

150 YEARS

**IUMI
BERLIN
2024**

15. - 18. SEPTEMBER



Report of the IUMI Secretary General

Lars Lange, IUMI Secretary General

Hotel Intercontinental Berlin, Mon, 16 Sep 2024

#IUMI2024 X

IUMI Anniversary

An aerial photograph of Berlin, Germany, showing the city skyline with the TV Tower (Fernsehturm) as the central focus. The foreground is dominated by a dense green forest, and the Brandenburg Gate is visible in the middle ground. The sky is blue with scattered white clouds.

- „IUMI 2015“ as a turning point to a modern and influential IUMI
- The members run the organization – „IUMI family“
- Let's face the future challenges together

Agenda

- I. IUMI Council Meeting Announcement
- II. IUMI Secretariat
- III. IUMI Finances 2023
- IV. IUMI Education
- V. IUMI Policy Work
- VI. IUMI 2030
- VII. IUMI Membership
- VIII. IUMI Anniversary Postcards
- IX. Policy Statement // Code of Conduct // Table Reservations



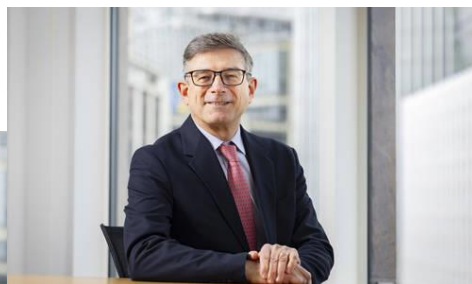
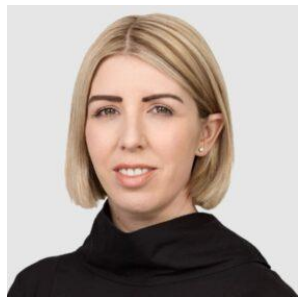
**IUMI
150**

#IUMI2024

IUMI Council Meeting Wed morning!!!

- New set-up for the conference programme
- Council no longer in the main programme
- Council members please attend

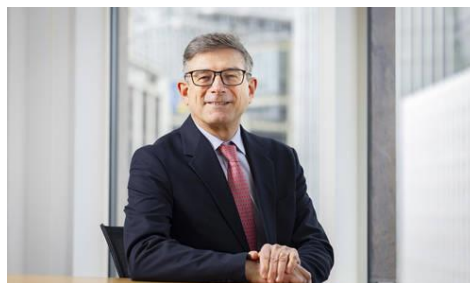
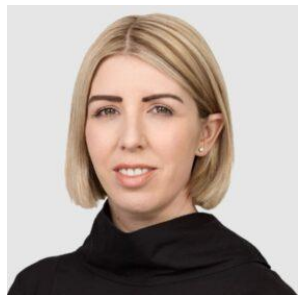
Wed, 18 Sep, 10.00–10.30
Meeting room “Pavillion”



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IUMI Secretariat

- Enhanced Team
 - Hendrike Kühl – Policy, Education
 - Corinna Wintjen – Events, Office Manager
 - Monique Kleinschmidt – Education
 - Veith Huesmann – Data, Digitalization, Statistics
 - Mike Elsom – Communication, PR
 - Lars Lange – „Keep things together“
- New flexible office set-up
- Refreshed website to come
- We continue growing our services

