

**HULL & MACHINERY INSURANCE – HOW DOES IT WORK IN THE REAL WORLD?  
WEDNESDAY 20 NOV 2013, 2 – 5PM**

STI Auditorium, Capital Tower, Level 9, Singapore 068912



Dear Members,

The General Insurance Association of Singapore (GIA) and the Singapore Maritime Foundation (SMF) are jointly organising the fourth seminar in 2013, **Hull & Machinery Insurance – How does it work in the real world? on Wednesday, 20 Nov, from 2pm to 5pm, at the Capital Tower.**

The talk is part of the Maritime Knowledge Shipping Sessions, a series of seminars where maritime experts are invited to present insights about their specializations to enhance the maritime knowledge of our insurance professionals and the maritime community. The seminar is free-of-charge.

We hope that you will be able to encourage your staff and partners to attend this enriching session. Through this seminar, we hope our maritime partners and marine insurance professionals will

today's marine insurance markets from our experienced presenters.

**REGISTRATION**

To attend the seminar, please register through your online application via [http://www.gia.org.sg/registration\\_form/reg\\_mkss.php](http://www.gia.org.sg/registration_form/reg_mkss.php) by **Friday, 15 November 2013**. The registration site will not be accessible after the deadline. The seminar is limited to 230 people and pre-registration is required. Please register early to avoid disappointment.

For more information, please contact GIA Secretariat at [jonathan.ooi@gia.org.sg](mailto:jonathan.ooi@gia.org.sg) or 6221 8788 extn 212.

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

Thank you and best wishes

Derek Teo  
Executive Director  
General Insurance Association of Singapore

**PS: The seminar is free and proudly sponsored by L.C.H. (S) Pte Ltd.**

## PROGRAMME

In this Maritime Knowledge Shipping Session, we are pleased to have three specialists in the fields of marine insurance/maritime loss adjusting with us to share their expertise on the topic, **Hull & Machinery Insurance – How does it work in the real world?** Through the presentation by the three distinguished speakers, participants will certainly be able to gain a well-rounded understanding of the topic.



**Mr. Matt Cannock**  
**Chief Executive**  
**Markel International Singapore Pte Ltd**

Following his graduation with a Masters Degree in Marine Engineering, Mr. Matt Cannock began his career in the insurance industry working for a firm of technical consultants. From there, he moved on to insurance broking and moved to Singapore in 2000. He soon stepped into an underwriting role with RSA Singapore becoming the Regional Marine Underwriting Manager. Thereafter in 2005, Mr. Cannock joined one of the three (at that time) Lloyd's Syndicates in Singapore, underwriting a portfolio of marine hull, marine cargo and marine liability risks. He joined Markel International Singapore in 2012, continuing to develop the marine line in the Asia Pacific region.

### **SYNOPSIS: H&M Insurers and their capital – How does it benefit the Shipowner**

Insurers play a vital role in international trade and commerce and particularly so in the shipping industry. This talk aims to explain what role Hull & Machinery insurers play (one that is commonly misunderstood) in facilitating ship owners operations. It will touch on rating agencies, the cost of capital, balance sheet exposures to insurers and shipowners and how all of these parties and factors are tied together by the insurance policy.



**Mr. Ron Pereira**  
**Director**  
**Merid-Argo Maritime Services Pte Ltd**

Ron Pereira is a Chartered Engineer and Fellow of both the Institute of Marine Engineering, Science & Technology and Society of Naval Architects and Marine Engineers, Singapore. Since qualifying with a Class 1 Certificate of Competency in June 1967, Ron has been actively involved in the Singapore Maritime Industry as a non-exclusive Marine Surveyor and Marine Consultant. He has been actively involved in all types of Marine Insurance since 1978.

