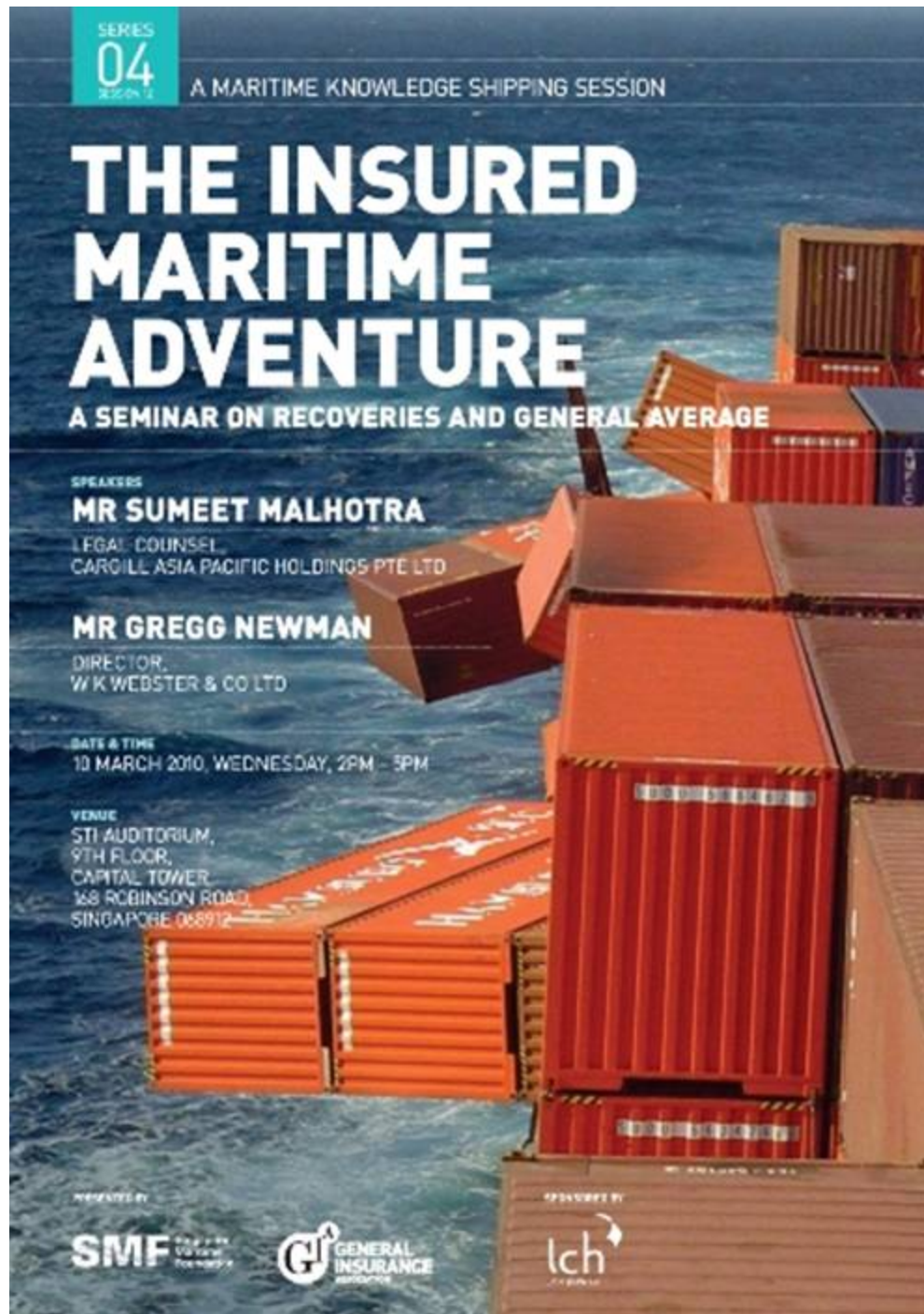


Series 4, Session 12

A Maritime Knowledge Shipping Session

The Insured Maritime Adventure



SERIES 04
SESSION 12

A MARITIME KNOWLEDGE SHIPPING SESSION

THE INSURED MARITIME ADVENTURE

A SEMINAR ON RECOVERIES AND GENERAL AVERAGE

SPEAKERS

MR SUMEET MALHOTRA
LEGAL COUNSEL,
CARGILL ASIA PACIFIC HOLDINGS PTE LTD

MR GREGG NEWMAN
DIRECTOR,
W K WEBSTER & CO LTD

DATE & TIME
10 MARCH 2010, WEDNESDAY, 2PM - 3PM

VENUE
STI AUDITORIUM,
9TH FLOOR,
CAPITAL TOWER,
168 ROBINSON ROAD,
SINGAPORE 068912

SPONSORED BY

SMF SINGAPORE MARITIME FORUM
GI GENERAL INSURANCE ASSOCIATES
lch LLOYD'S CHARTER PARTY ASSOCIATION

Speakers

Mr Sumeet Malhotra
Legal Counsel
Cargill Asia Pacific Holdings Pte Ltd

Mr Gregg Newman
Director
W K Webster & Co Ltd

Date and Time

10 March 2010, Wednesday
2pm to 5pm

Venue

STI, Auditorium, 9th Floor, Capital Tower

Presented by

Singapore Maritime Foundation (SMF) & General Insurance Association (GIA)

