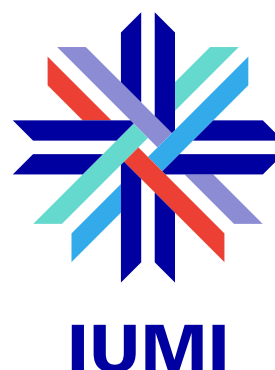




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Message
from the President

A shifting global trade landscape



Frédéric Denèfle
IUMI President

The latest US administration's tax regime on imported goods, introduced earlier this summer, is now fully in effect. These newly implemented tariffs have lifted part of the uncertainty that had recently surrounded trade and shipping operations with the United States. While this new framework brings greater clarity, it also introduces new dynamics that the global logistics and marine insurance industries must closely monitor.

For marine insurers, the implications go beyond US bound cargo volumes. A potential shift in global trade flows may emerge, with goods originally destined for the US redirected to alternative markets. As a result, logistic chains and transport operations are expected to adapt, while shipowners and freight forwarders reassess their routes, partnerships and strategies to align with this evolving environment.

This transformation could introduce fresh risks for the marine insurance sector. Trade tensions are yet another layer of disruption added to an already complex environment for logistics and transportation in 2025. These developments come on top of ongoing geopolitical crises affecting critical maritime corridors such as the Black Sea and the Red Sea.

At the same time, the shipping industry faces additional structural challenges. The current oil price volatility has reshaped offshore activities and influenced operational costs. An oversupply of vessels, resulting from ship orders placed before the COVID-19 pandemic, is particularly affecting the container shipping sector. And technological advancements are accelerating investment in "green vessels" and sustainable shipping practices, driving a transformation in fleet composition and operational models.

However, the global geopolitical situation remains tense. Recent regional conflicts have underscored a shift toward hard national interests, with less

emphasis on international cooperation and peaceful economic growth.

In this increasingly unpredictable landscape, shipping and international trade remain in a constant race for efficiency and flexibility to meet society's demands. Modern technologies and sustainability initiatives are at the heart of current shipping investments, signalling a fundamental reshaping of the industry's priorities.

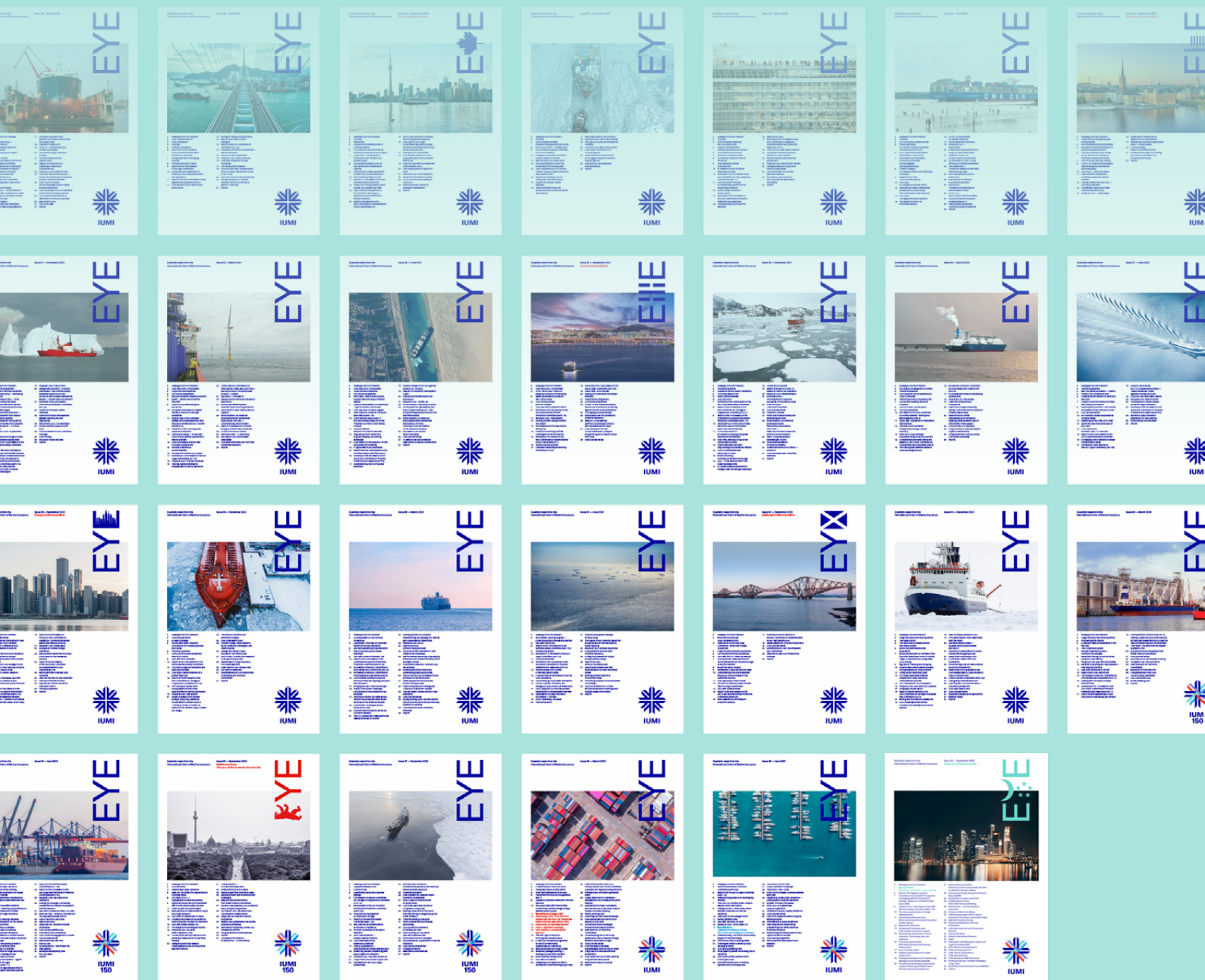
For marine insurers, these shifts demand a deeper understanding of new risks and evolving exposures. The global trade environment is no longer moving toward seamless globalization; instead, it is fragmenting, creating new challenges and opportunities for risk assessment and underwriting.

These themes and more will be explored in depth at the upcoming conference in Singapore and we are indebted to the General Insurance Association of Singapore (our host) and IUMI's Technical Committees, Forums and Secretariat for all their hard work in creating another excellent event.

Twenty-one years after our first conference in Singapore, this year's conference offers a unique opportunity to reflect on how marine risks have evolved over the past two decades; to assess premium trends and casualty patterns across business lines; and to anticipate the emerging risks shaping the future of marine insurance.

Situated at the heart of ASEAN — a region of immense influence in global shipping and trade — the conference promises to be an essential gathering for marine insurance professionals navigating today's volatile landscape.

I look forward to seeing you there.



Special feature

50 editions of IUMI EYE — and counting!

When we launched IUMI EYE back in April 2013, none of us could have imagined that our modest two-page newsletter would grow into the widely read, highly respected publication it is today. Yet here we are — celebrating our 50th edition.

Over the past 12 years, IUMI EYE has evolved in size, style, and scope, but our mission has remained the same: to bring you timely, relevant and thought-provoking news from the marine insurance world.

Looking ahead, we're committed to keeping IUMI EYE fresh, insightful and in step with a changing industry. We always welcome your ideas and feedback for future editions.

Of course, we also thank all our many contributors who have written such excellent articles over the years. Let's hear from those who helped shape IUMI EYE from its very first issue to today's milestone edition.



IUMI EYE Issue 1
May 2013



Dave Matcham
Former CEO, IUA

“As a trade association IUMI needs to constantly tell its story, what's important in the maritime industry and how IUMI is representing its members. What better way to do so than a regular member newsletter. Lars and I worked on the first editions, and it is pleasing to see that IUMI EYE is now the ideal platform and has grown from its humble beginnings to be a must-read summary which showcases key developments, celebrates successes, and recognises the great work of the IUMI community.”



Lars Lange
Secretary General 2013 – present

“When I became Secretary General of IUMI in 2013, one of my key priorities was to raise the association's visibility across the marine insurance and maritime industries — not just at our annual conference, but year-round. The creation of IUMI EYE has been instrumental in achieving that goal, offering a professional and accessible platform to communicate, educate, and engage. I'm deeply grateful to Dave Matcham for helping launch IUMI EYE 12 years ago, and to our Presidents, Committee Chairs, IPPs, contributors and loyal readers for their unwavering support.”

**Ole Wikborg**

IUMI President 2010-2014

“15 years ago, the IUMI 2015 project had just been launched as a much-needed overhaul of the strategic direction of the organisation. Increased visibility was defined as a key pillar and focus for IUMI, including prioritising improved communication with the IUMI membership and the broader maritime industry. In 2013 the first edition of the EYE was published, primarily as a short newsletter to the IUMI membership reporting on current issues on IUMI’s agenda. When I made the introductory remarks on the top of the first EYE, I did not envisage the success and proportion this publication would achieve over the following 12 years, and especially not how the EYE has developed from a tiny publication primarily addressing organisational matters to become a vital source of professional knowledge and experience-sharing for marine insurance industry practitioners. The strength of the EYE is its diversified, multi-faceted technical content and the widespread distribution.”

**Richard Turner**

IUMI President 2018 – 2022

“It seems incredible that what started as a two-page PDF in 2013 is now marking its 50th edition. During my term as President, I had the honour of writing the traditional ‘President’s Message’ for every edition over the four-year period between 2018 and 2022. Of course, this time coincided with the outbreak of the worst global pandemic in a century. In a sense, the IUMI EYE took on a bigger role during this period. With IUMI’s secretariat and committee members unable to meet in person between early 2020 and late 2022, the EYE became an even more important method of communication with IUMI’s membership and the wider industry community. Today’s IUMI EYE is the product of this 12-year evolution. It has grown and matured and is highly regarded across the industry for its strong technical insights.”

**Frédéric Denèfle**

IUMI President 2022 – present

“When I became President back in September 2022, IUMI EYE was already going strong — in fact, we were just about to release our 39th edition. Of course, I’d been a regular reader of EYE for a long time before that. One of the privileges of being President has been writing the opening message for every edition. It’s also given me the chance to stay closely involved with the direction of EYE and to see firsthand how it continues to grow in both reach and reputation. None of this would be possible without our excellent contributors and the hard work of the Secretariat. Long may it continue.”

**Neil Roberts**

Head of Marine and Aviation,
Lloyd's Market Association
and Chair of the IUMI Policy
Forum

The Egyptian question

Opinion

The Egyptian economy is in trouble. As result of the Houthis targeting commercial shipping, Suez transits and takings have dropped dramatically, over 50%. Perhaps inevitably, in late July, Egypt's SCA called for the issuing of reassuring messages to shipping and for insurers to review their premiums to encourage shipping to return to the Suez route.

