IUMI
International
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Marine Insurance

IUMI Professional Partners (IPP) Guidelines for IPPs

Eligibility – Who may apply for IPP membership?

The IPP programme is meant for direct third party firms and companies that are technical suppliers to the marine insurance industry.

The maximum number of IUMI Professional Partners is limited to about 36 IPPs from which about 12 should belong to each of the three groups mentioned below ("Categories of IPPs"). Limiting the number ensures that IUMI can take sufficient care of each IPP and that IPPs find sufficient space and awareness for their individual contributions.

The core business of the applicant has to support the marine insurance industry. A connection between the business / products / services of the applicant and the business of marine insurers is needed.

The IPP membership is an educational function not meant as a marketing / sales opportunity to IUMI members. Its target is not to promote the IPP's business / products / services directly. Moreover it's meant as a relation of mutual benefit:

- Enabling the IPP to get in close contact and longstanding relations to the marine insurance industry and to understand the challenges and demands of the industry and to show the superior skills of the IPP in its field of business.

- Enabling marine insurers to learn about and cooperate on particular topics where the IPP is specialized on and marine insurers have an interest in.

To make IPP membership a success, the following eligibility criteria shall be fulfilled:

a. IPPs are expected to contribute with their skills actively to IUMI's work and shall confirm this when applying,

b. The business model, skills and expertise of the potential IPP have to fit to IUMI's work and priorities,

c. The company size of the potential IPP has to ensure sufficient capacity for a) fee payments, b) active interaction with IUMI and c) contribution to IUMI,

d. The overall composition of the group of IPPs shall ensure that all regions and all regional skills and expertise are represented in a balanced way.

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Who may NOT apply for IPP membership?

- Brokers,
- Reinsurance brokers,
- Firms/companies directly insured by marine insurers, such as shipbuilders, ship-owners, salvors, freight forwarders or similar,
- Companies not fulfilling the eligibility criteria as stated above a. – d.

Categories of IPPs

IUMI Professional Partners belong to three different groups:

- "IUMI Legal Services Network": Maritime Law Firms / Legal Experts,
- "IUMI Technical Services Network": Surveyors / Technical Experts and
- "IUMI Professional Services Network": Data / Business Intelligence / Service Providers.

IUMI will aim together with the IPP members of each of the three groups to design specific group activities and projects beneficial for both, the IPP and IUMI.

Based on the IUMI logo, IUMI provides IPPs with a dedicated IPP logo for the single use of these companies belonging to the IPP programme. This shall help promoting the IPP membership for participating companies. The logo shall not be used on individual business cards of IPP employees to avoid misunderstandings but can be used on websites and mail footers.

Membership Restrictions

- No IUMI Council Membership,
- Cannot serve as a Technical Committee or Forum Chair nor Vice Chair,
- Cannot be a member of the Executive Committee nor the Nominating Committee.

Annual Fee

- Currently (2026) EUR 11.000 per year; the IUMI Executive Committee decides every year about the amount of the fee for the next year;
- 10% discount applies if a 3 year deal is signed - membership fee paid annually.

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Membership

- Membership is per calendar year and subject to 30 days cancellation by each party. The annual fee is not subject to a pro-rata return.
- Membership can be revoked at the discretion of the IUMI Executive Committee by tendering 60 days' notice prior to 31st December of each year.
- The IUMI Executive Committee is at liberty to restrict the maximum number of IPPs. The IUMI Executive Committee is also at liberty to restrict the number of IPPs from a certain country / region or a certain field of business.