Sponsored by

L.C.H (S) Pte Ltd

Dear Members,

The Maritime Knowledge Shipping seminars are jointly organised by General Insurance Association and the Singapore Maritime Foundation. Our past seminars have been well-received and acknowledged by the maritime industry. SMF and GIA are heartened by the great attendance from the marine insurance community and the maritime professionals. We hope future seminars will heighten your understanding of maritime insurance.

In 2010, we kickstart the Maritime Knowledge Shipping Session series with the seminar, ***The Insured Maritime Adventure: Recoveries & General Average*** on 10 March 2010, 2-5pm at Capital Tower. Two speakers will present their insights on Recoveries and General Average in the shipping business. The seminar aims to give the audience a better understanding on general average and salvage incidences and heighten awareness about the diverse specialisations within the maritime industry.

The first speaker, Mr Sumeet Malhotra, Legal Counsel, Cargill Asia Pacific Holdings Pte Ltd, will give the participants an overview of the definition and the workings of a General Average and share his experience using real-life case studies. The second speaker, Mr Gregg Newman, Director, W K Webster & Co Ltd will examine the actions which need to be taken by marine insurers and the challenges they face making recoveries, particularly during the current economic crunch.

The seminar is free. Pre-registration is required by **3 March 2010**.

We hope that you will encourage your staff and partners to attend this enriching session.

Thank you and best wishes

Mark Lim
Executive Director
General Insurance Association of Singapore

ABOUT THE SPEAKERS



Mr Sumeet Malhotra
Legal Counsel
Cargill Asia Pacific Holdings Pte Ltd

Mr Sumeet Malhotra studied law at the prestigious National Law School of India University in Bangalore, India. Upon completing his studies, Mr Malhotra joined the Bar and practised as an Advocate before the High Court at Bombay. Mr Malhotra's practice at the High Court consisted solely of contentious maritime and international trade claims. After working as an Advocate in Chambers, Mr Malhotra took his practice in-house and worked with Bernhard Schulte Shipmanagement in Bombay and Hong Kong. Presently, Mr Malhotra works as the Legal Counsel for Cargill in Singapore and is the lead lawyer for Cargill's ocean freight, ferrous trading and energy trading businesses in Asia.

During his career, Mr Malhotra has dealt with admiralty claims, charterparty disputes, cargo claims, vessel casualties, crew compensation claims, general average incidents, piracy claims and international commodity trade disputes. He has enforced claims against parties in China, Hong Kong, India, Indonesia, Singapore, South Korea, the United States and the United Kingdom.

Synopsis

Mr Sumeet Malhotra will kickstart the session with an overview of the intricacies of shipping as a service to international trade. He will explain how an international sales transaction works, the common International Commercial terms (Incoterms), the workings of an international sale transaction, parties involved, and the competing and common interests of the parties that ensure success in the safe delivery of shipped goods.

Apart from the basics, Mr Malhotra will share his expertise on what happens when a maritime adventure is imperiled. Through real-life case studies, he will shed light on the general average/salvage incidences, consequences of a declaration of a general average and the process of recovery, the parties involved, maintaining the common interests among parties and the differences if the situation were to change. He will also give the audience a better understanding of GA and the precautions to take when GA occurs.



Mr Gregg Newman
Director
W K Webster & Co Ltd

Mr Gregg Newman joined W K Webster over 17 years ago upon leaving the Royal Hong Kong Marine Police as a Senior Inspector and Master Mariner, having gained both investigative and command experience. Prior to that, he worked in Contracts Administration for a major South African company, where his legal qualifications from the University of the Witwatersrand in Johannesburg were fully utilised. Mr Newman was a Case Handler in the Cargo Casualty Management Department, handling major General Average and Salvage incident. He was then transferred to Singapore where he spent five years as Resident Director of W K Webster International (Pte) Ltd in the late 1990's and early 2000's before returning to the UK to head up Subrogation and Recoveries operations world-wide. Mr Newman is also responsible for developing W K Webster's business and relationships with the Lloyds and London markets.

Synopsis

The business of shipping goods around the world is fraught with difficulties. There are many things that can go wrong and when they do, it is very often the insurer who is left to pick up the tab. Having done so, the possibility of holding someone to account for such losses should be examined and, where possible, recovery action instituted. Whilst this principle has been in practice for centuries, the unique state of the world economy at present is leading to new issues having to be tackled. This presentation aims to give an overview as to the areas that should be looked at when considering a potential recovery and, in particular, the difficulties which are being faced today as a result of what is commonly known as the credit crunch.