There was unfortunately no basis for such messages when the Houthis had recently sunk two ships and indeed, continue to pose an active, real and obvious threat with their self-declared fourth phase of operations.

To focus on insurance premiums is also to miss the point — without the willingness of insurers to take on risk, there would be very few transits and Suez fee receipts, themselves multiples of insurance premiums, would diminish further.

Egypt's navy is impressively ranked 6th in the world. Remarkably, despite suffering considerable financial loss, and being positioned literally in theatre, Egypt has not deployed any of its 255 patrol boats, frigates or corvettes to protect global shipping and its crews.

To understand why an obviously capable nation fears to protect its own economy, it is necessary to accept that Egypt is trying to avoid isolating itself from its neighbours, and trying to avert a regional war, but in the process is risking its own civil collapse. The question that then arises is why so many nations offer Egypt little to no help.

To transit or not to transit? The vagaries of engaging with the Houthis and seeking “clearance” to transit the Red Sea in 2025



Richard Neylon
HFW Partner



Bea Bray
Associate

HFW LLP
IUMI Professional Partner
[hfw.com](https://www.hfw.com)

The Houthis, a Yemeni group who strongly oppose the Gaza war and Israel's invasion of the Gaza strip, first began attacking commercial shipping vessels affiliated with Israel passing through the Red Sea on 19 November 2023 when they boarded the “GALAXY LEADER” using a military helicopter and detained its 25 crew members.

Over 90 attacks have followed since, with the Houthis' strategy expanding into a multi-phase operation targeting vessels with alleged links to Israel, the United States, and the UK. While many commercial ships associated with the US and the UK returned to the Red Sea in late January 2025 after the Houthis announced a partial cessation of their attacks on commercial shipping following the 2025 Gaza war ceasefire, the attacks have not completely ended. Recent attacks include the sinking of two Liberian-flagged, Greek owned bulk carriers, the “MAGIC SEAS” and “ETERNITY C” in July 2025.

This transformation of the Red Sea and the Bab-el-Mandeb Strait from a buzzing commercial shipping route into a high-risk zone for global trade has resulted in many global shipping companies re-routing around the Cape of Good Hope, adding around 10-14 days to transit time and increasing costs.

But aside from re-routing, what else can owners and charterers do? Some have opted to seek “clearance” to transit the Red Sea from the Houthis, who established their “Humanitarian Operations Coordination Center” (HOCC) in February 2024. The HOCC issues warnings to Israeli-linked vessels, and can provide “guidance” to companies wishing to transit safely.

However, there is of course no guarantee of safety, and while some vessels have reportedly avoided attacks by complying with Houthi-issued warnings or avoiding Israeli-linked ports, this method of seeking “clearance” has its legal and practical complexities.

Ultimately, the decision to transit the Red Sea in 2025 is not merely a logistical one. Rather, it is a strategic calculation involving an element of risk. Crucially, owners and charterers alike must be cooperative with one another in order to ensure that safe passage remains possible. Until broader regional tensions ease, the vagaries of engaging with the Houthis will continue to shape the future of maritime trade.

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Lars Lange
IUMI Secretary General

The IMO's Maritime Safety Committee met for its 110th session from 18-27 June 2025. It was the last meeting chaired by Maite Medina from the USA. Lars Lange, IUMI Secretary General, was in attendance. On the first day he was accompanied by Marc Sommerfeld from GDV and Sebastian Kempka from Köln Assekuranz who is also a member of IUMI's Loss Prevention Committee. This summary includes topics of particular interest to marine insurers.

Update on the 110th session of the IMO Maritime Safety Committee (MSC 110)

Fire risks associated with low pressure fuel pipes

A long-term cooperation between IACS and IUMI has led to a joint proposal put forward to the IMO to address fire risks associated with low pressure fuel pipes. Leakages on hot surfaces have led to a number of fire incidents. These have been well documented by Cefor, the Nordic Marine Insurance Association. Under the leadership of Sverre Andersen and Steinar Sivertsen from Norwegian Hull Club, data has been gathered on fires caused by low pressure fuel pipes. Such detailed evidence has helped IACS proceed with the development of recommendations to the Maritime Safety Committee on how to address this safety concern at a regulatory level. IUMI and IACS successfully gathered support from all EU Member States who co-sponsored the proposal. The Committee approved the new agenda item and agreed to merge it with another suggestion under the title "Mitigation of fire risks caused by leakages from low-pressure fuel pipes and lubrication oil pipes, and use of thermal imaging cameras when inspecting insulations, in engine rooms". The Sub-Committee on Ship Systems and Equipment (SSE) has been assigned to work on the matter and to complete it within two sessions.

This is the second topic which has been successfully brought to the IMO's agenda by IUMI in strong collaboration with IACS, and thanks to the longstanding support from Cefor members.

Revision of the Casualty Investigation Code

IUMI also co-sponsored a proposal to revise the Casualty Investigation Code. When very serious marine casualties occur, SOLAS requires the flag administrations involved to conduct a safety investigation. Relevant information arising from the investigations should be made available to the IMO in a timely manner so that lessons can be learnt. Although the time between an accident occurring and the report being published is improving, as is the actual number of accidents being investigated and reported, a number of accidents still go unreported. Due to the critical nature of improving the safety and of protecting the environment, the importance of publishing lessons learnt cannot be overstated. IUMI therefore supported the proposal on improving the accident reporting process and timelines along with several IMO Member States and NGOs. The proposal was supported by the Maritime Safety Committee with a target completion year of 2028. The work will be conducted by the Sub-Committee on Implementation of IMO Instruments (III).

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Update on the 110th session
of the IMO Maritime Safety
Committee (MSC 110)
Continued

Code for Maritime Autonomous Surface Ships (MASS)

Considerable progress in the drafting of the non-mandatory Code for Maritime Autonomous Surface Ships (MASS) was achieved. 24 out of 25 sections are now finalised and the Road Map on development of the MASS Code has been updated. These are the contents anticipated to form the MASS Code:

- Purpose, principles and objectives
- Application
- Code structure
- Terminology and definitions
- Surveys and certificates
- Approval process
- Risk assessment
- Operational context
- System design
- Software principles
- Management of safe operations
- Radiocommunications
- Alert management
- Human element
- Maintenance
- Safety of navigation
- Remote operations
- Structure, subdivision, stability and watertight integrity
- Fire protection, fire detection and fire extinction
- Life-saving appliances and arrangements
- Special measures to enhance maritime security
- Search and rescue
- Carriage of cargoes
- Anchoring, towing and mooring
- Machinery and electrical installations

This is the timeline which MSC 109 (December 2024) agreed for the development of a MASS Code:

May 2026

Finalise and adopt non-mandatory MASS Code.

December 2026

Develop a framework for an experience-building phase (EBP) post adoption of the non-mandatory MASS Code.

2028

Commence development of the mandatory MASS Code, based on the non-mandatory Code and result from the EBP and review conducted by the relevant sub-committees, and consider amendments to SOLAS (new chapter) for the Code's adoption.

By 1 July 2030 at the latest

Adoption of the mandatory Code, for entry into force on 1 Jan 2032.

GHG fuel safety regime

The Committee continued its work to develop safety regulations for ships using new technologies and alternative fuels to support the reduction of greenhouse gas (GHG) emissions, including initiating work to review the IMO Code of Safety for Nuclear Merchant Ships (Nuclear Code). The Nuclear Code was considered outdated because it is specific to earlier designs of Pressurized Water Reactors (PWRs) and a direct steam cycle propulsion system. The progress in the design of Small Modular Reactors (SMRs), the advent of new nuclear technologies and the development of the All-Electric-Ship concept have created the potential for the application of different nuclear technologies to seagoing vessels. These integrated designs are smaller, incorporate inherent passive safety features, and could operate at power for longer periods without refuelling. However, most of those new nuclear technologies are not covered by the existing Code. It also needs to be updated to reflect the current IAEA safety, security, and safeguards standards.

MSC 110 instructed the CCC, SSE, and SDC sub-committees to develop holistic work plans to assess the gaps and barriers, and to identify the instruments that may need to be amended.

Cyber-security

A working group on Maritime Security was established and tasked to develop next steps to enhance maritime cybersecurity. The group concluded that any cybersecurity requirements should be goal-based and include risk management, as opposed to being prescriptive in nature. The Committee endorsed the WG's recommendation to develop a non-mandatory Cybersecurity Code and invited interested Member States and observer organisations to submit proposals on a new output to MSC 111.

The rising sophistication of freight diversion fraud



Lea Levesque

CL Surveys
IUMI Professional Partner
cl-surveys.com

Freight diversion fraud is a rapidly evolving and systemic threat within European logistics, exploiting technical weaknesses, organizational flaws, and cyber vulnerabilities across subcontracting chains and digital freight platforms. This sophisticated fraud endangers supply chain integrity.

To illustrate the sophistication yet classic scheme of fraud diversion, a case handled in 2025 by CL SURVEYS highlights the intricate modus operandi: a shipment of 60 pallets of cosmetics was diverted through identity fraud. The fraud involved at first the use of a digital freight platform – which is a classic starting point in freight diversion fraud cases. The usurper, after having phished the email account of a well-known carrier, monitored the phished email account waiting for the departure on vacation of the phished employee. At the same time, through email spoofing, a fake domain nearly identical to the legitimate one was established. We were able to retrieve some data in this respect through cyber search. This allowed the carrier usurper to intercept and manipulate transport communications undetected and collect the cargo. The alert was given too late to retrieve the CCTV footage as the spoofed carrier was out of office and thus not able to react.

Thanks to further investigation, it was possible to trace the warehouse where the diverted cargo was unloaded; an abandoned warehouse yet to be identified for suspicious activities by the police.

Although this was not the case for the above-presented freight diversion, usurpers also often use the vulnerability of uncontrolled cascading subcontracting and weaknesses in loading control protocols.

Cyber-logistics fraud leverages fully dematerialized freight exchange platforms. Criminals place fraudulent bids and coordinate with complicit (or not) or impersonated drivers deploying trucks. Execution-phase fraud frequently involves clandestine rerouting to warehouses or transshipment points.

The transition from reactive claims settlement to proactive, technology-centric risk management is essential. Freight diversion now embodies a cyber-enabled, organized fraud type demanding synergy between logistics operators, insurers and cyber defense mechanisms to safeguard supply chains and commercial interests.





