



# ALANDIA MARINE

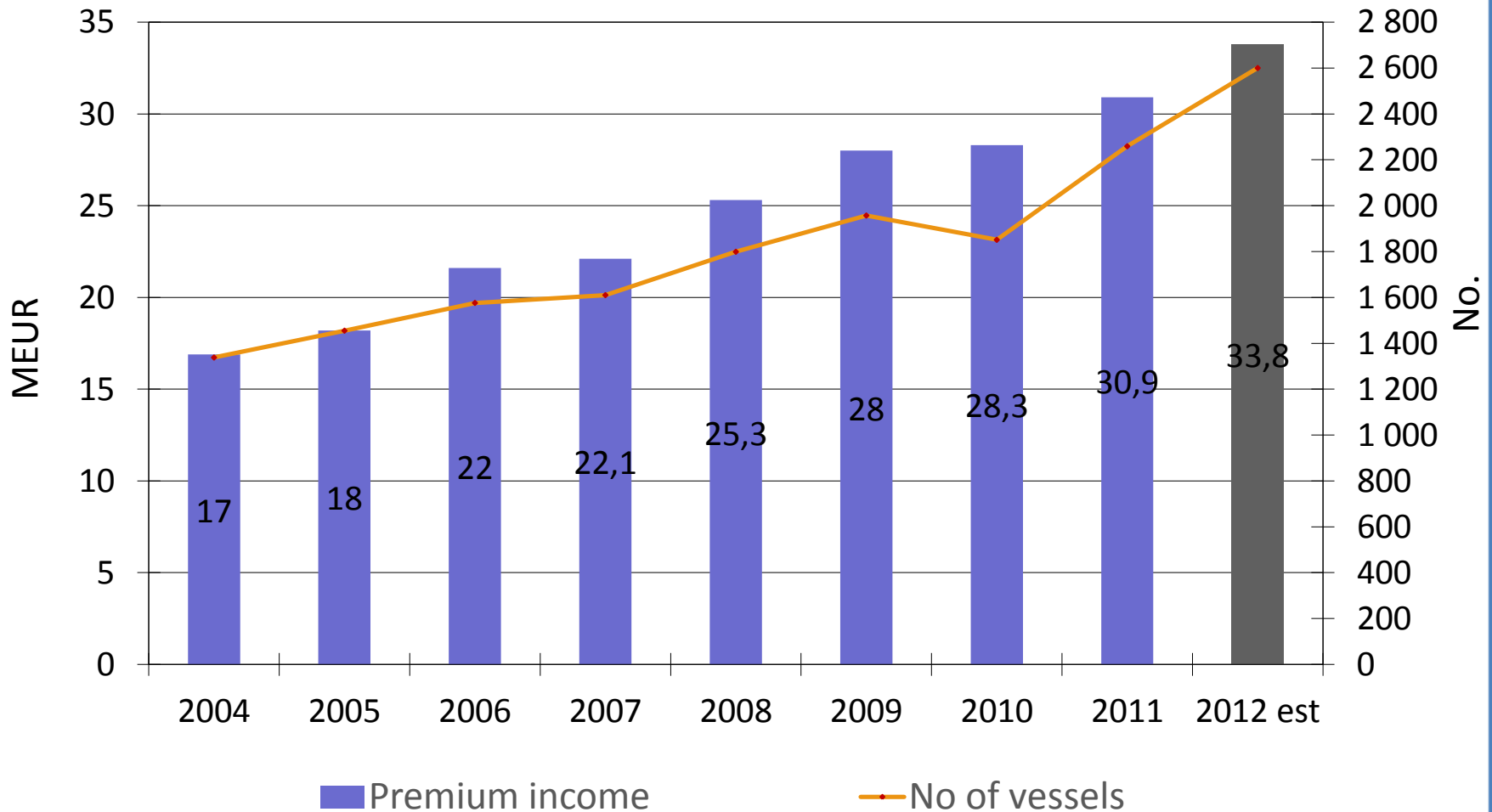
**Marine Insurance Seminar 26<sup>th</sup> April 2012**  
**“Collision & Liability”**  
**Report from the marine hull market**

