

# 2nd Asia Marine Insurance Conference

27-28 October 2014

Mandarin Orchard Hotel, Singapore

MCF Training Grant is available for eligible participants.

Please refer to [www.mpa.gov.sg/mcf](http://www.mpa.gov.sg/mcf) for information.

(Singaporeans and PRs Only)

**CPD of 8 hours as accredited by SIBA & GIA**

*Theme: "Making Marine Insurance a Viable, Strategic Priority for Shipowners and Ship Managers"*



Organised by:

**ASIA  
INSURANCE REVIEW**

Lead Sponsor:



**QBE**



Sponsors:



TOKIO MARINE

Watkins Syndicate

Syndicate 457  
Underwriters at Lloyd's

Supported by:



Media Partners:

**MIDDLE EAST  
INSURANCE REVIEW**



Register online at [www.asiainsurancereview.com/AIRmarine](http://www.asiainsurancereview.com/AIRmarine)



@AIReDaily #AIRmarine

/AsiaInsuranceReview

/company/asia-insurance-review

# 2nd Asia Marine Insurance Conference

27-28 October 2014, Mandarin Orchard Hotel, Singapore

In a Buyer's market, what are the pricing challenges, trends and opportunities facing players in Asia's Marine Insurance sector?

This year's 2nd Asia Marine Insurance Conference returns as the premium peer networking, Maritime Risk Management, Claims Issues and Rates Renewal Dialogue event for Asia Ship-owners, Ship Managers and all Stakeholders.

The inherent tension in the dynamics between Ship Owners and their Insurers is set to continue as owners continue to face low freight rates, over-capacity in major trades and sectors and higher operating costs. Despite the risks faced being much higher, there are severe pressures on rates and saving costs.

In the age of the "mega ship" the ever-increasing size of cruise ships, containers and tankers is creating significant challenges for salvage operations when things do go wrong at sea. Claims arising out of maritime emergencies of 'mega ships' can be huge. How should the maritime industry deal with the increasing risks and costs of salvage operations?

Join our Global Panel of Experts in Key topic areas covered: Marine Protection & Indemnity (P&I), Hull & Machinery (H&M), Cargo and Offshore/ Yards which include both commercial state of the market papers AND technical issues in each market including:

By attending the 2nd Asia Marine Insurance Conference, you will receive the following takeaways:

- Wide range of case studies on losses, claims and recovery with lessons for Shipowners, Ship Managers, Insurers, Reinsurers, Brokers & Claims Professionals.
- Trends and forecasts for Marine Insurance – how can you use this information to optimise operations and maximise opportunities?
- How can your Risks be better insured and managed – what are the key considerations and solutions for this?
- New Expert Panels on Hull & Machinery, Cargo, Offshore and Energy – what are the latest developments that Insurers and Marine Stakeholders need to be aware of?
- P&I State of the Industry – What are the Clubs doing to prioritise risk and reduce claims? Find out more about Fixed Premium P&I Market. Will P&I Renewals continue with previous 'concessions' as base?
- The forthcoming renewals – what can the Marine Insurance sectors expect?

Share views, analyses and concerns with and also hear from:

- Shipowners/Ship Managers
- P&I Clubs
- Marine Insurers/Brokers/ Reinsurers
- Marine Specialists
- Marine Underwriters
- Marine Claims Specialists
- Shipyard/Port Operators
- Salvors
- Classification Societies
- Government
- Ship Financiers
- Shipbuilders
- Maritime Lawyers
- And all other Marine Insurance stakeholders

## Key Speakers



**Jonathan Ranger**  
CEO,  
Watkins Syndicate Singapore



**Christian Ott**  
Vice President, Head of Claims,  
Skuld Singapore



**Nick White**  
Director – Claims Disputes and Litigation  
Consultant,  
London Offshore Consultants Pte Ltd



**Mike Davies**  
Chief Underwriting Officer, Marine/Asia  
Pacific, Insurance  
XL Insurance



**Edward Ion**  
Founder & Managing Partner,  
Helix Media Pte Ltd



**Bernard Yee**  
Director, and Commissioner for Oaths,  
Incisive Law LLC, part of the Ince Law  
Alliance



**Peter Ryan**  
Associate Director - Marine  
Engineering Consultant,  
London Offshore Consultants Pte  
Ltd



**Christopher L. Hall**  
Vice President, Business  
Development Director, South  
and Southeast Asia Region,  
SCB Management Consulting  
Services, Ltd