Hendrike Kühl
IUMI Policy Director

Underwriting with eyes open: What marine insurers should know about modern slavery

In the broader ESG (Environmental, Social, Governance) debate, it is often noted that environmental issues dominate the agenda; sometimes at the expense of social and governance concerns. This imbalance is also reflected in discussions within IUMI's ESG Working Group. One possible reason is that environmental challenges like climate change are already complex enough; social and ethical issues, such as modern slavery and forced labour, can be even harder to identify and address. Yet, marine insurers are facing increasing scrutiny from regulators, investors and business partners regarding the ethical practices of the clients they underwrite.

Prompted by IUMI's Executive Committee, the ESG Working Group took on the task of developing an information paper on modern slavery and forced labour, highlighting what marine insurers should be aware of.

Research into the matter revealed the alarming scale of the problem. According to the [Global Slavery Index 2023](#), an estimated 50 million people were living in modern slavery on any given day in 2021. This figure, jointly produced by the International Labour Organization (ILO), Walk Free, and the International Organization for Migration (IOM), underscores the global scope of the issue. Modern slavery takes many forms: Forced labour, human trafficking, debt bondage, forced marriage. All involve the systematic removal of a person's freedom for personal or commercial exploitation.

Our paper aims to raise awareness of the issue, outline the actions taken by international bodies and national governments, and examine industry sectors with heightened exposure to modern slavery risks. It also references actual cases of abuse that may be relevant to marine insurers.

We fully acknowledge that insurers may have limited visibility into the inner workings of the businesses they cover. There are policy provisions and legal mechanisms in place, including model clauses like the Joint Cargo Committee's forced labour clause, which can help insurers mitigate risk. However, we also recognise that marine insurers, while at least one step removed from day-to-day operations, still have a role to play.

By underwriting companies engaged in exploitative practices, we risk enabling and legitimising unethical behaviour. The marine insurance sector must therefore understand the reputational, legal, and moral implications of such associations. Taking a proactive stance through due diligence, ethical underwriting, and robust ESG policies can help avoid complicity in human rights abuses across global supply chains.

[The full paper can be downloaded here from our website.](#)

Beyond the Time Limit



Amaury Muller
Senior Claims Handler

BARBUSS Global
IUMI Professional Partner
barbuss.com

Here we explain how a time-barred complex cargo claim was successfully settled. An energy storage container was being transported from China to Chile and during the final road transport segment within Chile, the truck carrying the container overturned, resulting in damages estimated at approximately one hundred percent of the container's value. By the time BARBUSS was appointed, the standard six-month time bar under Chilean law had already expired concerning a direct claim against the local Chilean trucking company.

Recognizing the time bar we switched our focus to the US-based logistics operator which had orchestrated the entire multimodal transportation from its origin in China to its destination in Chile. While this operator had no physical presence in Chile and was not directly involved in the accident, they held contractual responsibility for the complete transit.

The American logistics operator initially invoked the United States Carriage of Goods by Sea Act (US COGSA), citing a clause within their Bill of Lading (BL) that stipulated its application and identified the shipment as a single package. Based on US COGSA's per-package limitation, their initial settlement offer was a mere fraction of one percent of the total claim value. We countered this argument by asserting the applicability of the Hamburg Rules. We reasoned that since the port of discharge specified on their own Bill of Lading was in Chile, the Hamburg Rules, which are in force in Chile, should govern the liability, irrespective of the logistics operator's unilaterally imposed terms and conditions.

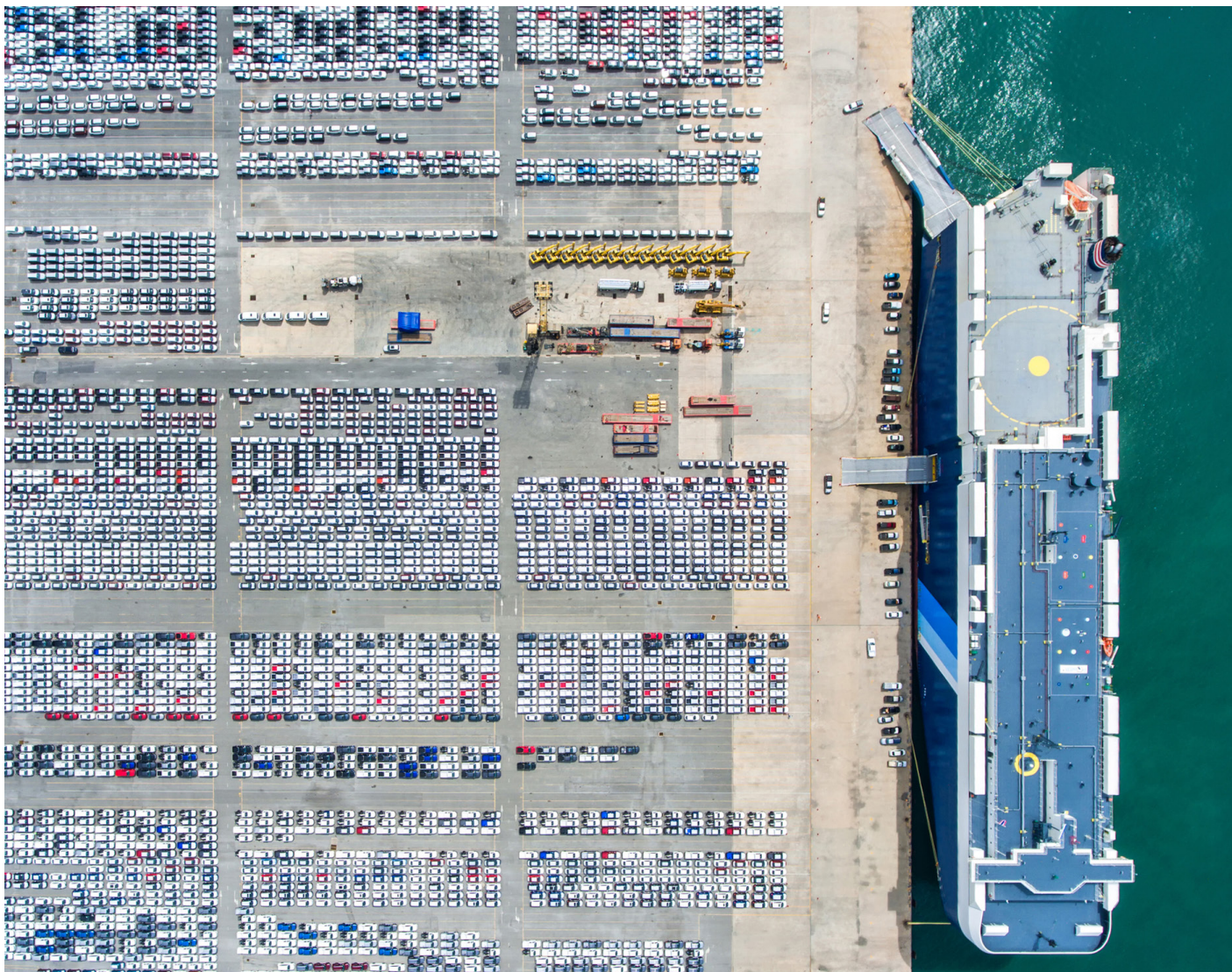
The primary challenge lay in convincing the US-based logistics operator of the applicability of the Hamburg Rules despite their own Bill of Lading terms and the fact that the damage did not occur while the goods were under their direct physical control.

Through persistent advocacy and a nuanced understanding of international transport conventions, we successfully persuaded the US-based logistics operator to settle the claim based on one hundred percent of the limitation amount stipulated under the Hamburg Rules, representing approximately eighteen percent of the initial claim value.

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Navigating EV shipping risks: IUMI updates best practice paper



Hendrike Kühl
IUMI Policy Director

Burning car carriers appear to be a regular sight on the news these days. In response to these regular and worrying incidents, IUMI published the first iteration of a best practice paper on the safe transport of electric vehicles (EVs) onboard vessels in September 2023. The subject is a “moving target” and subject to ongoing research and new findings. It was therefore agreed to undertake a review of the paper and update it with the latest information available. IUMI's Fire Protection Working Group which is comprised of members with specific expertise in this space has taken an in-depth look at the paper and updated several sections. Five key points are particularly noteworthy:

Potential gas accumulation

During thermal runaway, flammable gases can be emitted. If these gases cannot burn and thus concentrate, the risk may shift from fire to a potential explosion. Such an explosion can occur if the concentration in a closed and unventilated space reaches values exceeding the explosion limits. Research into the nature and chemical composition of gases produced during an EV fire is ongoing and still in its early stages. Based on these considerations, a comprehensive firefighting strategy must not only consider the firefighting itself but also the management of potentially explosive gases that may accumulate during such incidents.

→

Navigating EV shipping risks:
IUMI updates best practice paper
Continued

The aim must be to integrate both aspects, firefighting and ventilation operation, without limiting the effectiveness of the overall firefighting system. It should be recognised that where EVs are involved in fires, flammable and explosive gasses may accumulate. Careful consideration should be given by shipowners to appropriate ventilation procedures for the extinguishing system installed and the vessel concerned.

Total energy release and peak temperatures

Heat release rates (HRR) from full-scale fire tests performed in recent years with both, ICEVs and EVs, have been reviewed and the data shows a minor difference in the total energy released during the fire (total heat release) between ICEVs and EVs. This means EV fires are not more intense than ICEV fires, though the peak heat release may be higher for EVs depending on the battery type.

While there is general agreement that the total energy released by EVs and ICEVs during a fire is broadly comparable, opinions diverge when it comes to peak temperatures. Some studies, such as the EU LASH FIRE Project, do not identify significant differences in peak temperatures between EV and ICEV fires. However, other sources suggest that EV fires may release energy more rapidly, potentially reaching temperatures exceeding 1,000°C which is substantially higher than the typical peak of around 600°C observed in ICEV fires.

As can be seen, there are nuances in the details of fire intensity. For underwriters, the focus should be on the overall risk profile, particularly in scenarios where fires are not contained swiftly.

Challenges with PCTC ship design

PCTCs present some inherent safety challenges stemming from their unique design characteristics. A specific fire risk arises from their large, undivided horizontal fire zones. Unlike the vessel designs of the 1970s, which incorporated subdivided decks to limit fire spread, modern PCTCs lack such compartments. This shift has resulted in expansive open decks where a fire, once ignited, can rapidly escalate and spread across large areas. The absence of smaller, subdivided fire zones severely hampers the ability to contain incidents effectively.

“Fixed first” for PCTCs

Onboard PCTCs the fixed firefighting systems should be applied early, correctly, and safely first rather than manual firefighting by the crew because it may be difficult and dangerous to access the burning vehicle. The timely activation of the fixed extinguishing system is crucial to avoid catastrophic consequences of a fire. Once the fire has grown and affects different fire zones, the existing fire-extinguishing systems may fail. Several incident reports underscore the severe consequences of a delayed activation of the fixed fire-extinguishing system. The safest and most efficient option is to keep the crew out of the cargo holds and release the fixed system. The only situation where manual firefighting should be pursued is to save life and to complement the fixed fire-extinguishing system. The fixed first approach aims at extinguishing the fire of the car before it reaches the traction battery, thus avoiding the spread of the fire.