**Jan Linnell**

## Short facts 31.3.2012

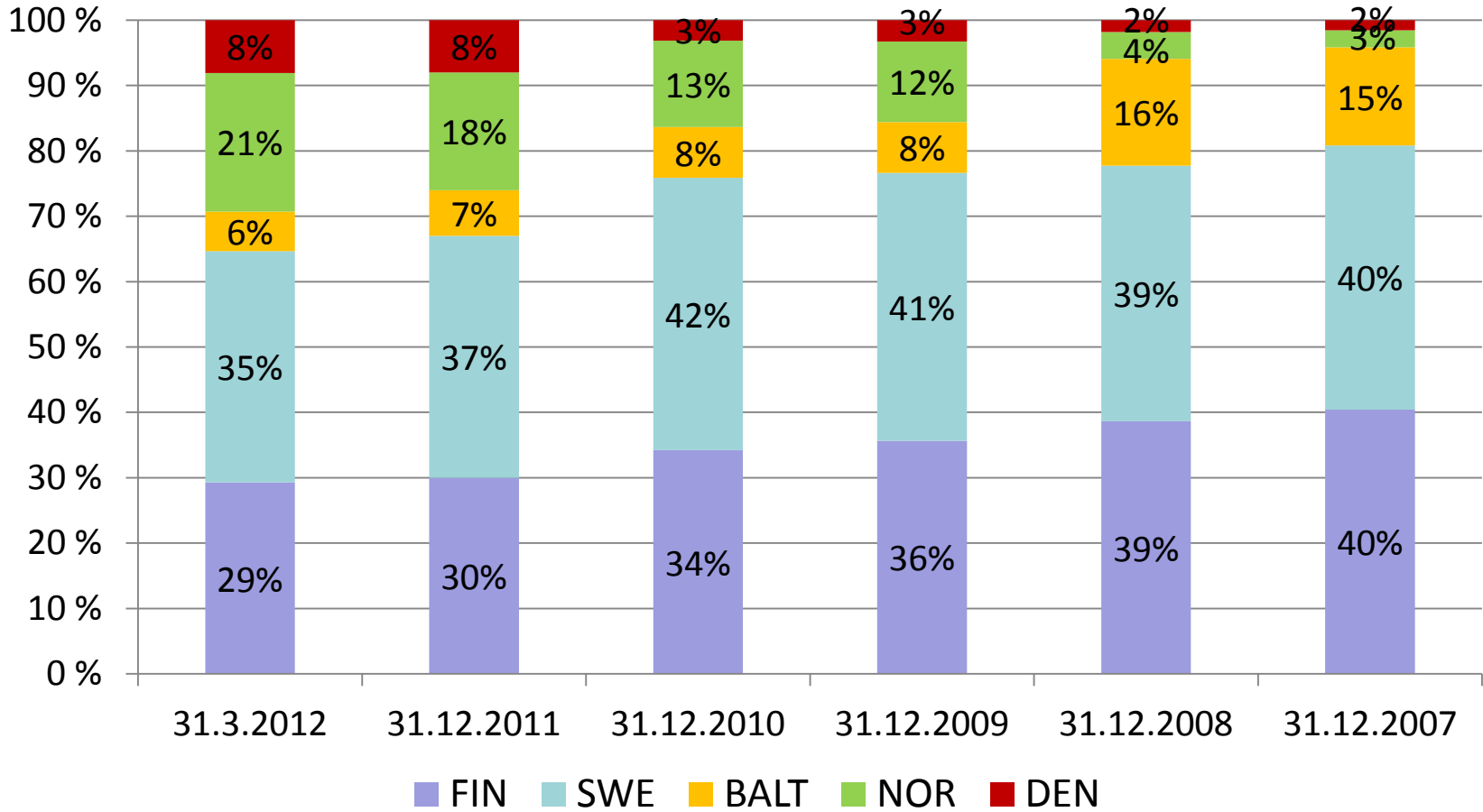
- » Number of insured vessels 2.537
- » Insured value (H&M+ interests) euro 7,7 billion
- » Average share of risk 21,9%
- » % of risks with claims lead 57,6%
- » Total insured GT 25,3 million tonnes
- » Premium income 2011 euro 30,9 million
- » Organisation 23 dedicated marine insurance specialists