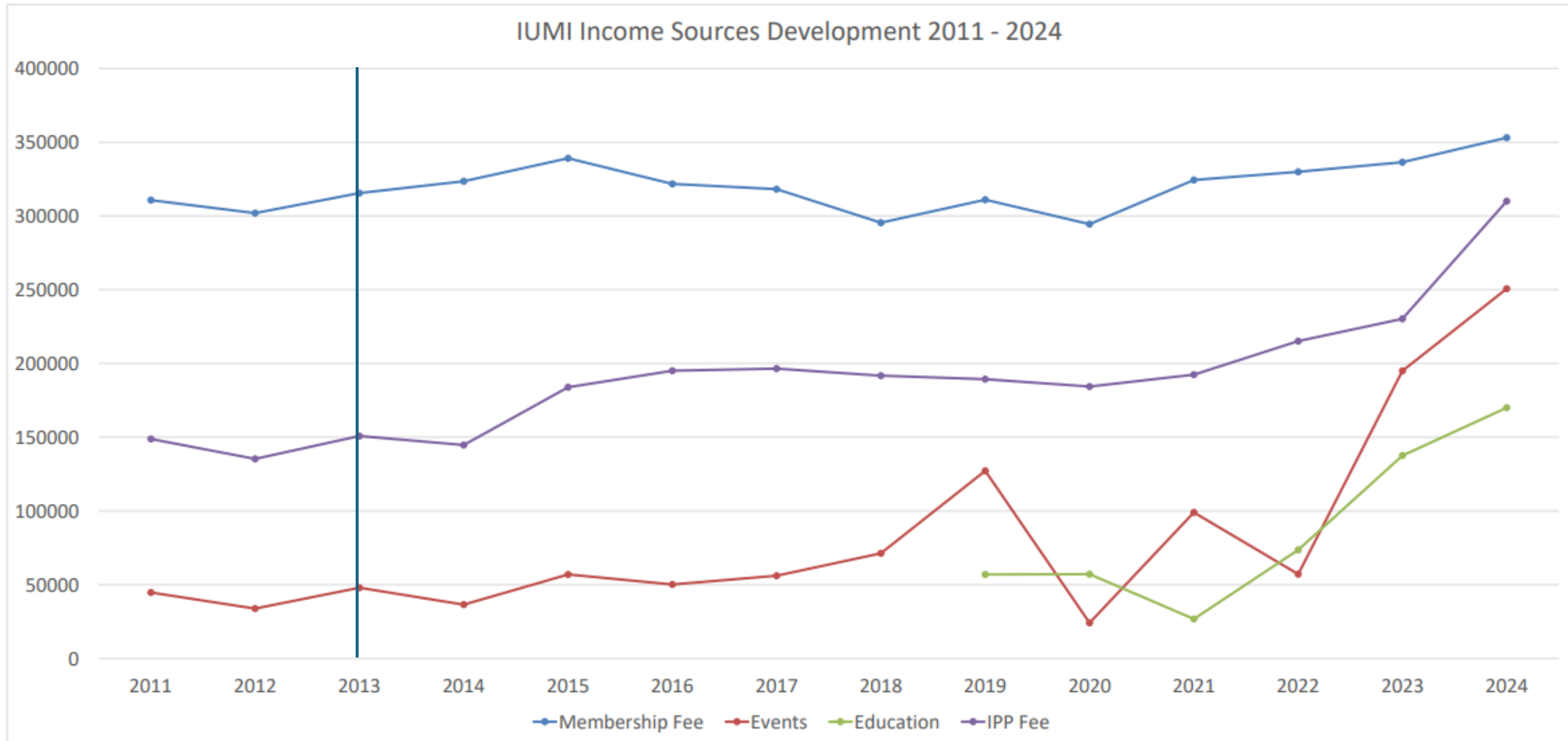


IUMI Finances 2023

- Budget is increasing, membership fee is not
- Increased services are financed by our business activities with events, education and IPPs

	2023	2022
Income:	€ +951.024,39	€ +684.844,98
Expenses:	€ -787.681,25	€ -645.372,96
Surplus / Loss:	€ + 163.343,14	€ +39.472,02
Allocation contingency fund:	€ -29.676,90	€ -47.365,62
Net result	€ +133.666,24	€ +7.893,53

IUMI Finances 2023



IUMI Education

- Founded in 2016 – now well established and growing
- Has become a “Business Case” – self financed
- Monique Kleinschmidt helps to manage the growth for the benefit of our members
- Cargo Masterclass: Few open seats remaining for course 15-18 October 2024, London
- New Mentoring Programme