Limitations of foam based extinguishing systems

High-expansion foam fire extinguishing systems can hinder the ignition of flammable gas, including gaseous electrolyte from the batteries. The systems have effectively prevented heat transmission from a vehicle on fire as long as it was submerged in the foam. However, there are a number of notable drawbacks to high-expansion foam fire extinguishing systems.

They are hindered by their complexity and their reliance on electricity for the simultaneous functioning of pumps and fans. Additionally, new environmentally approved foam compositions mean lower penetration and heat resistance capabilities. A further obstacle to consider is the high threshold for the crew to apply the “fixed first” approach for foam-based systems due to the consequences of “unnecessary” release.

These are but five of the key points compiled in our revised best practice paper on the safe ocean transport of EVs. For our readers in a hurry, the paper contains a list of main findings at the very end. [For all those who wish to dive in deeper, we recommend reading the full paper which can be downloaded here from our website.](#)

Evolving risk assessment in marine insurance: Technology, data, and resilience



Samuel A. Markov
Director

ARM Services
IUMI Professional Partner
arm-services.com

The marine insurance sector is undergoing a significant transformation as it adapts to increasingly complex global risks and rapid technological change. Traditional risk assessment models — largely retrospective — are being replaced by dynamic, data-driven frameworks that enable real-time decision-making and proactive mitigation.

Dynamic risk modeling

Modern assessment integrates real-time data from vessel telemetry, cargo sensors, and environmental monitoring. These inputs feed into dynamic matrices that evaluate exposure across multiple dimensions: route volatility, port congestion, geopolitical instability, and weather anomalies. This shift enables underwriters to move beyond historical loss ratios toward predictive, scenario-based pricing.

Cyber and systemic risk

Digitalization has introduced systemic risks. Cyberattacks on port infrastructure and cargo tracking systems have escalated, making cyber risk a core underwriting concern. Insurers increasingly require robust cybersecurity protocols and incident response plans as part of coverage eligibility.

Technology as a risk mitigator

Technology also enhances resilience. Satellite imagery, IoT-enabled cargo monitoring, and AI-driven anomaly detection allow for continuous oversight of insured assets. These tools enable early detection of deviations — such as temperature excursions or unauthorized route changes — allowing for timely intervention and loss prevention.

From indemnification to prevention

Historically, marine insurance focused on indemnification — compensating losses after they occurred. Today, the industry is shifting toward prevention, driven by real-time data and advanced analytics. This transition reflects a strategic reallocation of resources toward proactive risk identification. Predictive models analyzing vessel behavior and cargo routing can flag high-risk scenarios, prompting interventions like route adjustments or enhanced security. This not only reduces loss frequency and severity but also aligns with broader goals of sustainability and operational efficiency. Risk management, in this context, becomes a value-generating function — transforming insurance from a reactive mechanism into a strategic enabler of safer maritime operations.

Regulatory and ESG pressures

Compliance with IMO decarbonization targets, ballast water protocols, and ESG disclosure requirements is now integral to risk profiling. Environmental and governance metrics are increasingly embedded in underwriting criteria, aligning risk selection with sustainability goals.

Marine insurers must now operate at the intersection of data science, regulatory compliance, and resilience. The integration of analytics, cyber frameworks, and ESG considerations into risk assessment marks a paradigm shift — one that demands agility, innovation, and discipline.

ARM Services 15^{ANDS}



Raymon Van Anrooy
Senior Fisheries Industry Officer,
Food and Agriculture Organization
of the United Nations (FAO)

Unlocking opportunities: Why insuring small-scale fisheries makes sense

Marine insurance has long safeguarded the world's cargoes, hulls, and ports — but one of the largest ocean-dependent sectors remains underinsured: small-scale fisheries. These fisheries support over 90% of the world's capture fishers and fish workers and annually produce some 37 million tonnes of fish. The fishing operations by the 2.6 million motorized small fishing vessels (of <12 m length overall) face increasing risks from climate change, related extreme weather events and less predictable sea conditions. Yet, their insurance coverage remains low, at just 5 percent of these small fishing vessels. For insurers and brokers, this presents not just a protection gap — but a business opportunity.

Recognizing this, the Food and Agriculture Organization of the United Nations (FAO) — supported by Lloyd's Register Foundation — has recently published two new technical guidelines designed to build a more robust risk management framework for this underserved sector:

[Guidelines for the Seaworthiness and Safety Inspection of Small Fishing Vessels](#)

[Guidelines for Insurance Value and Risk Assessment of Small Fishing Vessels](#)

Together, these guidelines offer practical tools to assess, document and improve fishing vessel conditions and standardize their valuation — critical components enabling insurability. They help manage risks involved in insuring small fishing vessels and bridge the information gap that has often excluded small-scale fishers from services by marine insurers.

With a global momentum for inclusive insurance and sustainable blue economies, forward-looking insurers have a unique chance to expand their portfolios while supporting resilience at the ocean's frontline. Beyond its positive financial returns ([as fisheries insurance has proven to be generally profitable](#)), offering protection to small-scale fishers aligns with ESG objectives, marine stewardship, and the United Nations Sustainable Development Goals.

Investments in vessel insurance schemes and group coverage models have already shown success in pilot programmes across Asia, Africa, and Latin America. Now, with FAO's new guidance and growing digital tools for insurance application, risk monitoring and claims, the path to scalable underwriting of small fishing vessels is clearer than ever.

Marine insurers, brokers and re-insurers are invited to explore how their expertise can be adapted to protect fishing communities and unlock this market potential. The ocean connects us all, and small-scale fishers are vital to food security, livelihoods, and sustainable marine resource use.

It's time to bring them under the protective umbrella of marine insurance.

Raymon and colleagues discussed this issue in a recent IUMI webinar that is free to access [here](#):

[Barriers to insurance cover for small fishing vessels – and how to overcome them](#)

Use of “zombie ships”



Jeremy Domballe

Associate Director – Product Management

S&P Global Market Intelligence

IUMI Professional Partner

spglobal.com

There has been an increase in cases where digital identity manipulation has been occurring, giving rise to what is being described as “zombie” vessels.

This practice, which has been in use for several years, involves the emulation/ adoption of physical, digital or registered identifiers associated to a vessel that is no longer in circulation.

A vessel tracking system dependent upon AIS essentially collects positions based on the static and dynamic messages associated to a MMSI — think of this as a telephone number issued by the flag that a vessel is registered to. The flag will provide a radio license, detailing digital identifiers such as MMSI and call sign.

Hypothetically, only one MMSI ought to be assigned as in use by any vessel at any time, however MMSIs can be recycled/ reissued by flags, AIS transponders can be “cracked” to manipulate digital identifiers giving the impression of multiple targets or historically active targets, as well as erroneous use, or message corruption may occur causing some challenges to the collection process. As such, companies that make use of AIS typically have a cleaning/ identity association process to resolve some of these issues and validate targets.

When looking at a 30-day analysis period, out of the 573,123 unique MMSI targets seen, 11% are nonship MMSIs, 17% are associated to the Market Intelligence ships database and 72% are unmatched vessel MMSI targets.

Within the 72% of unmatched vessel MMSI targets, some were still transmitting identifiers, allowing us to further classify them into typologies, including cargo vessels (18%), fishing vessels (16%), pleasure crafts (16%), sailing vessels (14%) and tankers (1.4%), which would not necessarily qualify

under the IMO number scheme based on their characteristics and operations.

‘Use of “zombie” ships’ is one of the case studies in [Maritime State of Play report 2025](#).

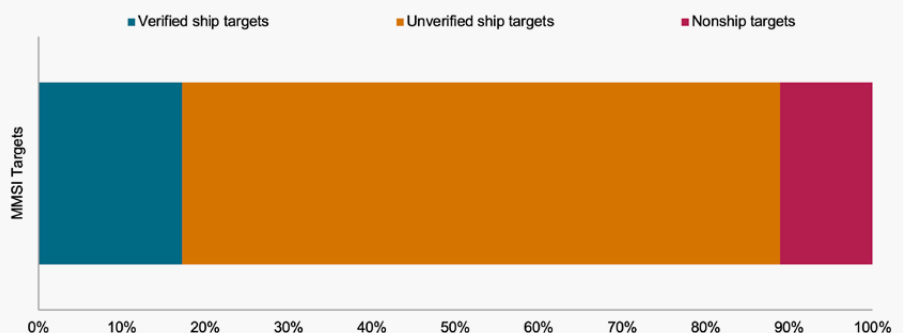
The report provides context and foundational knowledge toward maritime operational subterfuge tactics, as well as deceptive shipping tactics to support compliance, defense and national security functions, enhance due diligence frameworks and broaden investigation processes.

Key insights from the report include:

- Record-high sanctions on vessels and their associates.
- Increasing use of deceptive tactics to evade sanctions.
- Enhanced technology fuelling sophisticated subterfuge operations.
- Rising complexity in identifying beneficiaries due to deceptive practices.

S&P Global
Market Intelligence

Identity resolution % match by MMSI targets



As of June 2, 2025.
Based on all MMSI targets identified in a 30-day period.
Source: S&P Global Market Intelligence.
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**Tiffany Loh**

Marine Claims Technical Manager,
QBE Insurance and a member of the
IUMI Loss Prevention Committee

Reliable liquid transport for a safer supply chain

In recent years, flexitanks have emerged as an increasingly popular solution for transporting bulk liquid cargoes, offering a cost-effective, adaptable and efficient solution as compared with traditional ISO tanks. As global trade continues to evolve, more shippers are recognising the operational and economic advantages of using flexitanks.

These flexible, multi-layered bladders are designed to fit inside standard 20-foot dry containers, transforming them into efficient liquid transport units. This innovation eliminates the need for costly ISO tanks, significantly reducing costs and maintenance expenses. A key advantage of flexitanks is their versatility across multiple transport modes, making them ideal for global logistics. Their compatibility with standard containers simplifies operations and enhances supply chain efficiency. Additionally, their closed-system design minimises the risk of contamination during transit, which is especially important for food-grade and sensitive liquids. While ISO tanks are durable, reusable and suitable for hazardous or temperature-sensitive cargo, their high acquisition and cleaning costs can be a barrier for one-way shipments. Though flexitanks offer numerous advantages, they are not without their drawbacks.