**Ian Picton**  
Senior Upstream Energy  
Underwriter,  
XL Singapore



**John Anagnostopoulos**  
General Manager Insurance & Claims,  
Eastern Pacific Shipping Pte Ltd



**Matt Cannock**  
Principal Officer & Managing  
Director,  
Markel International  
Singapore



**Iain Anderson**  
Partner,  
RPC



**David Roberts**  
Managing Director, Charles Taylor  
Mutual Management (Asia) Pte.  
Limited, managers of The Standard  
Club Asia Ltd



**Karl Hamann**  
CEO,  
QBE Insurance (International) Ltd,  
Singapore



**John Martin**  
Managing Director  
GARD (Singapore) Pte. Ltd



**Yoshihiro Watanabe**  
Senior Manager,  
TM Claims Service Asia Pte. Ltd.



**John Martin**  
Managing Director,  
Gard (Singapore) Pte. Ltd



**C Rajesh**  
Director and Principal Surveyor  
(Marine & Cargo),  
CJA Marine Services - Thailand &  
Singapore

# 2nd Asia Marine Insurance Conference

27-28 October 2014, Mandarin Orchard Hotel, Singapore

## PROGRAMME

### Day 1: Monday, 27 October, 2014

- 8.00 am Registration & Coffee  
9.00 am **Welcome Address by Conference Chairman for Day One**  
*Jonathan Ranger, CEO, Watkins Syndicate Singapore*  
9.05 am **Keynote Address: The Rise of Asia Maritime Influence, What are the Threats and Opportunities for Marine Insurers?**  
*Karl Hamann, CEO, QBE Insurance (International) Ltd, Singapore*

#### Overview of Marine Market

- 9.30 am **Panel: State of Marine Market in Asia**  
(Presentation will be 15-20 minutes each)  
  - **Underwriter:** *Jonathan Ranger, CEO, Watkins Syndicate Singapore*
  - **P&I:** *John Martin, Managing Director, Gard (Singapore) Pte Ltd*
- 10.30 am **Q&A for Panel**  
10.40 am Presentation of Gifts of Appreciation to Sponsors and Day One Speakers  
10.45 am Networking Coffee Break

#### Marine Hull & Machinery (H&M)

- 11.15 am **Marine Hull & Machinery (H&M) State of the Industry Panel**  
  - Do opportunities still abound in the maturing Asian Hull market or will it still be a contraction theme?
  - Changing regulations and markets, new technologies and larger vessels
  - Pro-Active Risk Management - Key developments, issues and trends which impact risk analysis/appreciation and practical solutions.
  - Are owners getting what they deserve from the hull market?

Panellists:  
• **Insurer:**  
*Matt Cannock, Principal Officer & Managing Director, Markel International Singapore*  
• **Experts:**  
*Peter Ryan, Associate Director & Marine Engineering Consultant, London Offshore Consultants Pte Ltd*  
*Iain Anderson, Partner, Reynolds Porter Chamberlain LLP*

12.15 pm Q&A  
12.25pm Lunch Hosted by **QBE**

#### Marine Cargo

- 1.30 pm **Cargo Presentation**  
*Jonathan Ranger, CEO, Watkins Syndicate Singapore*  
2.00 pm **Marine Cargo State of the Industry Panel**  
Cargo Insurance Pricing and Risk Management  

Panellists:  
• **Shipowner:** *Capt K K Mukherjee, Director (Operations), NYK Bulkship (Asia) Pte Ltd*  
• **Underwriter:** *Mike Davies, Chief Underwriting Officer, Marine/Asia Pacific, Insurance, XL Insurance*  
• **Surveyor:** *C Rajesh, Director and Principal Surveyor (Marine & Cargo), CJA Marine Services - Thailand & Singapore*  
• **Insurer:** *Lee Ju-Ann, Southeast Asia Regional Chubb Commercial Insurance Manager & Marine Practice Leader, Federal Insurance Company*

3.00 pm Q&A  
3.10 pm Networking Coffee Break

#### Case Study & Dialogue: Places of Refuge

- 3.30 pm **Case Study: Places of Refuge - how far have we gone?**  
  - Where have we got to in the last 12 years with ports/places of refuge?
  - Lessons from chemical tanker "Stolt Valor", "Maritime Masie" and interesting incidents.
  - A look at how much not having a place of refuge cost the underwriting world

*Nick White, Director - Claims Disputes & Litigation, London Offshore Consultants Pte Ltd*

4.00 pm **Dialogue: Places of Refuge**  
  - Is there anything Underwriters could do?
  - Should underwriters be more pro-active?