IUMI Education - Masterclass Cargo Insurance

17	UK
15	USA
7	Germany
6	Netherlands
5	Switzerland
4	Italy
4	Norway
4	South Africa
3	UAE
3	Sweden
3	Belgium
2	France
2	Canada
2	Finland
2	India
2	Singapore
1	Denmark
1	Malaysia
1	Poland
1	Spain



4
courses

20
countries

85
students

36
women

IUMI Education - Masterclass Hull Insurance

Three segments:

- Technical
- Underwriting
- Legal & claims

4 days

Launch: Autumn 2025

Ilias Tsakiris
Cyprus

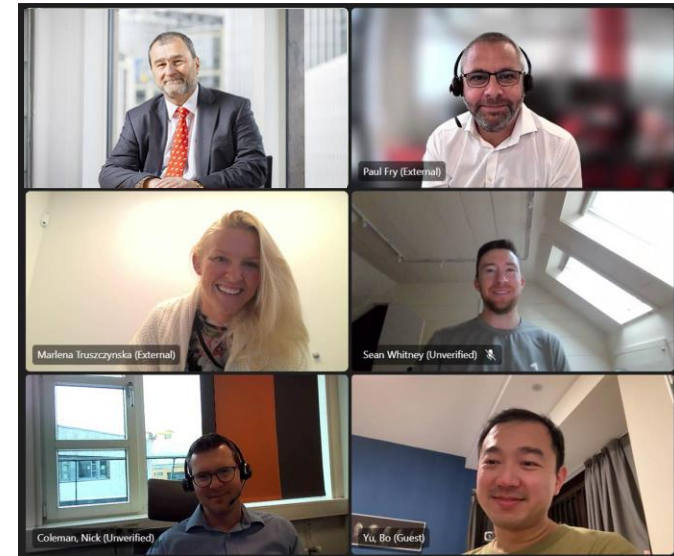
Paul Fry
UK

Marlena
Truszczynska
(lead) Norway

Sean
Whitney
USA

Nick Coleman
Norway

Bo Yu
Singapore



IUMI Education – Online Tutorials and Webinars



IUMI Policy Work



- Ongoing engagement at IMO
- Ongoing active cooperation with our Affiliates like IACS, BIMCO, International Group
- Thanks for the members' support
- Policy Topics: Neil Roberts

➔ **“90 percent common ground”**



“IUMI 2030” – keep IUMI always up to date

- Business Analyst
- Improve IPP programme Working Group
- Junior TC members
- Mentoring Programme
- DEIB Statment
- CoC for Events
- Broker participation journey
- Conference Package 2.0 Working Group
- Secretariat set-up