The behaviour of liquids in transit presents unique challenges. Liquids exert pressure equally in all directions, and without internal friction they can shift rapidly during movement. This makes the structural integrity of the container critical to safe transport. While ISO tanks are engineered to handle these dynamics, flexitanks rely on proper installation and the strength of the container walls to maintain stability. Further, the single-use nature of flexitanks raises environmental concerns and they are more susceptible to leakage, rupture and improper handling during loading and unloading. These vulnerabilities can lead to cargo claims if not managed properly. Common causes of claims include improper installation of the flexitank inside the container, overfilling or underfilling resulting in instability, inadequate securing during transit and exposure to sharp objects.

The [IUMI Position Paper](#) offers practical guidance and best practice for the safe use of flexible tanks for transport of liquid cargoes as practical guidance to mitigate losses. To minimise losses, proactive risk management is essential. This may include engaging trained personnel for installation and loading, conducting pre-shipment inspections, using high-quality flexitank materials and adhering to manufacturer guidelines. Flexitanks represent a transformative shift in the logistics of bulk liquid transport. While they offer compelling benefits, their successful use depends on careful planning, proper handling, and proactive loss prevention.

Photograph of a flexitank that appears to have completely leaked its cargo but with no visible signs of tearing or puncture. This suggests that the leak had originated from the inner layers of the flexitank itself, possibly due to substandard material quality which was insufficient to contain the dynamic movement of the liquid during transit.



Packaging redesign and increased cargo damage: A core industry disparity



Sijian Xin
General Manager

Frad Risk Management Limited
IUMI Professional Partner
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Qingyi Ning
Manager of Risk
Consulting Department

There's a fundamental divergence in objectives between insured parties and the insurance industry regarding shipping packaging standards. Our recent engagement with a freight forwarder responsible for the export logistics of a power generation equipment enterprise illustrates this issue vividly. The forwarder reported a marked increase in cargo damage rates following a change in the shipper's packaging methodology.

Our investigation into the revised packaging design and historical claims data identified several critical factors. The new solution featured equipment components tilted at angles between 15°–45°, secured within a modular support frame designed with a reinforced base, resembling an open cage structure rather than a fully enclosed crate. This frame was bolt-connected for removability, and the entire assembly was externally wrapped in white tarpaulin.

From the shipper's perspective, this design offered clear advantages: enhanced transportation efficiency, reduced costs, and adaptable sizing. However, from a risk management standpoint, several challenges became evident.

- The new packaging's width (2300 mm) was critically close to the internal dimensions of a 40-foot container. This minimal clearance significantly complicated loading and unloading, elevating the risk of impact and abrasion damage. The white tarpaulin, a visually expansive colour, further exacerbated judgment errors in these tight spaces.
- Manufacturing and welding tolerances in the frame further exacerbated the narrow lateral clearance.
- The frame exhibited insufficient resistance to compressive, tensile and shear forces making it prone to deformation. This compromised its ability to withstand transit shocks and vibrations, leading to structural deviations and increased risk of impact damage to cargo edges.

We proposed several improvement strategies, including adding buffering materials, higher-rigidity frames and adopting fully enclosed wooden crates. While technically sound, these recommendations often counter the shipper's primary objective of cost optimisation.

This case is far from unique. Shippers, as insureds, inherently seek an optimal balance between transportation costs, transit efficiency and insurance premiums. Put more bluntly, if the additional insurance premium in the following year is less than the freight cost savings, the decision to adopt lower-cost packaging is economically rational from their perspective. Conversely, the insurance industry's objective is much more simple — to minimise claims payouts.

Bridging this inherent gap necessitates a dual shift in cooperation models and mindsets. This is why we are actively promoting joint risk assessments and educational initiatives within the industry.

[More details can be found here.](#)



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Preventing heat damage to agricultural cargoes: Reducing avoidable claims through better fuel management



Mohamed H. Farghaly
Managing Director and CEO, Suez Canal Insurance and a member of the IUMI Loss Prevention Committee

Heat damage to agricultural cargoes continues to generate costly claims in marine insurance, despite being a well-recognized risk. Products like soybeans, maize, and seed cake are particularly vulnerable when stowed next to heated fuel oil tanks, especially double-bottom tanks. In many cases, poor heating practices lead to partial or total cargo loss—losses that are often preventable.

Across recent cases, heat-damaged cargoes have led to the rejection of hundreds to over a thousand tonnes of product per incident. For example, 600 tonnes of soybeans were damaged when a double-bottom tank was unnecessarily heated throughout the voyage. In another case, 1,200 tonnes of maize were lost due to fuel oil heated beyond safe limits. Such claims can exceed hundreds of thousands of dollars and may involve additional port charges and delays if damaged cargo must be discharged elsewhere.

In most situations, the cause is not mechanical failure, but operational oversight: tanks are heated unnecessarily, hot oil is transferred into tanks adjacent to sensitive cargo, or there's a lack of coordination between departments. Damage can be visible — such as discoloration, mould, or caking — or invisible, which still leads to rejection by cargo receivers, especially if damaged product mixes with sound cargo during discharge.

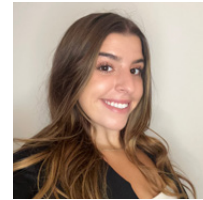
To mitigate these risks, several steps are essential. Before loading, engineering and deck officers should coordinate to discuss the cargo's heat sensitivity and agree on a suitable heating strategy. The International Maritime Solid Bulk Cargoes (IMSBC) Code should be consulted for any cargo-specific stowage or temperature guidance. Where possible, heated tanks next to cargo spaces should be avoided. If unavoidable, heating must be minimized and carefully controlled.

Special caution is needed with self-heating cargoes like seed cake. If such cargo contains excess oil or moisture, even moderate heat from an uninsulated bulkhead or nearby tank may trigger self-heating, which can escalate to spontaneous ignition.

Proper documentation is a key part of loss prevention. Ships should maintain detailed records of tank heating throughout the voyage, including temperatures and tank locations. These logs are vital when defending against claims or proving that the vessel operated within acceptable standards. In addition, fuel heating systems and sensors should be included in the ship's planned maintenance schedule and regularly checked for accuracy.

Heat damage to agricultural products is both costly and preventable. With proper pre-voyage planning, careful heating control, and clear communication between onboard departments, the risk of cargo loss can be significantly reduced. These simple but disciplined practices form the core of effective loss prevention — and help protect the interests of shipowners, insurers, and cargo stakeholders alike.

When infrastructure fails: Rethinking marine and specialty risk after the Baltimore Bridge collapse



Emily Lepore
Claims Analyst

PCS®, a Verisk Analytics business
IUMI Professional Partner
verisk.com

The collapse of the Francis Scott Key Bridge in 2024 was an unusual but profoundly impactful moment for the marine insurance world. After a power outage, the MV Dali struck one of the bridge's support piers, leading to the sudden fall of four spans. Tragically, six people lost their lives. The incident also forced the Port of Baltimore to shut down temporarily and triggered a wave of insurance claims, including marine hull, cargo, liability, and port-related business interruption.

From a PCS perspective, the event marks a turning point. This loss stands out compared to others from previous incidents for a few reasons. A single structural failure, without wind, flood, or fire, caused major multi-line claims. Cargo, hull, liability, and specialty markets all felt the impact. Although it was not weather-related, the scale and complexity of this loss resembled what we often see in natural disasters. It raised an important question about the types of risks marine and specialty insurers should be focusing on.

Much of the damage came from the fragile intersection of aging infrastructure and modern maritime traffic. Ships today are vastly larger than those from the past. Container capacity has grown by more than fifteen times since the late 1960s and has nearly doubled in just the past decade. Yet, the Key Bridge was built in 1977, long before today's vessel sizes were even considered. That mismatch is becoming harder to ignore, and it reflects a broader concern that many ports in the United States were not built to accommodate the scale and traffic they currently face.

The disruption did not end in Baltimore. Rerouted vessels and congestion at other ports along the East Coast created additional strain on already fragile supply chains. This was a vivid reminder that when a critical point in infrastructure fails, the effects can spread quickly and widely, impacting regional and even global trade. In addition, determining liability has proven complicated. Ship owners, government agencies, and third-party contractors are all involved, which has delayed the claims resolution process.

For insurers and reinsurers, this incident highlights the need to adapt. Non-weather-related risks such as infrastructure collapse, cyber incidents, and supply chain disruption are becoming more common. These risks must be included in modern modelling and underwriting strategies.

The Key Bridge collapse was more than a tragic failure: It served as a wake-up call. As the nature of risk continues to evolve, weaknesses in critical infrastructure must be recognized as a major and growing source of potential loss.



PCS Global
Marine and
Energy



International Quality Assessment Review Body (IQARB)

At July's IMO Sub-Committee on Implementation of IMO Instruments (III) our Secretary General, Lars Lange - who is also Chair of IQARB - presented the work and ongoing activities of this important group.

Lars was joined by IQARB Secretary, Lukasz Korzeniewicz, to explain its role in reviewing the certification process of the quality management systems of IACS members by considering the adequacy of the IACS Quality System Certification Scheme (QSCS) and the performance of Accredited Certification Bodies (ACBs). The IQARB Board comprises industry experts from across the world representing a range of sectors including shipbuilding, shipowning and flag administrations.

Using QSCS as its foundation, the IQARB review process has provided greater transparency and independent assurance of IACS Members' quality performance since its launch in 2019. With its expanded remit and formal legal standing, IQARB is also positioned to support EU Recognised Organisations with compliance on specific legal requirements.

Lars steps down as Chair of IQARB in September after six years in the role.



Geopolitics in a brave new world



Julian Kirkman-Page
Head of Business Development

Russell Group
IUMI Professional Partner
russell.co.uk

Not since the days of the Cold War has geopolitics been so front of mind for businesses, insurers and governments. With the rise of economic nationalism in the form of tariffs, to the attacks on ships at key trading routes across the globe, it is a precarious time for global maritime traders.

Underwriters must have a greater understanding of global trade, and the way it impacts a marine insurer's portfolio. Voters and leaders crave simplicity during times of great complexity and rapid change. The threat is that the interdependence of today's trade and financial systems have too many moving parts to be understood in isolation, which means that business (including re/insurers) must understand today's geopolitical connected risk.

Re-globalisation is a theme of this year's conference, which will lead to changes in the flow of money through the three main global trading blocs - the European Union (EU), Regional Comprehensive Economic Partnership (the RCEP, which features the ASEAN nations along with China, Japan, South Korea, Australia and New Zealand) and the USMCA (US, Mexico, Canada). The average flow of trade across all three blocs increased by \$3.8 trillion between 2019 and 2024, according to our analysis.

The balance of trade is shifting from West to East which likely means that the balance of power will change. This is important because (re)insurance penetration in traditional markets in the West is far higher than it is in the East. Penetration in the emerging markets of the East is much lower; however, this part of the world's trade is outpacing trade in the old powers of the US, UK and Europe.