## » Gross written premium and no of insured vessels 2004 – 2010

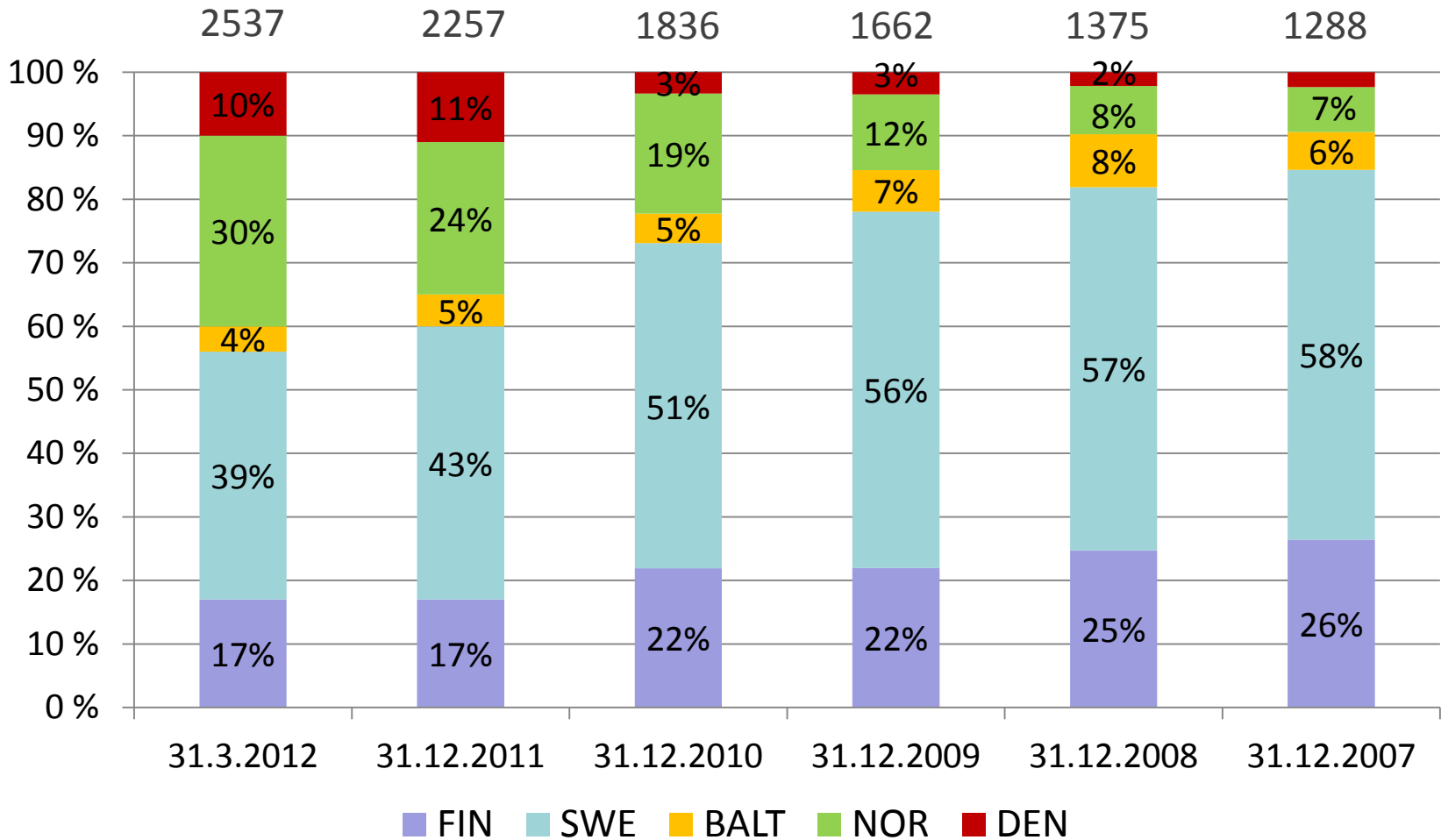


# » Premium income

## Distribution per market – million euro



# » No of insured vessels Distribution per market

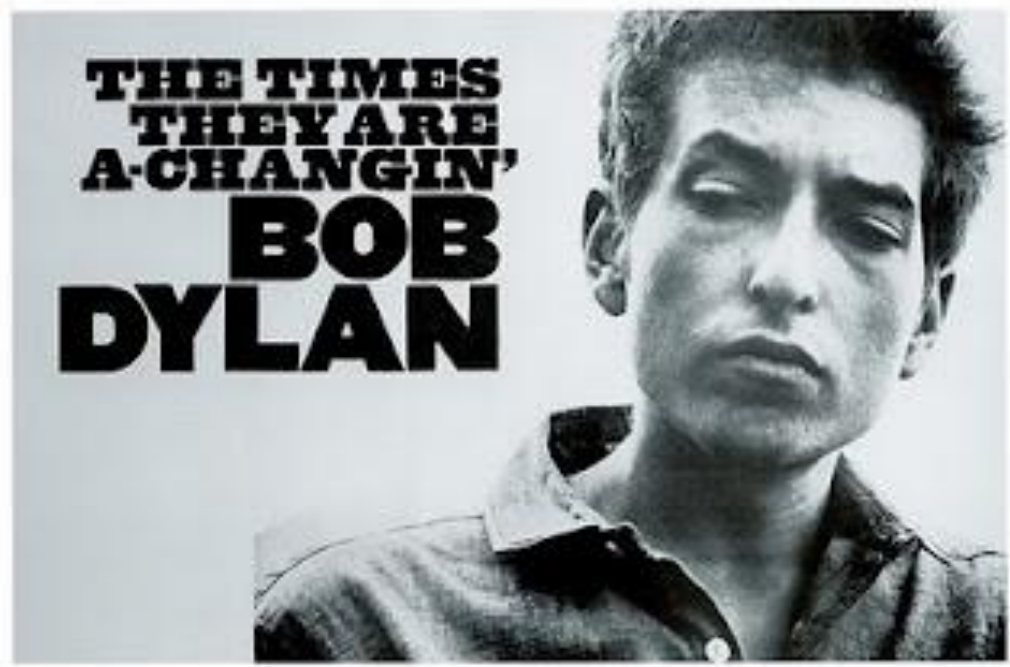