	2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q4 2026	2027	2028	2029
Project 1	Rethink and improve IPP programme (WS 2, WS 5) Start in Q1/Q2 2024 after winter meeting, project plan to be discussed and approved in May 2024 (EC spring meeting), implementation 2024/2025															
P1.1 Working Group																
P1.2 Implementation																
Project 2	Conference Package 2.0 (WS 2, WS 6) Introduce concept to EC for consideration and decision on further procedure in late summer 2023, target date for implementation Sep 2029 in Hong Kong (with decisions to be taken in 2023/2024 already)															
P2.1 Reconsideration																
P2.2 Working Group																
P2.3 Implementation																
Project 3	Organization Chart - Strengthen the TCs and Forums Sep 2024 and beyond															
P3.1 Discuss with TC / Forum Chairs																
P3.2 Online WS with TC / Forum members																
P3.3 Implementation																
Project 4	Enhance IUMI's statistics Summer 2023 towards Edinburgh Sep 2023, EC to take further decisions in Edinburgh and to agree a more concrete timeline / roadmap															
P4.1 Hire IUMI Business Analyst																
P4.2 Improve IUMI Statistics step by step																
Project 5	Define and agree new set-up for the IUMI Secretariat First plan Q4 2023 / Q1 2024 towards winter meeting Feb 2024, then ongoing															
P5.1 Analysis demands / costs																
P5.2 Education Officer																
P5.3 Business Analyst																
P5.4 Policy Officer																
P5.5 Reconsideration Office Space																
P5.6 Reconsideration Office Hours																
Project 6	DEIB - Develop steering tools to raise awareness and encourage + implement active change Step by step approach – start immediately with concrete single steps and continue – monitor success and develop overview / steering tools – avoid overburdening Secretariat															
P6.1 Gender and Equality Statement																
P6.2 Diversity Event during Edinburgh																
P6.3 DEIB Podcast Dec 2023																
P6.4 Develop and Implement further measures																
P6.5 Code of Conduct for Meetings and Events																
Project 7	Develop special projects / platforms / events / tools to support for new talent Step by step approach – start immediately with concrete single steps and continue – monitor success and develop overview / steering tools – avoid overburdening Secretariat															
P7.1 Develop and Implement Junior TC Membership																
P7.2 Develop and Implement Mentoring Programme																
P7.3 Develop and Implement further measures																
Project 8	"Accredited Underwriter": Develop a programme to actively enhance participation of member employees beyond the underwriting community Step by step approach – include in project 2 – centralize events															
P8 Develop tools to enhance members' participation																
Project 9	Develop a "Journey" for enhanced broker participation Step by step approach – include in project 2 – centralize events															
P9.1 agree interim solution Berlin 2024																
P9.2 agree interim solution Singapore 2025																
P9.3 agree interim solution Rotterdam 2026																
P9.4 agree and implement long term solution for broker participation																
Project 10	Regional initiatives Ongoing															
P10 Enhance Regional Initiatives																
Project 11	Cooperation with external conference organizer(s) Step by step approach – include in project 2 – centralize events															
P11.1 Discuss with PCOs																
P11.2 Consideration																

IUMI Membership

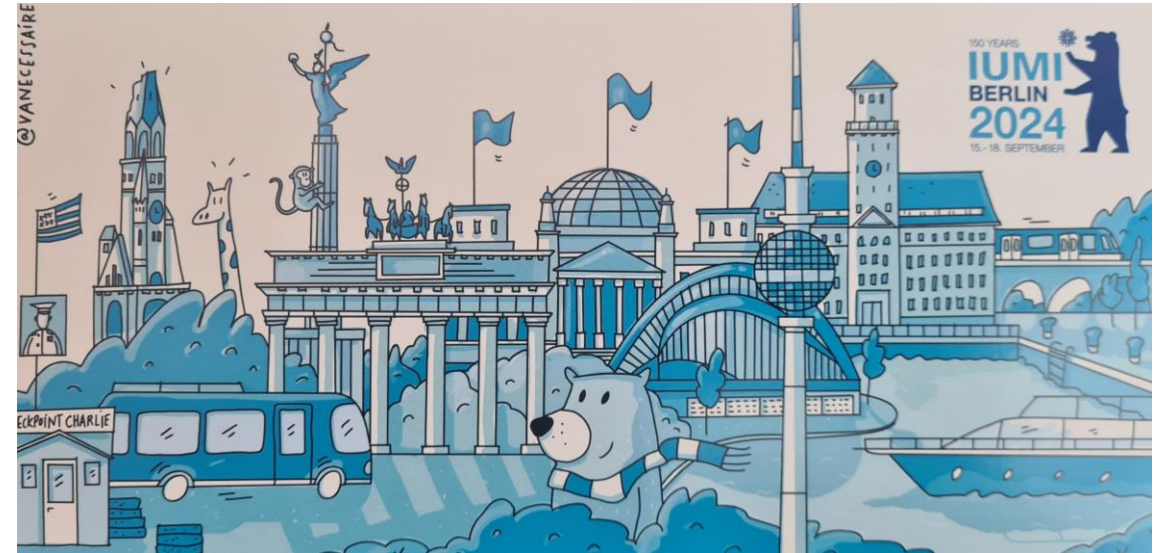


- Our core strength
- We welcome Philippines as new Ordinary Member and Jordan as new Affiliate Member
- The Secretariat facilitates / organizes, but the members act as IUMI and make IUMI skilled and influential
- 42 Member Associations