There is risk and opportunity for (re) insurers. Risk, because global trade pinch points are becoming increasingly volatile. Digitalisation, meanwhile, is having a significant impact on business globally. As a result, reliance on key commodities such as rare earth metals is creating new political stresses, and the demands of key nations for trading partners to onshore their businesses. The opportunity is to rapidly close the insurance protection gap in the East, opening up markets in a new wave of regionalised globalisation.

Business intelligence companies like Russell can help insurers to better map evolving trade patterns and pinpoint companies which are changing their port selection to adapt to changing maritime ecosystems. This can help risk diversity and increase portfolio optimisation without necessarily increasing exposures in their existing portfolio.



Certainty in Uncertain Times

In these uncertain times, it can be challenging for marine (re)insurers to manage potential cargo exposures.

Our clients have come to rely on ALPS Marine to help them understand their exposure to actual and potential trade event scenarios.



Collaboration in focus: IACS-IUMI Technical Meeting



Hendrike Kühl
IUMI Policy Director

The annual IACS-IUMI Technical Meeting presents an excellent opportunity for IUMI to raise safety issues which ought to be considered by classification societies, and for the IACS societies to update IUMI on current developments. It is also a platform for exchange which strengthens collaboration on issues of common interest.

On 17 June 2025, IUMI members from various Technical Committees and the Policy Forum met with a number of IACS Panel Chairs for our annual Technical Meeting. The agenda covered topical issues including container ship fire safety, containers lost at sea and safe decarbonisation. IACS recommendations on the human element and additive manufacturing were also discussed.

Fire risks associated with low pressure fuel pipes has been a longstanding concern for both parties. As a result, the matter will be tabled at the current session of the IMO Maritime Safety Committee where IACS and IUMI have made a joint proposal together with the EU Member States to improve regulatory requirements that make low pressure fuel pipes safer and reduce the risk of fire.

Thank you to all IACS Panel Chairs who participated in this year's meeting and shared in-depth updates. Many thanks also to IACS Secretary General Robert Ashdown, General Policy Group Chair Dr. Ajay Asok Kumar as well as Technical Officer Puxing Liu for organising and hosting the meeting once again at the IACS London Office.

We would also like to thank all IUMI members who actively participated in the meeting and provided detailed presentations on IUMI's positions and priorities on the various agenda items:

Capt. Rahul Khanna, Allianz
Helle Hammer, Cefor
Mikkel Gardner Andersen, Gard AS
Marc Sommerfeld, GDV
Ilias Tsakiris, Hellenic Hull
Sebastian Kempka, KA Köln Assekuranz
Neil Roberts, Lloyd's Market Association
Svenn Andersen, Norwegian Hull Club
Steinar Sivertsen, Norwegian Hull Club
Rama Chandran, QBE



New AI tools — are the results as expected?



Ole Jørgen Eikanger
CEO


Instech Solutions AS
IUMI Professional Partner
instech.no

Adopting Artificial Intelligence (AI) tools for risk modelling and pricing in the marine insurance sector can yield unexpected results, particularly when there is limited visibility into the underlying models. Outcomes may be difficult to interpret if data quality is lacking or if the specifics of the AI remain unclear. Navigating these challenges requires an understanding of both the capabilities of AI technologies and the crucial importance of high-quality, well-structured data to support effective AI modelling.

AI is slowly transforming marine insurance; it promises speed, precision and new insights for risk management, pricing, claims handling and workflow improvements. However, as the industry embraces automation and advanced analytics, the fundamental need for robust standards and quality of data has never been greater. Without these, AI-generated output risks becoming inconsistent and unusable. Data quality, interoperability and transparency must be prioritised to ensure that AI applications genuinely reflect reality. Approved standards will define acceptable data sources and model validation processes, making sure that different AI tools produce comparable, reliable results. These are vital for underwriting decisions, claims handling and compliance.

The dangers of an over-reliance on AI in risk management and pricing are significant. AI models, if unchecked, may amplify historical biases present in data, leading to inaccurate risk assessments. Limited model transparency can obscure errors or weaknesses - difficult to detect until they cause costly losses. Moreover, unquestioning trust in AI could foster complacency, diminishing the human oversight and expertise that remain essential for interpreting complex scenarios and risks.

By establishing and adhering to standards and improved data quality, the industry can harness the power of AI while reducing its pitfalls. In this way, AI should enhance — not replace — the judgement and work of marine insurance professionals.



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People at IUMI

Ho Kai Weng

As we return to Singapore for our annual conference, we engage in conversation with Ho Kai Weng who is CEO of the General Insurance Association of Singapore, our host for this year's event.



For those not familiar with GIA, can you please explain its core role?

GIA Singapore is the trade association for the general insurers in Singapore. We advocate and advance the common interest of our member insurers and the general insurance sector.

We operate several technology platforms at the sector level. Members exchange data with GIA and with one another, and benefit from efficient data exchange on vehicle accident reports, insurance fraud, agent registration, and statistics.

How important is GIA to Singapore's maritime community?

Singapore's maritime community comes together at the sector level as Maritime Singapore. It delivers many sector-level initiatives, such as to attract, engage and grow talent, decarbonise, and digitalise.

GIA is part of the Maritime Singapore family with our maritime customers and fellow service providers in bunkering, shipbroking, financing, legal and arbitration. Our marine insurer members play the vital role of helping our customers to grow their businesses.

GIA has partnered with the Singapore Maritime Foundation to hold the Maritime Shipping Knowledge Sessions for attendees from both the maritime and marine insurance sectors. We've just held our 53rd MKSS session since 2007. These sharing sessions by maritime practitioners provide insight on prominent maritime and marine insurance issues.

Can you explain the relationship between GIA and IUMI?

Both GIA and IUMI are advocates for our respective members. Four members and two junior members from GIA's membership serve on IUMI committees

and forums. IUMI provides us with specialist input on marine insurance issues.

When I looked up the history of GIA's relationship with IUMI I found that we have been an IUMI member since before the 1979 conference! Both IUMI and GIA have searched our records for when GIA joined, but we could not find the exact year.

GIA was established in 1966. This means we joined IUMI in GIA's early years, when Singapore was a small marine insurance market. Now we pay membership fees based on Tier 1 premiums of >US\$500 million.

Highlights of our long history with IUMI include:

- Singapore was the second Asian country to host the IUMI annual conference (in 2004).
- GIA held the first IUMI Asia Forum in Singapore in 2018.

How did your career path take you to your current role as CEO at GIA?

My first employer was Singtel, Singapore's biggest listed company at that time. I worked in group treasury. Treasury's role included liability management and insurance. In my second year, my colleague in charge of insurance quit and my boss asked me to take the role of the insurance manager for the Singapore businesses. That was my entry to insurance and risk management.

I then worked for an insurer as an underwriter, then improving business processes in Asia. I then worked for an insurance broker where I took a Southeast Asia regional role and then COO of the Asia specialty business.

Working on different sides of insurance helped greatly when I joined GIA in 2016 to advocate the common interest of general insurers. I'm grateful to be able to form teams from across the general insurance sector to resolve sector-level issues.

Would you recommend a career in insurance to newcomers thinking about entering the sector?

Yes. The insurance sector has many different opportunities and we hire people from diverse backgrounds. Many have gone very far in insurance even when they came from outside the sector. For example, one of GIA's committee members was a former seafarer who became an insurer's Asia head of marine and served as IUMI Ocean Hull Committee Chair.

What do you like to do away from the office?

I enjoy cycling, good food, and personal finance. Going around by bicycle gives me insights to places and people that I would have missed had I used faster transport. I also picked up some wine knowledge through the WSET certifications and must work on improving my ability to identify different aromas.

What's the best piece of advice you've been given?

Make your life decisions before your financial decisions. It taught me to be clear on my priorities and objectives first, and finances are to enable and support those.

Unlocking the power of AI in marine insurance: From data to actionable insight



Farah Bukhari
Senior Data Analyst

Concirrus
IUMI Professional Partner
concirrus.ai

Artificial intelligence (AI) is no longer on the horizon - it's here, and its presence in marine insurance is only set to grow. Yet despite this potential, many underwriters are still unsure how to leverage AI in ways that measurably reduce claims, improve loss ratios, or improve operational uptime for shipowners. In particular, the opportunity to harness AI for proactive loss prevention remains largely untapped. Could we use AI to nudge shipowners toward more efficient maintenance programmes? Could we predict mechanical failure before it happens?

Today, the industry is still grappling with fragmented data ecosystems, legacy systems, and a lack of digitisation. Many insurers struggle to extract value from the vast quantities of structured and unstructured data they hold. But the future of AI in insurance lies in bridging this divide - through smart data extraction, enrichment, and integration across systems and sources.

A clear gap exists between aspiration and readiness. To close it, insurers must invest in foundational capabilities: data pipelines, interoperable systems, and governance frameworks that enable trustworthy automation. AI doesn't work in isolation - its insights are only as good as the data it's trained on. Confidence in AI models will grow as we reduce the "black box" effect through explainable AI, robust validation frameworks, and transparency in data sourcing.

The payoff? Enhanced risk mitigation. By using AI-powered analytics to combine real-time vessel data, historical claims, and telematics data underwriters can reduce uncertainty, improve risk selection, and sharpen pricing accuracy.

Rather than reacting to loss, insurers can predict and prevent it - increasing both profitability and the shipowner's operational uptime.

Underwriting teams stand to benefit from increased time spent on value-add activities. AI can eliminate repetitive manual tasks - such as data entry or reporting - freeing up time for underwriters to focus on judgment-based decision-making. Compliance checks can be automated. Machinery sensors can flag early warning signs. A centralised repository of underwriter expertise, augmented by AI, ensures consistent and data-driven underwriting.

It's time to move from theory to practice. The message to the market is clear: Start trusting AI. It is not here to replace the underwriter, but to enhance underwriting judgement, reduce ambiguity, and deliver tangible results. Those who act early will not only gain a competitive edge but help lead the next evolution of intelligent marine underwriting.

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Concirrus 

Q&A

with Stephan Hennig

In this edition we spend some time with Stephan Hennig who is the UK Secretary of State's Representative for Maritime Salvage and Intervention (SOSREP)



For those not familiar with the role of SOSREP, can you explain what you do?

The SOSREP role was created in the UK after the grounding of the Sea Empress in 1996. Competing local, regional and national interests had led to delays in decision-making. A government review led by Lord Donaldson (who had led the review following the Braer grounding in 1993) recommended the creation of a single role representing central government. The person in that role could make operational and time-critical decisions in the over-arching interest of the country as a whole. In effect, this takes decision-making in large maritime casualties away from politicians and gives it to SOSREP instead. Of course, senior politicians retain the power to reclaim that responsibility but that has to be done at the time of the incident response and not retrospectively.