Privileges

- Becoming a member of the IUMI community.
- Membership to one of the three IUMI Professional Networks with all contribution rights.
- Exclusive use of the IUMI IPP logo.
- Admittance of up to 4 representatives at IUMI's annual conference, subject to payment of the 100% regular registration fee per representative.
- Membership in the "IUMI IPP Advisory Group" which will ensure ongoing dialogue between IUMI and IPPs on all aspects of the programme; the Advisory Group shall ensure that the programme is up to date and topical and meets the expectations of the IPPs,
- Eligibility to join one of IUMI's Technical Committees as ordinary member – at the discretion of the respective Chair (needs to nominate the candidate) and the IUMI Council (needs to elect).
- Eligibility to join one of IUMI's Forums as ordinary member - at the discretion of the respective Chair (needs to nominate the candidate) and the IUMI EC (needs to appoint).
- Combined membership package; including an up-to 25% discount for annual conference sponsorship options within IPP package (to be agreed with the hosting national organisation).
- Access to IUMI's password protected website sections (statistics, database etc).
- Will be named on IUMI's webpage, including their company logo and a link to the IPPs own website.
- Invitation to participate in IUMI's "First Timers Reception" on Sunday, before the official opening of the annual September conference.
- Invitation to participate in IUMI's "Keynote Speaker lunch" on Monday, during the annual conference.
- IPPs to receive preference over non-IPPs for conference speaker slots (on the basis of them having the requisite technical expertise). The IUMI Secretariat will encourage the workshop Chairs to include at least one IPP representative in their workshop. To this effect, IUMI will share an overview of the IPPs and facilitate contacts where needed. The IPPs will be invited to approach TC chairs or members directly to propose presentation topics for the annual conference.
- Possibility to run projects / working groups together with IUMI Technical Committees on certain topical issues relevant for IUMI and its membership.
- Regular newsletter "IUMI Eye" – IUMI will publish a minimum of two articles contributed by each IPP per annum (to be overseen by the Secretary General).
- Possibility to hold IUMI webinars on topics relevant to IUMI's membership (to be overseen by the Secretary General).

- Possibility to hold IUMI podcasts on topics relevant to IUMI's membership (to be overseen by the Secretary General).
- Possibility to contribute to IUMI's education programme, particularly IUMI Masterclasses in Hull and Cargo Insurance, based on a) expertise for the respective curriculum and b) vacancies of tutors.

Rules

- Comply with IUMI's Articles of Association, IUMI's Terms of Reference for Technical Committees, IUMI's Terms of Reference for the Forums, IUMI's Compliance Guideline and IUMI's Data Protection Declaration.
- Respect IUMI's conference agenda and protocol.
- IPP functions or meetings not to conflict with the IUMI conference programme, social events or any other conference of interest.
- No abuse of IUMI conference or IPP privileges.

How to Apply for IUMI Membership

There are two options:

1. IPPs direct their written application by using the IUMI Application Form to the IUMI Secretary General (lars.lange@iumi.com) The Secretary General will check the eligibility of the applicant and – if so – forward to the responsible IUMI Executive Committee Members for final approval.

2. Contact a national IUMI member association. Application will be confirmed by Secretary General on behalf of the Executive Committee. The Secretary General will be pleased to answer any queries related to IPP membership.

Candidates have to fully comply with the eligibility criteria as stated above and should please check in advance and in case of doubt please contact the IUMI Secretary General.

Waiting List

In the case that no vacant seats in the three groups are available at the time of the application, IUMI will place the candidate company on a waiting list. Selecting new IPPs from the waiting list will be based on the eligibility criteria as stated above. In particular, the following criteria will be taken into account:

- The programme is limited to "about 36" IPPs. Each of the three groups (IUMI Legal Services Network / IUMI Technical Services Network / IUMI Professional Services Network) shall have "about 12" members. If less than 12 IPPs are in one of the groups, a vacancy arises.

- If a vacancy arises in one of the three groups, it can be filled with a candidate company that has applied for that same group. The potential replacement is

appointed at the sole discretion of the IUMI Executive Committee (EC) and not by length of time on the waiting list or any other claim by the candidate company. Candidates may also be appointed from outside the waiting list.

- When appointing a replacement IPP the EC will, in its sole opinion, select the candidate company that best matches the eligibility criteria a. - d. as stated above on page 1.

- As a precondition for IPP membership, each candidate company selected must fulfil the “Eligibility Criteria” as stated on page 1; comply with the “Membership Restrictions” as stated on page 2; and comply with the “Rules” as stated on page 4.

These guidelines can be changed at the discretion of IUMI’s Executive Committee

Lars Lange
IUMI Secretary General
Hamburg, November 2026