excluding international portfolio

# Our core markets



**Alandia Marine "crew"**

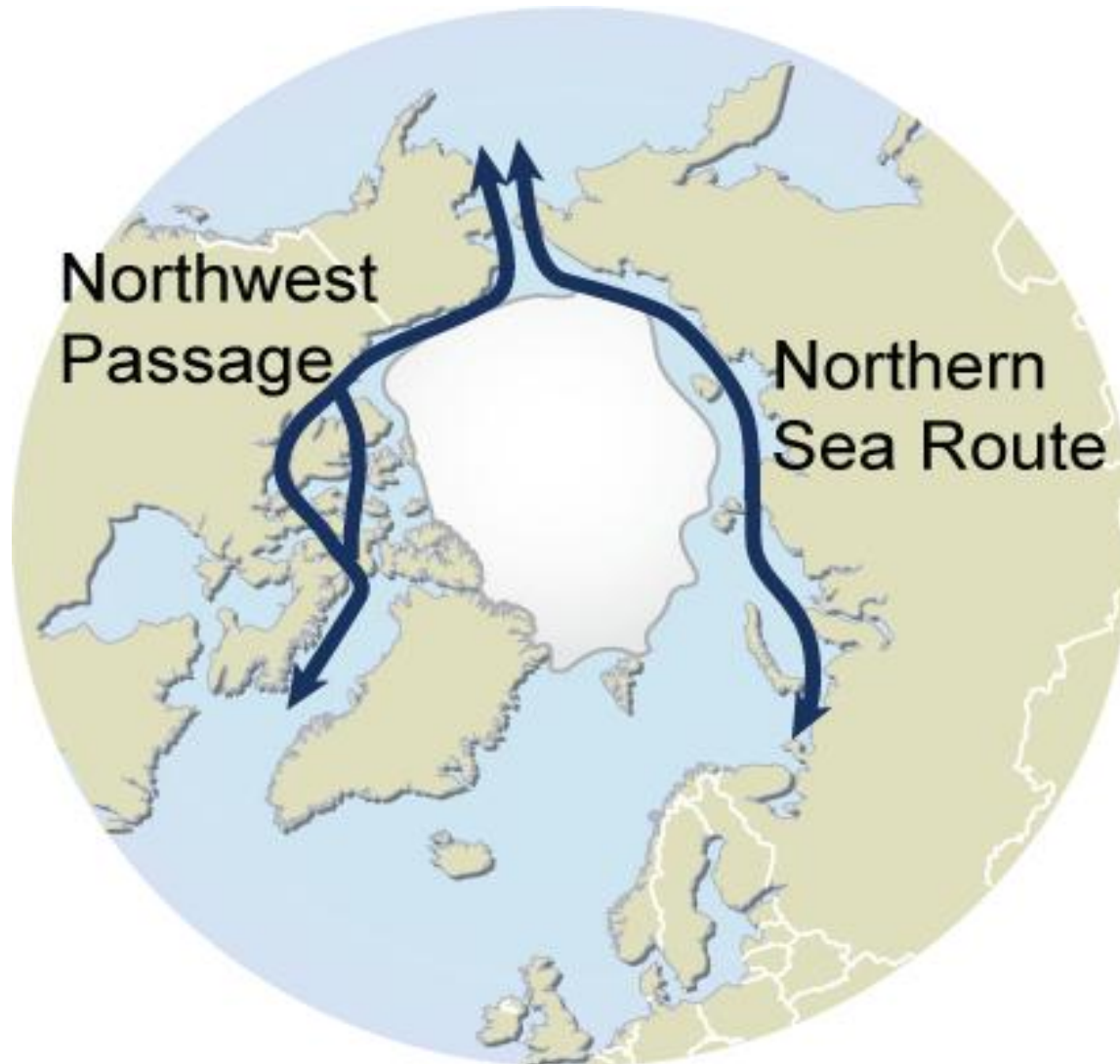


## Current issues in marine insurance

- » Increased exposures
- » Sanctions
- » New technology
- » “Supersizing”
- » Piracy
- » New transportation routes