Dialogue Moderator and Chair:  
*Nick White, Director - Claims Disputes & Litigation, London Offshore Consultants Pte Ltd*

Panellists:  
• *Christian Ott, Vice President, Head of Claims, Skuld Singapore*  
• *John Martin, Managing Director, Gard (Singapore) Pte Ltd*

4.15 pm **Case Study: Massive and Complex Claims: A look at Costa Concordia and Rena**  
*Christian Ott, Vice President, Head of Claims, Skuld Singapore*  
4.45 pm Q&A  
5.00 pm End of Day One

### Day 2: Tuesday, 28 October, 2014

**Conference Chairman for Day Two**  
*Iain Anderson, Partner, Reynolds Porter Chamberlain LLP*

#### P&I

- 9.00 am **P&I State of the Industry Panel**  
  - What are the Clubs doing to prioritise risk and reduce claims?
  - Fixed Premium P&I Market
  - How will the Clubs look at February 2015 renewal? And why?
  - Are their goals matching the needs of the marine industry?

Panellists:  
• *John Anagnostopoulos, General Manager, Insurance & Claims, Eastern Pacific Shipping Pte Ltd*  
• *David Roberts, Managing Director, Charles Taylor Mutual Management (Asia) Pte. Limited, managers of The Standard Club Asia Ltd*  
• *Christopher L. Hall, Vice President, Business Development Director, South and Southeast Asia Region, SCB Management Consulting Services, Ltd*  
• *Marc Duck, Head of P&I Claims, QBE Asia P&I*

10.30am Q&A  
10.40 am Presentation of Gifts of Appreciation to Day Two Speakers  
10.45 am Networking Coffee Break

#### Claims & Support in Event of Crisis

- 11.00 am **New Challenges in H&M Claims Handling**  
The traditional H&M policy (ITC Hulls 1/10/83) faces new complexities:  
  - New technology;
  - Dilemmas in selecting an appropriate salvage contract; and
  - Forum shopping around Singapore

*Yoshihiro Watanabe, Senior Manager, TM Claims Service Asia Pte Ltd, (Subsidiary of Tokio Marine & Nichido Fire Insurance)*

11.30 am **The Fraudulent Claim Rule and the use of Fraudulent Devices**  
The discussion will focus on whether the use of fraudulent or dishonest means or evidence to embellish or promote an otherwise genuine claim by an insured would disentitle the insured from recovering on the claim.  
*Bernard Yee, Director and Commissioner for Oaths, Incisive Law LLC, part of the Ince Law Alliance*

12.00 nn Q&A  
12.25 pm Lunch  
1.30 pm **Emerging Risks in Shipping and Risk Solutions**  
*Govindarajan Srinivasan, Producer/Broker, Miller Insurance Services (Singapore) Pte Ltd*

#### Expert Presentation on Crisis Handling

- 2.00 pm **How Social Media/Media Impacts a Casualty as it Unfolds**  
*Nick White, Director - Claims Disputes & Litigation, London Offshore Consultants Pte Ltd*  
2.30 pm **Contingency Planning: Coping With Social Media After Casualty**  
*Edward Ion, Founder & Managing Partner, Helix Media Pte Ltd*  
3.00 pm Q&A  
3.10 pm Networking Coffee Break

#### Offshore and Energy

- 3.30 pm **Offshore and Energy State of the Industry Panel**  
  - Construction in Asia, Korea Vs China, Yard insurances and in particular Builders Risks Clauses vs Welcar
  - Energy MOU Insurance: 'What Wording?'
  - FPSO/FPO insurances and the progression of these units into the Marine Hull market and dangers thereof
  - The Joint Rig Committee Floating Mooring Unit Analysis (FUMA) initiative

Chairman of Panel:  
*Paul O'Keefe, Regional Managing Director, Singapore GBC & Placement Leader & Client Director - Energy & Mining, Asia, Aon Singapore (Broking Centre) Pte Ltd*

Panellists:  
• *Richard Dare, Energy Underwriter, Watkins Syndicate Singapore*  
• *Ian Picton, Senior Upstream Energy Underwriter, XL Singapore*  
• *John Harris, Regional Managing Director, Asia, Braemar Technical Services (Adjusting) Pte Ltd*

4.20 pm Q&A  
4.30 pm **Anchor Address: Legal Issues Facing the Marine Industry**  
*Iain Anderson, Partner, Reynolds Porter Chamberlain LLP*  
5.00 pm End of Conference

# 2nd Asia Marine Insurance Conference

27-28 October 2014, Mandarin Orchard Hotel, Singapore

Registration Link: [www.asiainsurancereview.com/](http://www.asiainsurancereview.com/)  
or Email: [michelle@asiainsurancereview.com](mailto:michelle@asiainsurancereview.com)