IUMI Anniversary Postcards

- The Berlin Organizers have prepared postcards - „The Past - The Present - The Future”
- Designed by a Berlin artist
- Available at the Welcome Desk and elsewhere in the hotel
- Take your time, write a postcard during IUMI – celebrating old means of communication which were once important for our business
- Letter Box at the Welcome Desk – The Organizers will send your postcard for you all over the world



IUMI Policy Statement

The Executive Committee of the International Union of Marine Insurance e.V. wishes to underscore the importance of compliance with the laws of the United States, the European Union and those of other countries, where similar laws are applicable, in all respects throughout the 2024 Conference in Berlin.

The laws of such countries and supranational bodies prohibit conference participants from entering into any agreement or understanding, express or implied, on matters affecting rates or conditions of insurance.

It is the policy of the International Union of Marine Insurance and its members and delegates to honor and abide by these prohibitions in all respects.

Berlin, Sep 2024

IUMI Code of Conduct for Meetings and Events

IUMI stands for integrity, respect and inclusion. At IUMI, three Standards of Business Conduct underpin everything we do:

- Act with integrity,
- Be respectful and inclusive,
- Always speak up.

IUMI is dedicated to providing a harassment-free experience for all who participate in our meetings and events. We do not tolerate harassment in any form. Examples include bullying, discrimination, (sexual) harassment, aggression and/or violence. If a participant engages in harassing behavior, the conference organizers may take action they deem appropriate, including warning the offender or expulsion from the meeting or conference with no refund.

If you are being harassed, notice that someone else is being harassed, or have any other concerns, please speak up.

You can contact the IUMI Secretary General by telephone or mail (**Lars Lange, +49 160 700 55 99, lars.lange@iumi.com**) or the IUMI Policy Director (**Hendrike Kühn, + 49 170 702 5897, hendrike-kuehl@iumi.com**). Your call will be kept strictly confidential.

We value your participation in our meetings and events and commit to addressing any such issues appropriately.

Most important - Table reservation Wednesday night

We kindly ask all participants to make a **table reservation for the "Evening of the Host"** on Wednesday night. Group bookings are as always possible and warmly welcomed! Highlights for this year:

- Shared Tables: This year we have shared tables for larger groups and individuals, making the evening even more enjoyable.
- Raffle seatings: For individual participants, we also offer “raffle” seating, where you will be placed with different groups to foster new connections.

Reservation: Where? Welcome Desk at the InterContinental Hotel

- **Start: Monday, 16th September 2024, from 12:30 h**
- **End: Wednesday, 18th September 2024, at 13:30 h**

Our team at the Welcome Desk will assist you. Upon reserving your table, you will receive a sticky dot with a number. This number will correspond to your table at the event. Please adhere the dot to the back of your name badge and look for your table number upon arrival at the venue. If you made a group reservation, you will also receive the dots for your group members and it is in your responsibility to hand them over.

Kindly note that this event is fully booked, and you will be assigned a table if you are not showing up for pre-registration within the above stated time. **Before making a reservation, please ensure you are eligible to attend!**

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- Shared Tables: This year we have shared tables for larger groups and individuals, making the evening even more enjoyable.
- Raffle seating: groups to find different

Reservation: Wednesday

- Start: 18:00
- End: 22:00

Our team at the

This number will correspond to your table at the event. Please adhere the dot to the back of your name badge and look for your table number upon arrival at the venue. If you made a group reservation, you will also receive the dots for your group members and it is in your responsibility to hand them over.

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Explained in the App

➔ **Social Functions**

➔ **Evening of the Host**

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#IUMI2024 X

That's it!

Wish you a great conference!