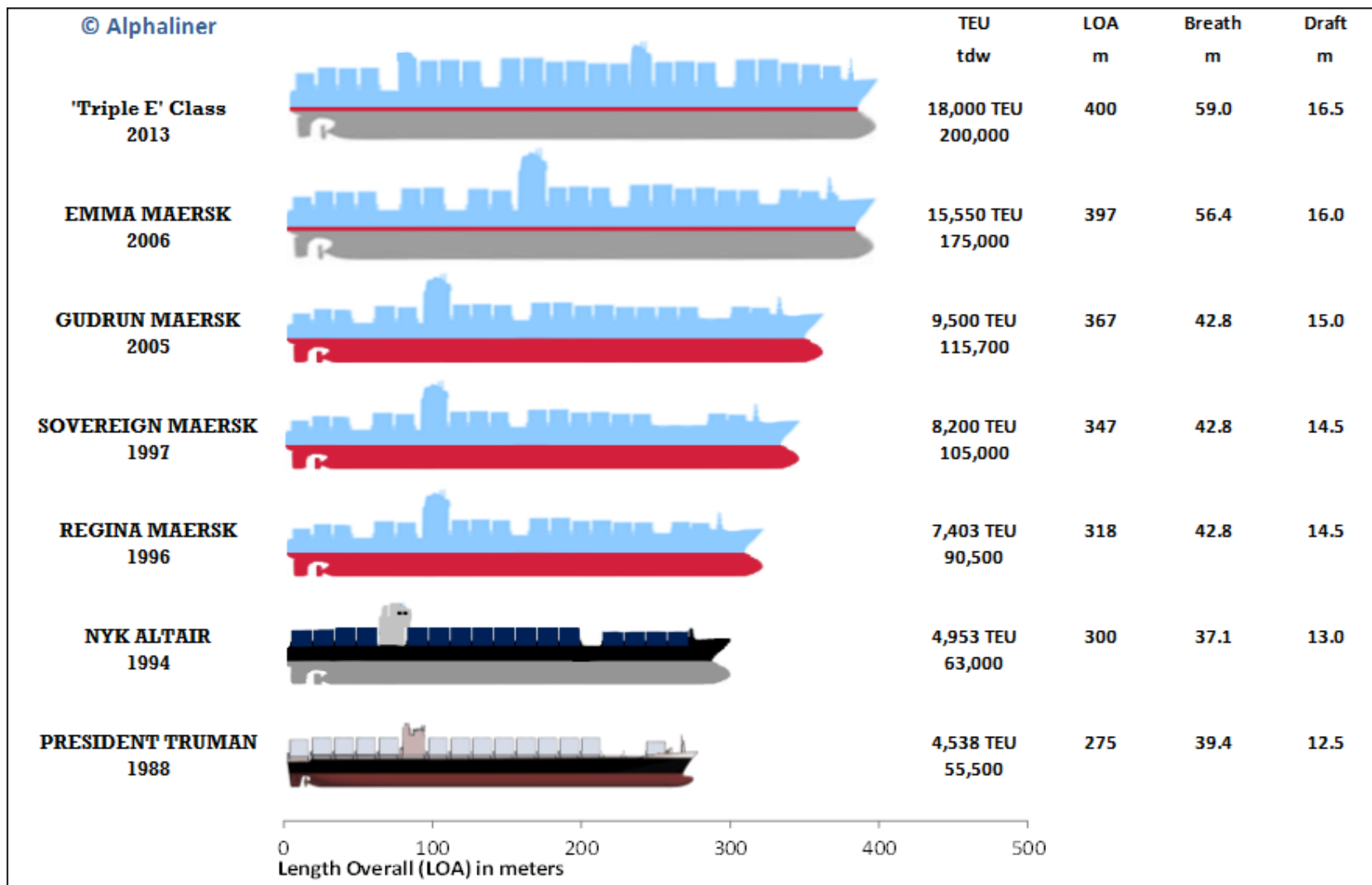
# Arctic shipping



## Risks from a marine insurers point of view

- » Ice, firm and ice belts, one-year / multi-year
- » Incomplete hydrographical surveys
- » Inexperienced crews
- » Navigational- & communicational equipment & reliability
- » Limited & expensive possibilities for repairs
- » Availability of and affordability of salvage resources
- » Availability of ice breaker capacity
- » Availability of charts and publications in English

# "Supersize me"



# APL Panama

Ensenada, Mexico, Christmas Day 2005



# APL Panama

Ensenada, Mexico, Christmas Day 2005



# Comparisons

## ”APL Panama”

- DWT            52250
- TEU            13 wide
- TEU            4038
- (TEU aboard1805)
- 1445 different cargo interests
- 1600 man hours to adjust
- Not finished after 5 years

