

# IBAU INSURANCE PRESENTATION



**REGIONAL LOGISTICS EXPO 2019**

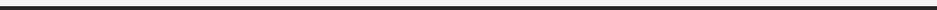
# *PAUL MUHAME – IBAU*



- Paul is currently the CEO of Ballpack Insurance Group Ltd.
  - Paul is a chartered insurance broker with 20 years of local and international industry experience.
  - Paul has also served as the Assistant General Manager for Phoenix Assurance (MUA) and UAP Old Mutual respectively. Paul was also Head of Property, Marine and Energy in AIG.
  - Paul holds a BA in Insurance from the University of New Delhi, India and a Master's degree in International Business Administration from the ESLSCA Business School, Paris.
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# *Freight Journey*























COURTESY JUAN CARLOS GILVET





KENYA REVENUE  
AUTHORITY





















# *Risk Management*



*Risk  
Management  
incorporates  
four key  
components:*

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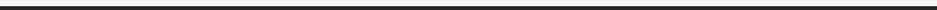
- Threat (identifying potential adverse events)
  - Vulnerability (identifying weaknesses in processes and procedures)
  - Criticality (identifying and evaluating important operations and assets)
  - Risk (determining the likelihood, severity and impact of an adverse event)
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*Guidelines to  
manage your  
future  
assets:-*

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- Carrier (Transportation Provider) Selection and Management
  - Packaging
  - Transit
  - Security
  - Lighting
  - Housekeeping & Maintenance
  - Cargo Operations
  - Documentation
  - Personnel
  - Drivers
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# *Insurance*



*Insurance  
Involves  
3 Key  
Parties....*

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- The Client
  - The intermediary
  - The Insurer
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# *Reasons Why You Should Use An Insurance Broker*

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- Loyalty is with the client
- Expertise
- Personal service
- Searching the market
- Access to specialist underwriters
- Helping you through the small print
- Risk Management
- Help with making a claim

And all the above services come at no extra cost to you



# *Key insurance policies for Logistic Companies*

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- Marine Cargo
  - Freight Forwarders Liability
  - Property Insurance
  - Workers' Compensation
  - Motor Insurance
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# *What is Marine Insurance?*

- Marine Insurance is the oldest Insurance in the World
- This insurance covers the movement of Cargo from one place to another place against transit risks i.e Hull or Cargo



# Marine Cargo

- Cargo can be anything – the chairs and tables around you to your beloved vehicle you drive to and from work.....
- It can be International or Domestic
- Container Ships/Aircraft/Trucks/Rail
- Everything you see has been Cargo at some point of its life
- Marine Cargo Products:
  - Annual Cargo Policy
  - Stockthroughput
  - Single Voyage Policies – General Goods, Motor Vehicles

# *Institute Cargo Clauses (ICC)*

- ICC Clauses are the basis of the Cover Marine Insurance give to a risk
- ICC Clauses come in 3 types – A, B and C
- In Terms of Cover think of the ICC Clauses like Motor Insurance:
- ICC A - being Fully Comp
- ICC B - being Third Party, Fire and Theft
- ICC C - Being Third Party Only

# ICCA, B and C – Comparison

Risks Covered	A	B	C
Fire or Explosion	X	X	X
Vessel or craft stranded, sunk, burnt or capsized	X	X	X
Land conveyance overturned or derailed	X	X	X
Collision or contact of vessel	X	X	X
Discharge or Cargo at Port of Distress	X	X	X
Earthquake, Lightning or Volcanic Eruption	X	X	
Malicious Damage	X		
Theft	X		
General Average Sacrifice	X	X	X
Jettison	X	X	X
Washing Overboard	X	X	
Entry of Sea/River or Lake water into vessel, craft, conveyance, container or place of storage	X	X	
Total loss of any package lost overboard or dropped whilst loading onto, or unloading from vessel or craft	X		
Piracy	X		

# *Where does cover start and end?*

- Where does it start?

When the goods are first moved in the Warehouse or place of storage (named in the contract of insurance) for the purpose of immediate loading on to the conveyance

- And End's

Where completion of unloading at final warehouse or place of storage named in the contract of insurance or as advised in the policy

# *Stock throughput*

- As well as transit cover, your insurance policy can be extended to cover storage
- This can be at the assured's own warehouse or a third party warehouse

*What information  
do you require to  
receive the most  
competitive terms  
for marine cargo  
policies?*

- Business Description:
- Type of goods requiring cover
- POLICY LIMITS
- Any one vessel / Aircraft / Road and /or Rail Conveyance
- Any one location and or /loss and or series of losses in the
- Annual Limits
- Ordinary course of transit
- Etc

# *Freight Forwarder Liability Insurance*

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- Covers legal or contractual liability claims made against the business. These include, but are not limited to:
  - Liability for damage to cargo
  - General Average
  - Salvage contribution for third parties
  - Liability for Errors and Omissions
  - Customs fines and duties
  - Liability towards third parties related to legal expenses, mitigation costs, and debris removal
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# *Who is covered under FFL insurance?*

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These include, but are not limited to:

- Freight and logistics operators – Air / Sea / Land • Road carriers
  - Warehouse keepers
  - Customs house brokers
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## *In conclusion*

All insurance players work under the effective supervision of the Insurance Regulatory Authority of Uganda.

Risk Management and Insurance will give you the piece of mind as you grow your business.



**WISH YOU ALL THE BEST**



**THANK YOU VERY MUCH**

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