The IUMI Professional Partner Programme

Access the market and join the conversation



The International Union of Marine Insurance (IUMI)

For more than 150 years, the International Union of Marine Insurance (IUMI) has been at the heart of the marine insurance sector.

Founded in 1874, IUMI now unites more than 40 national marine insurance associations under one banner, working to protect their interests and strengthen their voice on the world stage.

As the sector's authoritative voice, IUMI represents its members to national and international authorities, regulators, and other stakeholders—ensuring that the concerns of the marine insurance industry are heard loud and clear.

Each year, IUMI's annual conference brings the global community together—sparking conversations, sharing insights and exchanging vital information on topics that matter most. Members also benefit from a steady flow of information through IUMI's newsletters, press releases and position papers, keeping them connected and informed year-round.

To further enrich these conversations, IUMI has created a new kind of membership: the *IUMI Professional Partner*. This category invites businesses that supply key services to marine insurers to engage directly with the IUMI network in a formal, ongoing way. Through this initiative, members gain access to the expertise and innovation of IPPs, while IPPs gain valuable opportunities to connect with IUMI's global membership—not just during the annual conference but throughout the year.

As an IPP, companies can actively join discussions on the pressing issues shaping the market, ensuring IUMI's positions truly reflect the industry as a whole. Membership is currently limited to 36 companies with approximately 12 companies representing each of these the categories:

– **IUMI Legal Services Network**
(Maritime law firms and legal experts)

– **IUMI Technical Services Network**
(Surveyors and technical experts)

– **IUMI Professional Services Network**
(Data, business intelligence and other Service providers)

Applying for IUMI Membership

You can join IUMI in two ways:

Direct application: Complete the IUMI Application Form and send it to the Secretary General *(lars.lange@iumi.com).* If you're eligible, your application will be passed to the Executive Committee for approval.

Through your local IUMI member association: Your application will be confirmed by the Secretary General on behalf of the Executive Committee.

The Secretary General is happy to answer any questions about IPP membership. You'll find the application form in the IPP section of the IUMI website.

Benefits of IPP membership

Access to - and participation in - the IUMI network

– Be clearly recognised as part of the IUMI community, with visible membership status.
– Enjoy membership in one of the IPP professional networks with exclusive use of the IUMI IPP logo.
– Send up to four representatives to the annual conference (with applicable registration fee).
– Join the influential *IUMI IPP Advisory Group.*
– Become eligible to serve on an IUMI Technical Committee and/or Forum as an ordinary member (with required approvals).
– Unlock password-protected areas of iumi.com for exclusive statistics and member-only information.
– Attend IUMI's *First Timers Reception* during the annual conference.
– Network with industry leaders at IUMI's *Partner Lunch during the annual conference*.

Marketing & promotion

– Save up to 25% on annual conference sponsorship packages (in agreement with the hosting nation).
– Get listed as an IPP on iumi.com — complete with a direct link to your own site.
– Publish at least two approved articles per year in the *IUMI Eye* quarterly newsletter.

Market intelligence and knowledge transfer

– Secure priority speaking slots at conferences (over non-IPPs), subject to expertise and availability.
– Collaborate on impactful projects or working groups with IUMI Technical Committees, tackling topical industry issues (with approval).
– Share your expertise through IUMI webinars and podcasts (with approval).
– Contribute to IUMI's respected education programmes — including the Masterclasses in Hull and Cargo Insurance

Fees

The current annual fee (2025) is € 11,000. A 10% discount is applied if a three-year contract is agreed with the fee paid annually.

Fees are reviewed each year. 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.

Who may apply for IPP membership?

Direct third-party firms and technical suppliers serving the marine insurance industry are welcome to apply for IPP membership.

To be eligible, your core business must actively support the marine insurance sector. There must be a clear link between your products, services or expertise and the needs of marine insurers.

IPP membership was created to further learning, collaboration and mutual growth - not for direct marketing or sales to IUMI members. Its purpose is to create a two-way exchange of value:

- Build strong connections with the marine insurance community and develop long-term professional relationships.
- Gain deep insight into the industry's challenges and needs—while demonstrating your own excellence and expertise.
- Share specialist knowledge in areas where you excel and where marine insurers seek collaboration.

Membership is a chance to be part of a network that thrives on expertise, trust and shared goals - strengthening both your business and the marine insurance industry as a whole.

Who is not eligible to apply for IPP membership?

– Brokers.
– Reinsurance brokers.
– Firms/companies directly insured by marine insurers, such as shipbuilders, freight forwarders or similar.
– Companies not able to meet the eligibility criteria stated above.

Membership restrictions

Your IPP membership will not allow you to:

– Serve on the IUMI Council.
– Serve as Chair or Vice-Chair of a Technical Committee or Forum.
– Serve on the Executive and Nominating Committees.

This information is correct as at November 2026