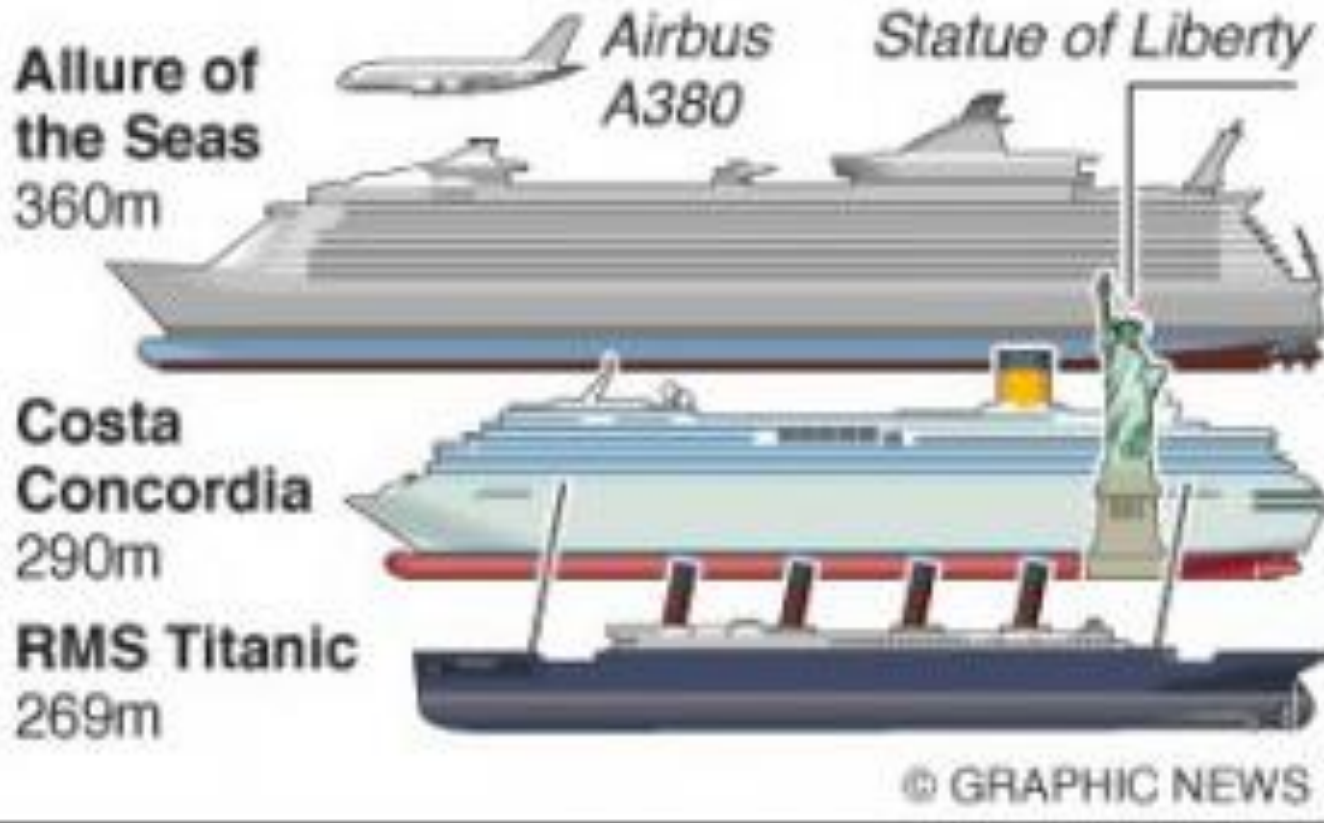
USD 68 millions in GA

## ”Emma Maersk”

- DWT            157000
- TEU            22 wide
- TEU            15000
- (75% full – 11250 TEU aboard)
- 9006 different cargo interests!!!
- 9972 man hours to adjust !!!
- (5 man years to adjust)
- How long ???

USD ??? millions in GA

# ”Supersize me”



Dwt 225.282  
Pax: 6.296  
Crew: 2.394

Dwt 114.147  
Pax: 3.780  
Crew: 1.100

Dwt 46.328  
Pax: 2.435  
Crew: 892

# Titanic

On voyage Southampton – New York 12 April 1912



**USD 12 miljoner**



# Costa Concordia

Giglio Island 13 January 2012



**USD 1,5 – 2 billion ?**

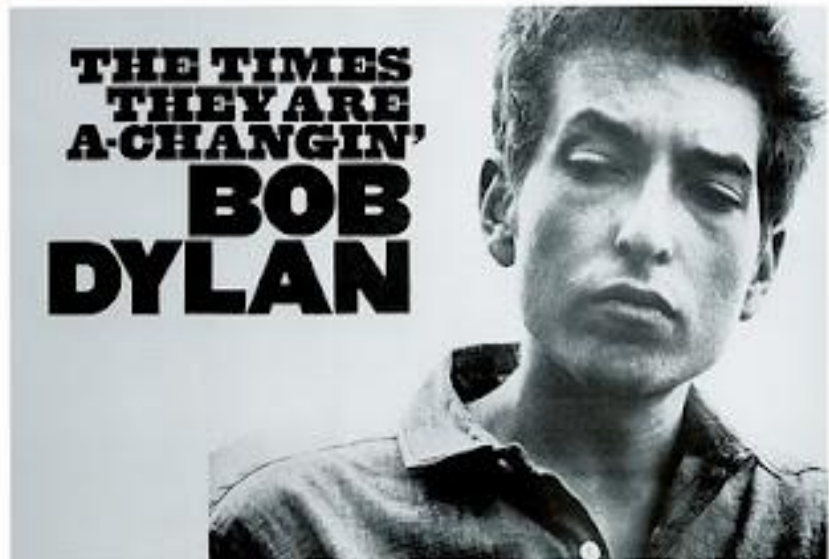
## Size and & complexity

- » Risk for human life
- » Environmental damage
- » The financial risk as such
- » Loss of Hire / Business interruption
- » Complexity of salvage
- » Limited dry-docking capacity
- » Can class cope ?

Costa Concordia will affect the marine insurance market:

- » Focus on cruise/passenger vessels & "high value" risks
- » Diminished risk appetite and more risk selection
- » Premium increase

# Challenges gives opportunities



- » Long-term commitment
- » Specialists
- » Flexibility & pro-active
- » Loss prevention

**Razor sharp competition**

**Creative insurance solutions for the need of ship owners**

Thank you for your attention.  
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