My immediate role is to oversee the emergency response to a casualty with an initial focus on the safety of people onboard, the general public and the environment. I am also responsible for the aftermath including the wreck removal process which can be protracted.

What's currently at top of your agenda?

A big issue we are grappling with is generational change coupled with fewer maritime incidents which at the same time are becoming more complex. Through no fault of their own, the younger generation coming through the ranks just don't have the operational experience that their older – often now retired – colleagues had. This absence of first-hand experience creates a risk. Added to this, ships are much bigger and more complex than ever before meaning a casualty response is likely to be much more challenging. So we have less

experienced teams having to deal with potentially more challenging emergencies. Globally, industry and administrations alike have to come to grips with this issue fast.

What's been your most interesting or challenging casualty recently?

All casualties are challenging in their own way. Earlier this year, a containership and a tanker collided in the North Sea, and usually with this type of incident the worst is over within 72 hours or so and things start to calm down and become more manageable. In this case, there were several fires on the containership which were only extinguished after seven or eight days. I know that especially larger casualties will burn for weeks, but we hadn't had such an extensive onboard fire in UK waters for some years. This was a new experience for some stakeholders but we overcame the challenges together.

The trickiest incidents are probably those where the vessel is not insured. Thankfully not that frequent but we do see them occasionally. Scenarios like this do not necessarily pose a technical challenge but they are certainly a logistical one for all parties involved.

What's your relationship with marine insurers?

My relationship is mainly with the P&I sector and the International Group (IG). P&I representatives are often more easily accessible in the early days of a casualty and the sector is much less fragmented than H&M insurance, but I am working on establishing a better relationship with the property market. Outside of an incident we exercise, practice and plan together. With the IG and IUMI specifically, we've worked together on a number of issues, particularly at the European and IMO level, where we created operational guidelines for places of refuge.

What was the route that brought you to the role of SOSREP?

20 years ago I was employed as a Coastguard watchkeeper at the Maritime Rescue Coordination Centre (MRCC) in Shetland working on a range of safety-related incidents in the North Sea and the North Atlantic. In 2012, I became the Maritime and Coastguard Agency's (MCA) counter pollution and salvage officer for in Scotland and Northern Ireland. Maritime incident response was an aspect of that role and I started working closely with the previous SOSREP. I became the Deputy to the SOSREP in 2017 and was appointed SOSREP in 2018.

If you could change one thing related to the maritime industry, what would it be?

It would be changing attitudes and raising awareness of the importance of the shipping industry generally and of seafarers in particular. Shipping is very much "out of sight, out of mind", ports are fenced off and ships are rarely noticed. The general public tend to forget that almost everything they buy has been transported by a ship at some point in the chain. If there was a greater awareness of the sector in the public perception, a lot of improvements could be made. I realise that's a big task, but one I think that's worth pursuing.

And what do you like to do away from the office?

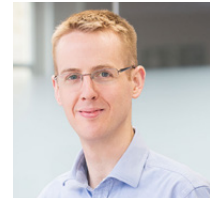
I read, play tennis, and I enjoy cycling. Where I live, I have the option to cycle up big hills or choose gentler routes.

Recent developments in the law of limitation



Maria Borg Barthet
Director

Campbell Johnston Clark
IUMI Professional Partner
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William Stansfield
Managing Associate

The law of limitation in England is primarily governed by the Convention on Limitation of Liability for Maritime Claims 1976 ("LLMC 1976") as amended. This allows Shipowners (and their insurers) to limit their liability for certain types of claims up to a certain amount of Special Drawing Rights calculated by reference to the gross tonnage of the ship.

Two recent decisions of the English courts — *The X-Press Pearl* and *The MSC Flaminia* — demonstrate the continued relevance of the LLMC 1976. The decisions relate to the questions of who can limit liability and for which claims.

Who can limit liability?

Under the LLMC 1976, the "Shipowner" and salvors may limit their liability for the types of claims set out in Article 2.1.

"Shipowner" is defined as "the owner, charterer, manager or operator of a seagoing ship."

"Charterer" includes any type of charterer, whether a demise, time, voyage or slot charterer.

In *The X-Press Pearl*, the Court had to consider whether three lines (Maersk, BTL and MSC) were "charterers" for the purposes of the Convention. Applying the test in *The MSC Napoli* in respect of slot charterers, the Court said they would be entitled to limit their liability if the relevant contract obliges an owner to make part of the carrying capacity of a ship available to them for the carriage of goods which they will have contracted, or will contract, to undertake as carrier.

Applying that test to the contractual arrangements between each line and the owner of *The X-Press Pearl*, the Court held that all three lines were entitled to limit liability.

There is still a question of whether a non-vessel operating common carrier (NVOCC) qualifies as a "charterer". If the point ever comes up in a future case, it is likely that the Court will likewise look at the precise terms of the contractual arrangements.

The decision in *The MSC Flaminia* confirms that a "charterer" can limit its liability for claims by an owner, including in respect of losses originally suffered by the owner itself, subject to the exception that a charterer cannot limit liability for claims for loss/damage done to the ship itself and consequential loss thereon.

What claims can be limited?

The claims that are limitable are the six categories of claims described in Article 2.1(a) to (f) of the LLMC 1976.

The MSC Flaminia concerned a fire and explosion on a containership chartered and operated by MSC.

The dispute before the Supreme Court was whether MSC could limit liability for (1) payment to national authorities, (2) the costs of discharging cargo, (3) the costs of removing firefighting water, and (4) the costs of removing waste.

The Supreme Court held that MSC could limit their liability for the costs of discharging the sound and damaged cargo. The remaining costs were not limitable.



Campbell Johnston Clark



IUMI
Professional
Partner



IUMI welcomes five new Professional Partners

We are delighted to welcome Ambrey Analytics, Atlantis International Services, Idwal, AlSuwaiket and AlBusaiyes Lawyers and Legal Consultants (SB) and RELY Marine & Energy Experts as IUMI Professional Partners



IUMI Professional Partner

Ambrey Analytics

Insight-Led. Data-Driven. Human-Focused.



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Ambrey Analytics is a division of the broader Ambrey Group, established to deliver market-focused analytical insights and services. Its mission is to prepare and support port-to-port maritime operations by providing vessels and their crews with timely intelligence and strategic guidance.

The company specialises in maritime intelligence and advisory services, offering bespoke insights and tailored solutions for the maritime industry. While its primary clients have traditionally included vessel owners, managers, and operators, Ambrey Analytics has broadened its scope in recent years to also serve law firms, P&I clubs, insurance underwriters, brokers, and trading houses.

For the marine insurance market, Ambrey Analytics brings critical expertise and in-depth maritime risk awareness, supporting regional, port-specific, voyage-related, and asset affiliation assessments. Ambrey combines its advanced analytics with human-focused intelligence to deliver competitive, efficient, and effective risk management solutions to keep stakeholders fully informed of the shifting global risk landscape.

A notable example of Ambrey Analytics' capabilities — delivered in collaboration with the wider Ambrey Group and its network of partners — is its leadership in the successful SOUNION salvage operation. This was a complex operation within a war zone and showcased the team's specialist skills, deep industry knowledge, and operational experience in supporting the maritime sector.

[Full details can be found here.](#)



IUMI Professional Partner

Atlantis International Services



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Atlantis International Services is the specialised Transport and Marine Cargo Claims division of the ERGET Group.

Headquartered in Belgium, Atlantis International operates a global network of 21 offices and has been a trusted name in the industry for over 50 years. The company is recognized as a leading authority in the field of marine (hull & machinery and cargo), industrial, and transport claims.

Atlantis provides a comprehensive suite of services, including:

- Marine and cargo surveys
- Recovery and loss prevention
- General average and salvage claim handling
- Troubleshooting and risk assessment

Its multidisciplinary team comprises seasoned professionals, including lawyers, former master mariners, engineers, and experienced former seagoing officers—each with on average over a decade of expertise in their respective fields.

In 2017, the integration of Atlantis International into the ERGET Group marked a strategic milestone, significantly enhancing the Group's footprint in the marine/corporate risk sector across Europe and emerging markets.

Today, the Group operates regional coordination hubs staffed by expert loss and average adjusters across Europe, Asia, Africa, South America, and the Caribbean.

The Idwal logo consists of the word "IDWAL" in white, uppercase, sans-serif font, centered within a dark blue rounded rectangle.

IUMI Professional Partner

Idwal



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Head of Transactional Services

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Idwal is the global leader in independent vessel inspections, data, and intelligence. Since 2010, we've delivered unique survey and vessel assessment solutions to cross-sector markets.

In the last five years, we've completed over 15,000 physical ship inspections, helping to power strategic decisions for shipowners, financiers, asset managers, operators, and insurers worldwide. These inspections result in an Idwal Grade®. The leading global benchmark for ship condition and risk.

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Idwal delivers a first-of-its-kind empirical dataset offering a unique, inspection-led view of asset condition and vessel-level risk.

- More powerful than public, static data, and assumption-based models
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Idwal's data model is dynamic, robust, and based on real inspection insights, supplemented with AI and machine learning to deliver a truly unique data model.



IUMI Professional Partner

AlSuwaiket and AlBusaiyes Lawyers and Legal Consultants (SB)



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AlSuwaiket and AlBusaiyes Lawyers and Legal Consultants (SB) is a professional law firm founded in 2006 and has been actively engaged in Saudi Arabia in all sectors. The firm is dedicated to delivering high-quality legal services through a qualified team of experienced lawyers and legal advisers who work collaboratively to support and implement their clients' business strategies.

We prioritise and safeguard the best interests of clients through rendering timely, courteous and trustworthy services at a highly professional level with no compromise in quality.

The firm has built a strong reputation in the legal sector, emerging as one of Saudi Arabia's leading legal services providers, we are committed to delivering high-quality legal services to a diverse clientele, including top-tier corporations, SMEs, and individual clients. Our client base spans a wide range of industries, such as oil and gas, banking and finance, maritime, aviation, construction, insurance, hospitality, real estate, retail, commercial enterprises, energy, food & beverage, industrial, and petrochemical.

Our services include consultations, mediation, litigation and arbitration, corporate governance, merger & acquisition, due diligence, contracts drafting and management, intellectual property protection, foreign investment advisory and support, company liquidation or de-registration, providing advice on zakat and tax regulations, energy law, insurance law, venture capital, commercial franchising and fintech.

Our core values are a client-centric approach, professionalism and transparency.