Hotel Reservation Link:  
<https://resweb.passkey.com/go/marineinsure>

## Conference Registration

To: Ms Michelle, Asia Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: +65 6372 3178 • Fax: +65 6224 1091 • [www.asiainsurancereview.com](http://www.asiainsurancereview.com)  
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

Registered by \_\_\_\_\_

### PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof  
First Name: \_\_\_\_\_ Last Name / Surname: \_\_\_\_\_  
Job Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel: ( ) \_\_\_\_\_  
Mobile: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
email: \_\_\_\_\_

### REGISTRATION

Early Bird (valid till 29 Sep 2014)	Normal Registration
Subscribers <input type="checkbox"/> US\$980	Subscribers <input type="checkbox"/> US\$1,480
Non-Subscribers <input type="checkbox"/> US\$1,280*	Non-Subscribers <input type="checkbox"/> US\$1,680*

(\*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

**Full registration fees MUST be paid before the valid dates for admittance at conference.**

Only registrations FULLY PAID FOR by the early-bird deadline will be eligible for the discount.

I came to know about this conference through:  
 AIR/MEIR magazine  AIR/MEIR Website  Brochure  Email  
 Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

### Group registration:

**Special Offer for Year 2014** Register two delegates from the same company, and send the third delegate to attend the conference free of charge! (*Valid only for delegates from the same company in the same country*)

Registration fee includes participation at Conference plus tea breaks and lunches.

All meals are prepared without pork, lard and beef.

### Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

### Closing date for registration: 20 Oct 2014

For cancellation in writing made before **29 Sep 2014**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **29 Sep 2014**. However, substitution or replacement of delegates will be allowed.

### PAYMENT

I undertake to indemnify the organisers for all bank charges

- I enclose a cheque / bankdraft in US Dollars made payable to "ASIA INSURANCE REVIEW"
- Telegraphic / Wire Transfer to the following account:  
DBS Bank Ltd, 12 Marina Boulevard,  
Marina Bay Financial Centre Tower 3, Singapore 018982  
• US\$ (Account No.: 0001 - 004838-01-9-022)  
• Swift Code: DBS SSGSG
- Please debit the sum of US Dollars US\$ \_\_\_\_\_ for Conference Registration fee from my
- Mastercard  VISA  American Express

Card Holder's Name: \_\_\_\_\_

Card No.: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ - \_\_\_\_\_ (mm-yy) Total Amount: US\$ \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

(Conference fee is inclusive of prevailing GST for Singapore incorporated business)

## Hotel Reservation Form

Attn: Ms Charlotte Chew,  
Assistant Director of Business Development  
Email: [charlotte.chew@meritushotels.com](mailto:charlotte.chew@meritushotels.com)  
**Mandarin Orchard Singapore, by Meritus**  
333 Orchard Road, Singapore 238867  
Tel: (65) 6737 4411 • Fax: (65) 6738 2382  
[www.meritushotels.com](http://www.meritushotels.com)

Please fill in Guest particulars on Registration Form

Meritus Connect:  
M01633

### ARRIVAL DATE

Check in date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETA: \_\_\_\_\_

### DEPARTURE DATE

Check out date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETD: \_\_\_\_\_

### ROOM TYPE / ROOM RATE

#### Deluxe Room

Single S\$300++ per night  Double S\$320++ per night

Room rate inclusive of daily Buffet Breakfast served in Triple Three at Level 5 and in-room Internet access

#### Meritus Club Room

Single S\$400++ per night  Double S\$400++ per night

Room rate inclusive of access to Top of the M at Level 38/39, with all day refreshments including daily Buffet Breakfast and internet access

#### Room Preferences (subject to availability)

Smoking  Non-smoking

King bedded  Twin bedded

• All room rates are subject to 10% service charge; and 7% Goods Service Tax.

• Check-in time is at 14:00 hours; check-out time is at 11:00 hours

• All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.

• Guarantee policy: Should there be a no-show or cancellation for confirmed reservation, the full duration of room charge will be imposed.

• All reservations are to be guaranteed upon credit card details received.

### LIMOUSINE ARRANGEMENT

Require  Not require

One (1) way limousine transfer from Airport to Hotel at S\$110.00 subject to 7% GST

One (1) way limousine transfer from Hotel to Airport at S\$110.00 subject to 7% GST

Return limousine transfer at S\$220.00 subject to 7% GST

Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 7% will be levied.

All pick-ups can be guaranteed upon credit card details received.

Additional comments/ special requirements:  
\_\_\_\_\_  
\_\_\_\_\_

### RESERVATION GUARANTEE

Credit Card

Visa  Mastercard  Amex

Diners  JCB

Credit Card Number: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ month \_\_\_\_\_ year

Cardholder's name: \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_  
\_\_\_\_\_