## **SYNOPSIS: The Role of the H&M Surveyour – How the benefits are determined**

In order to ensure full claim benefits in their claim against H&M Underwriters, Shipowners should inform their Underwriters immediately a casualty occurs; to enable Underwriters to appoint a Marine Surveyor to survey and investigate the casualty under claim at the earliest opportunity. Major Casualties such as Collisions, Groundings, Fires, Machinery Damage, Flooding of Compartments, Heavy Weather Damage & Sinkings will be dealt with; detailing the pertinent information a marine surveyor has to obtain whilst onboard the casualty vessel, before surveying the damage sustained and subsequently determining the cost of reinstating the vessel to pre-casualty condition. A comprehensive report submitted by the appointed Marine Surveyor has significant effect on fair and satisfactory claim settlement.



**Mr Alex Pinto**  
**Director**  
**Charles Taylor Marine and Richards Hogg Lindley**

Mr. Alex Pinto is the Director of Charles Taylor Marine and Richards Hogg Lindley, Singapore, which oversees the Asean Region. He is also responsible for the Group's marine activities in the Indian subcontinent. He is a Fellow of The Institute of Chartered Ship Brokers, London and an Associate of The Chartered Insurance Institute London, a Foreign Associate of the American Association and UK Association of Average Adjusters and a Chartered Insurance Practitioner. Mr. Pinto is also a Maritime Arbitrator and holds a Master's Degree in Risk Management from Monash University, Melbourne, Australia.

During his career he has worked at various places including the U.K., Middle East, Australia and India. His specialties include adjusting of hull, cargo, energy and liabilities claims including casualty management and mediation – acting on behalf of Salvors, Insurers and Assureds. He currently also looks after the Group's marine business development in South East Asian Region.

In his career as loss adjuster and claims manager, he has been involved in a number of multiple-bill of lading salvage and GA cases, missing vessel, piracy and fraud cases. He has also been involved in the casualty management of a number of large marine losses for hull underwriters and cargo underwriters. He also oversees the Group's Risk Management activities in the region.

## **SYNOPSIS: The role of the average adjuster – Defining the benefit, apportionment and indemnity.**

The prime reason for insurance is that in instances of a loss, the Assured needs to get his correct claim paid and move on quickly. Both Insurers and the Assured places great emphasis on customer satisfaction as well. As an expert in the handling of marine casualties, the early intervention of an adjuster ensures that all heads of claim, whether under policies or against third parties, are identified and assessed. Guidance is given to ensure that claims are processed quickly and efficiently, and a close working relationship

is established with the attending surveyor. Interim payment recommendations are made to assist with the assured's cash flow, backed up by claim estimates that help assureds understand the eventual insurance recovery and any possible exposure to uninsured risks – also assisting insurers with their reserving strategy. Mixing a high level of expertise with a non-adversarial approach, the adjuster helps to maintain and strengthen the relationship between assured and insurer, during the stressful period between a casualty and final settlement."

## AGENDA

TIME	PROGRAMME	SPEAKER
14:00	Opening Address	Mr. Jonathan Ranger Chief Executive Officer of Watkins Syndicate and GIA Property & Marine Committee Member
14:10	H&M Insurers and their capital – How does it Benefit the Shipowner	Mr. Matt Cannock Chief Executive Markel International Singapore Pte Ltd
15:00	Tea break	
15:30	The role of H&M Surveyor – How the Benefits are determined	Mr. Ron Pereira Director Merid-Argo Maritime Services Pte Ltd
16:15	The role of the Average Adjuster – Defining the Benefit, Apportionment and Indemnity	Mr. Alex Pinto Director Charles Taylor Marine and Richards Hogg Lindley
17:00	Q&A Session	Mr. Jonathan Ranger (Moderator) Chief Executive Officer of Watkins Syndicate and GIA Property & Marine Committee Member
17:15	Closing Address	Mr. David Chin Executive Director Singapore Maritime Foundation

**Note: For more information, please contact GIA Secretariat at [jonathan.ooi@gia.org.sg](mailto:jonathan.ooi@gia.org.sg) or at 6221 8788 extn 212.**