IUMI Professional Partner

RELY Marine & Energy Experts

RELY Marine & Energy Experts is a specialist marine consultancy company providing expert services in marine casualty investigation, risk mitigation and technical advisory. Serving a global client base — including H&M underwriters, P&I Clubs, shipowners, and legal professionals — RELY operates from regional hubs across EMEA (Monaco-Genoa-Istanbul) and APAC (Singapore-Jakarta-Shanghai). Our multidisciplinary team delivers practical, data-driven insights to support informed decision-making in complex marine operational and insurance-related matters.

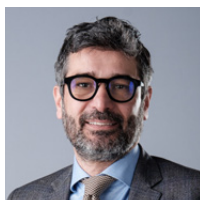
Founded by Giuseppe Averame and Lorenzo Lonoce and supported by Choon Khim Ong in APAC, RELY strives to set itself apart from other competitors by being transparent, providing quality services and being easier to engage.

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Cargo insurance tutorial programme

IUMI's online cargo tutorial consists of eleven engaging and interactive modules specifically designed to widen your knowledge of cargo insurance. This flexible, self-paced learning programme works to your schedule and can be completed to each individual's timeframe. Topics include international trade 101; coverage for particular average and sue and labour, general average and salvage, exclusions, and many more. The cargo tutorial is CPD certified with 23 hours.

Fees

EUR 550.00 — IUMI members
EUR 880.00 — non-members

Candidates who successfully pass the IUMI cargo exam are invited to apply for two partial IUMI bursaries to take the renowned WMU's Marine Insurance Law & Practice Postgraduate Diploma programme. They can also apply for a free seat at IUMI 2026 in Rotterdam.



[Register for IUMI Cargo tutorial](#)

Hull insurance tutorial programme

IUMI's hull insurance online tutorial is designed to widen the students' knowledge and expertise in hull insurance. This extensive programme consists of a total of thirteen modules. Topics include Ships 101; Collision Liability; General Average and Salvage; Exclusions; Claims; and many more. The hull tutorial is CPD certified with 30 hours.

Fees

EUR 650.00 — IUMI members
EUR 1,040.00 — non-members

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[Register for IUMI Hull tutorial](#)



Congratulations!

Congratulations to four recent candidates who have successfully passed the IUMI Tutorial examinations:

These successful candidates are now eligible to apply for an IUMI bursary at the World Maritime University. Like all successful IUMI exam candidates, they can also apply for a free seat at the IUMI 2026 Rotterdam conference.

[For more information on our tutorials.](#)



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Sompo, Japan
Cargo Exam March 2025



Alex Jones
RSA, UK
Hull Exam March 2025



Maurizio Parodi
SIAT Società Italiana
Assicurazioni e
Riassicurazioni, Italy
Hull Exam June 2025



Matteo Cartagenova
Generali, Italy
Hull Exam June 2025

IUMI podcast series



The Indian marine insurance market

In our latest podcast we turn the spotlight on the Indian Marine Insurance market and we are joined by:

Ms. Pratibha Jadav, Consultant at General Insurance Council of India

Mr. Sujoy Maitra, Vice President & Head – Marine Insurance at ICICI Lombard General Insurance Co. Ltd.

Ms. Jayati Roy, Deputy General Manager, Marine Hull, Cargo & Aviation Dept at The New India Assurance Co. Ltd.

Mr. Amit Umrawala who is Senior Vice President & Head – Marine, TATA AIG General Insurance Co Ltd

We discuss the current status and future of Indian marine insurance as well as opportunities for investment. We debate the similarities and differences with international markets as well as local customs and practices; and we highlight the plans and ambitions that India has to continue to grow, develop and strengthen its market.

[Click here to tune in](#)



IUMI awards two WMU bursaries



Christina Kalpakidou
Asos Insurance Brokers
SmPc, Greece



Mangesh Bavdane
Bajaj Allianz General
Insurance Company Ltd, India

Since 2020, IUMI has offered two bursaries on the Marine Insurance Law & Practice Postgraduate Diploma course at the World Maritime University (WMU). Our bursaries cover 75% of the tuition fees and are awarded to applicants who have successfully completed either the IUMI Cargo or the IUMI Hull examinations.

Candidates must complete an application form and supply a covering letter which are considered, along with their examination results, by our Education Forum.

This year, we are delighted to award the two bursaries to Christina Kalpakidou and Mangesh Bavdane. Congratulations to Christina and Mangesh and best wishes for their studies at the WMU!

[For those wanting more information, including how to apply.](#)

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MARINE INSURANCE LAW & PRACTICE

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This long-established programme offers an outstanding academic foundation for professionals in the marine insurance industry to develop their expertise and their careers, as well as professionals planning to move into the field of marine insurance. IUMI is proud to award two partial bursaries to two successful candidates of the IUMI online hull or cargo exam per year. For questions related to the bursary, please contact education@iumi.com.

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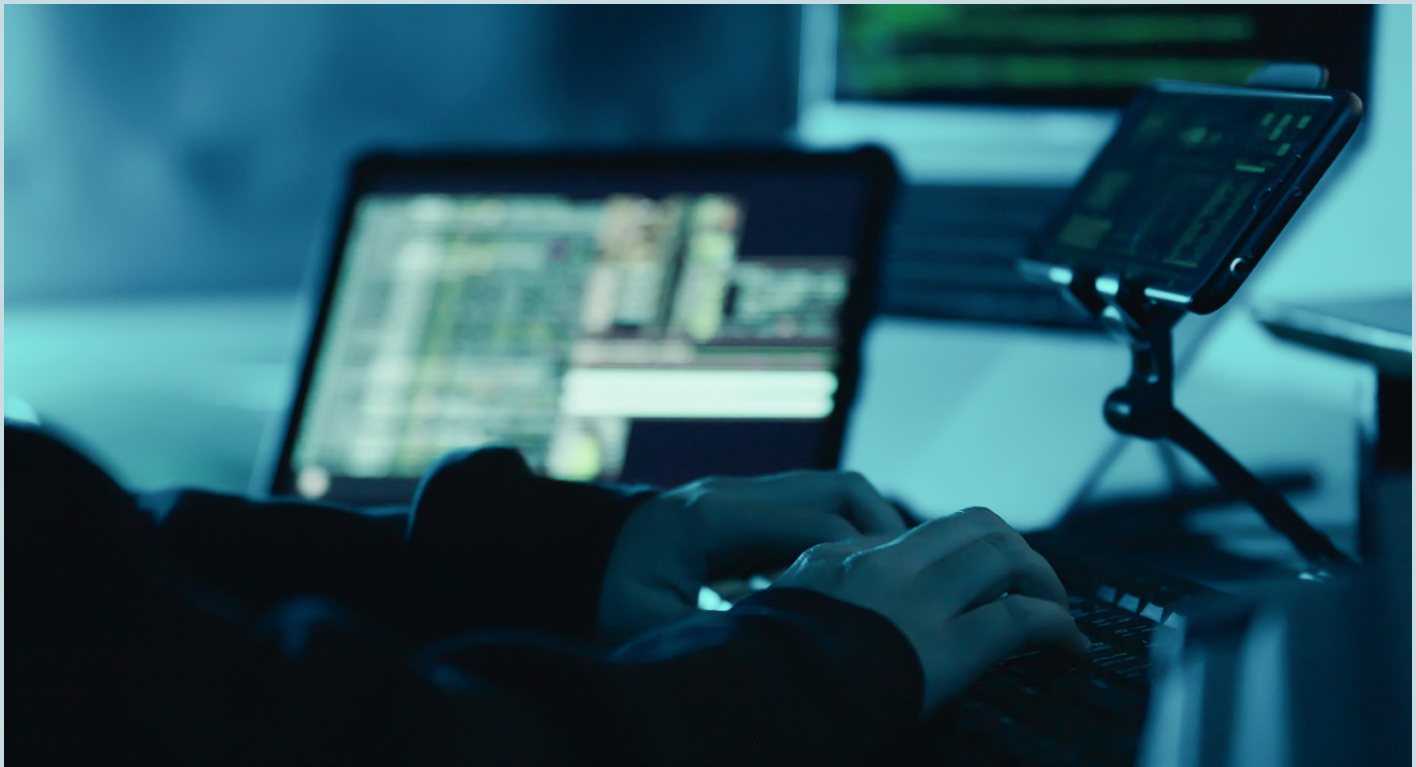


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Fictitious Pick-Ups: The Rise of Strategic Cargo Theft



Diego Calderón R

Latin America Regional Marine Manager, Starr International Seguros Generales S.A., a member of Starr Insurance Companies and a member of ALSUM

Cargo theft through fraudulent means — commonly referred to as fictitious pick-ups — is rapidly becoming one of the most significant threats to global supply chains. These crimes involve criminals impersonating legitimate carriers or brokers to obtain cargo under false pretences, using forged documents, stolen identities and manipulated digital profiles. Once entrusted with high-value shipments, they disappear, leaving shippers and insurers with substantial losses.

In the United States, strategic theft incidents rose by 1,475% between Q1 2022 and Q1 2024, with fictitious pick-ups emerging as a dominant method. Criminals exploit online platforms to create seemingly legitimate transport companies, acquire motor carrier numbers and purchase insurance, allowing them to operate undetected for weeks or months.

Globally, food and beverages, electronics and pharmaceuticals are among the most targeted goods. In Latin America, violent hijacking remains prevalent, but strategic fraud is gaining ground. Mexico and Brazil report over 80% of thefts occurring in transit, often during early morning hours, with unsecured parking areas as common hotspots.

Other sophisticated methods include double brokering, transloading, and bill of lading (BOL) alteration, enabling criminals to redirect or disguise stolen cargo. These tactics often involve organised groups with insider knowledge and operational precision.

To combat this threat, stakeholders must rigorously vet carriers, avoid load boards and implement real-time tracking and geo-fencing technologies. Training logistics personnel to spot red flags and verify documentation is essential. Insurance plays a role, but coverage limitations and complex claims processes highlight the need for proactive risk management.

As marine underwriters, we must monitor these trends and review policy wordings to define the extent of risk we assume and at what rates or deductibles. A current debate in our community concerns the applicability of cyber exclusions to these cases — an intriguing topic worth exploring.

As organised crime evolves, so must our defences. Fictitious pick-ups are no longer isolated; they represent a systemic risk to global trade and marine insurance.

ALSUM



World Maritime Merchants Forum (WMMF)

18 November 2025,
Hong Kong

The World Maritime Merchants Forum (WMMF) is the opening and anchor event of Hong Kong Maritime Week. It is spearheaded by the China Merchants Group and co-organised by the Hong Kong Transport and Logistics Bureau, BIMCO, ISC and HKSOA. With the aim of deepening mutual understanding in global shipping, the Forum helps to shape a more integrated and forward-looking global maritime ecosystem.

Attendance is free of charge and the event will be held in Hall 5FG of the Hong Kong Convention and Exhibition Centre.

[More details are available here.](#)



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