore energy data was lost, both with regard to portfolio data (such as mobile data from Rigzone) and casualty stats originating from the Willis database. Someone should check the previous offshore energy publications which included this data, and approach the data providers to see if these would be willing to provide such graphs directly in aggregated form, similar to what Clarkson, IHS and LLI do (instead of as previously when a Committee member did this via direct access to the data, but which is not possible any more without buying a licence)

Loss Prevention – Ben Chung

Ben gave the LPC an update on the major claims database project. No specific questions or items raised.

Legal & Liability – Marika Svavalskulla, Emiel Paaij, Ben Chung

Update on the carriers' liability project. Outcome and next steps, see 10c.

There was a strong wish for more data on marine liabilities in general. However, the data available seems to be foremost from P&I clubs and it seems that many associations can't report marine liabilities separately. Clarified that the scope of the carriers' liability project will not change, even if there is a wish for more data on marine liabilities and not only carriers'/freight forwarders'.

7. Press release spring statistics – D. Harrell

Will be produced by Navigate as soon as possible after the Spring meeting based on the TC chairs analysis and the final springs statistics provided by F&F.

8. 2019 IUMI Conference Toronto– F&F presentations & data

- a. Report on World Merchant Fleet and World Trade – D. Harrell
- b. Global Marine Insurance Report – A. Selmann
- c. Third Party F&F presentation:
 - i. Theme(s)
 - ii. Speaker

The theme of the annual meeting in Toronto is "Confronting the chaos for a sustainable future".

a, b) It was discussed to shorten Don's presentation and instead have one of the data providers (Clarkson and/or IHS) to do a short presentation on 10-15 mins in the beginning of each of the technical workshops. The presentation would take place after the chairman's introduction. It was pointed out that some of the workshops run in parallel and this needs to be

kept in mind. It was also pointed out that the messages and data need to be aligned between the different speakers.

Shortening Don's part could give more time to Astrid's presentation, but also to a presentation on the progress of the major claims database. Due to other agenda items in the morning and the lunch arrangements it is difficult for F&F to get more time on the annual meeting.

c) One suggestion was to have Steven Gordon from Clarkson doing the third party presentation. However, Clarkson have presented at several occasions during the last years. Another suggestion was to have LLI (Lloyd's List Intelligence), which have shown interest. A possible topic is something around "Arctic waters". It was agreed that Phil sets up a meeting with LLI to find out possibility to present.

9. Hull Index and Cargo Index – A. Mazza, J. Alonso

a. Status and possible outstanding items

The contents were not discussed. Andrea said he would update the index calculations and ppt/word files with the explanations in time before the next conference.

10. Data related issues and items

a. Collaborations & Coordination with data providers – any news

i. Update on possible access to Willis Energy claims database

There is, as we know, a need for more sources for information and data and to secure the continued support of the existing data providers. We need to look into if there are other data providers, as well as re-establish the relationship with Willis. It would be enough to get access to at least some high level/big picture numbers/data, we do not need access to the actual database

James McDonald had received some slides from Willis this year. It would be good to integrate these into the spring statistics. The offshore energy responsible on the Committee should discuss this with James, and also how the previously available portfolio data could be regained.

There was also a discussion around the long-term need for extending Offshore and Energy to include Onshore and cover renewal energy. On some markets onshore, like windfarms or solar farms, would be under-written within other lines of business than Marine e.g. Construction & Engineering.

ii. Availability of broker reports on Marine liability – Jun Lin

Jun sent links to some broker reports prior to the meeting. The reports were foremost based on data from the IG. This item was not further discussed.

iii. IHS to become IPP

Not discussed.

iv. Other news

b. Premium and loss ratio reporting – A. Seltmann

v. Loss reporting US

Has been problematic for some years. Main issue is that the numbers reported represent too small share of the market in order to be representative.

Robert will assist Astrid in getting better quality and more representative data from the US.

- vi. Premium non-IUMI countries
 - 1. Asia (Thailand, Vietnam, The Philippines and Indonesia)
Ben will assist Astrid in getting numbers from these countries.
 - 2. Non-IUMI Arab countries
Astrid will work through the association of UAE.
- c. Reporting of Carriers' Liability – M. Svavalskulla, E. Paaij
 - vii. Status and outstanding items
Three countries reported triangulated numbers for cargo and carriers' liability separately for 2017 (Italy, Sweden and Germany). One country's numbers had quality issues, and the remaining two are too few in order to be able to do anything meaningful with the data.
Marika and Emiel will approach Belgium, France and the Netherlands again as these countries seem to have the possibility to separate cargo from liability, even if they chose not to contribute in the pilot. Lloyd's have a separate code for Marine Legal Liability, which might be "good enough" for our purpose. Don and/or Phil to check Lloyd's possibility and interest to report separately in connection with other meetings. Neil Roberts have been approached earlier with this same question.

Erika mentioned that Brazil can report carriers' liability separately. Emiel/Marika to follow-up with Erika.
- d. Cyber Initiatives - any news?
No items.
- e. Fishing Vessels and possible available data – E. Schoch, J. Alonso
See point 6 - IFY.
- f. Providers of hull data – P. Graham
LLI has shown interest to become an IPP (IUMI Professional Partner). We need data from both Clarkson's, IHS Markit and LLI. LLI have slightly different data than IHS. Both of them will show the same trends, but the actual numbers will be different. IUMI used so far the total loss and serious casualty data from LLI. Phil did a quick comparison with IHS data this year, which is not exactly the same, but could possibly be used if LLI pulls out.
Meeting to be set up with LLI in order to discuss IPP membership and LLI's contribution in regard of data and knowledge.

11. IUMI Updates & Issues

- a. F&F contribution to IUMI Newsletter
Overall F&Fs contribution to the IUMI newsletter (the IUMI Eye) has been a bit weak. The IPPs and data providers are likely to be both able to, and happy to, contribute to the newsletter. Cefor could also contribute for example in connection with the publication of their statistics. The "ownership" of the F&F contribution to the IUMI Eye could simply be distributed between the data providers (and other parties) according to the publication scheme of the newsletter.

The IUMI Eye is published four times a year; in March, June, September and December.

- b. Cooperation with other Committees/external Forums (e.g. IUMI@IMO)
- c. Other

12. Any other business to discuss

Phil will attend IUMI Asia Forum in Shanghai on May 22nd and present an update on World Merchant Fleet, Trade and Marine Insurance.

Facts & Figures Committee – Roles & Responsibilities

Role / Activity	Owner	Back Up	When
Chairman	Don Harrell	Philip Graham Astrid Seltmann	All Year
Deputy Chairman	Philip Graham	Astrid Seltmann	
Secretary	Marika Svaskulla		All Year
Executive Committee Liaison	Lars Lange		All Year
Chairman Presentation	Don Harrell	All	Annual Meeting
Global Marine Insurance Report / Data Collection	Astrid Seltmann	All	Annual Meeting
Liaison to Cargo Committee	Mathieu Daubin	Andrea Mazza	All Year
Cargo Spring Presentation	Mathieu Daubin	Andrea Mazza Javier Alonso	Spring Meeting
Cargo Fact Sheet	Mathieu Daubin	Andrea Mazza Javier Alonso	Annual Meeting
Liaison to Hull Committee	Philip Graham	Paul Hackett Emiel Paaij	All Year
Hull Spring Presentation	Philip Graham	Paul Hackett Emiel Paaij	Spring Meeting
Hull Fact Sheet	Philip Graham	Paul Hackett Emiel Paaij	Annual Meeting
Liaison to Offshore Committee	Jun Lin	Li Zhang	All Year
Offshore Spring Presentation	Jun Lin	Stephan Klein Li Zhang	Spring Meeting
Offshore Fact Sheet	Jun Lin	Stephan Klein Li Zhang	Annual Meeting
Liaison to Legal Liability Committee	Marika Svaskulla	Emiel Paaij	All Year
Liaison to IFY Committee	Javier Alonso	Erika Schoch	All Year
Liaison to Loss Prevention Committee	Ben Chung	Atsushi Tabata Robert Copp	All Year
Liaison to Policy Forum	Dave Matcham		All Year
Hull Index & Cargo Index	Andrea Mazza	Javier Alonso	June/July
Large Claims Database Project	Dave Matcham	Robert Copp, Stephan Klein, Emiel Paaij Ben Chung	All Year
Marine & Carriers Liability Project	Marika Svaskulla	Emiel Paaij	All Year
IUMI Newsletters / Articles / Website	Robert Copp		All Year
IUMI Stats Report	Andrea Mazza Astrid Seltmann		All Year
Cyber Initiatives	Stephan Klein	Phil Graham	All Year

Third Party Data, Content & Service Providers			
Clarkson Research (Stephen Gordon)	Don Harrell Philip Graham		
Swiss Re Research	Andrea Mazza	Erika Schoch	
Lloyds List Intelligence	Philip Graham		
IHS Markit	Don Harrell Mathieu Daubin		
Willis Tower Watson			
AON	Don Harrell		
Windward	Mathieu Daubin	Paul Hackett	
Boston Consulting Group	Dave Matcham	Don Harrell	
Other?			