

The IUMI Professional Partner (IPP) programme “Join the debate”



Become an IPP and benefit from unrivalled access to the world's marine insurance underwriters.



The International Union of Marine Insurance (IUMI)

The International Union of Marine Insurance (IUMI) traces its roots back to 1874 and has been at the heart of the marine insurance sector ever since.

The organization has more than 40 national (marine) insurance associations as members, and its aim is to protect and advance the interests of those members. It also acts as a single authoritative voice to represent and enforce the views and positions of the global marine insurance community with national and international authorities and regulators. Its annual conference provides an essential forum to discuss and exchange ideas, information and statistics of common interest. The IUMI newsletter, press releases and position papers give continuous information, updates and opinion to the membership and third parties.

In an effort to broaden the debate and exchange expertise and ideas within the marine insurance sector, the decision was made to create the opportunity for those businesses which provide a wide range of services to marine insurers to engage with the IUMI membership on a more formal level. This led to the creation of a new membership category: the IUMI Professional Partner (IPP).

The objective is to enable IUMI's members to access the expertise of our IPPs and in turn, to provide access for the IPPs to the broad membership of IUMI: not only during the annual conference but at other times too. IUMI's membership shall benefit from enhanced relationships with our IPPs.

IPPs have the opportunity to join the wider IUMI debates on the core issues affecting the market and to help ensure that IUMI's position is fully representative of the insurance market as a whole. Our IPP membership is open to four categories of third party firms and companies that are technical suppliers to the marine insurance industry.

These are:

- Legal/Law firms
- Surveying/Adjusting firms
- Business Intelligence
- Software and Data Providers / Analysts

Applying for IUMI Membership

You can apply for membership in two ways:

1. IPP applicants direct their application by using the IUMI Application Form to the IUMI Secretary General (lars.lange@iumi.com). The Secretary General will check the eligibility of the applicant and – if so – forward the application to the IUMI Executive Committee for approval.
2. Contact your local IUMI member association. Applications will be confirmed by the Secretary General on behalf of the Executive Committee. The Secretary General will be happy to answer any query related to IPP membership. The application form is available in the IPP section on the IUMI website.



IPP membership to IUMI brings with it a wide range of benefits.

1. Access/participation

- It provides companies with a clear and visible membership in the IUMI community.
- IPPs are entitled to send three representatives to IUMI's annual conference which is otherwise open to marine (re)insurers only.
- Eligibility to become an ordinary members of an IUMI Technical Committee. This is at the discretion of the respective Committee chair who needs to nominate the candidate. It is further subject to election by the IUMI Council.
- An invitation to participate in IUMI's "First Timers Reception" at the annual conferences.
- Involvement as instructors in IUMI's education offerings such as discussion groups and virtual class rooms.
- Access to IUMI's password protected website sections (statistics, database etc.).
- Possibility to run projects / working groups together with IUMI Technical Committees on certain topical issues relevant for IUMI and its membership.

2. Marketing

- IPPs enjoy up to 25% discount on the sponsorship options for the annual conference.
- Feature on IUMI's IPP webpage which includes a link to the IPP's website.
- The ability to contribute a minimum of one article per annum to the "IUMI Eye", IUMI's quarterly newsletter.
- Free advertising space in each newsletter.
- Possibility to hold IUMI webinars on topics relevant to IUMI's membership.

3. Market intelligence and knowledge transfer

- IPPs have the ability to receive and present information via exclusive access to the IUMI conferences and Technical Committees.
- Opportunity to hold a 10-15 min presentation at the annual conference (subject to availability).
- IPPs will be prioritized when it comes to participating and presenting in the conference sessions when Technical Committees are seeking guest speakers on a particular topic (based on IPP's skills and expertise being suitable).

4. Fees

The current annual fee to become an IPP is € 11,000. A 10% discount is applicable if a three-year contract is agreed and signed with the membership fee paid annually.

Membership is per calendar year and subject to 30 days cancellation by each party. The annual fee is not subject to a pro-rata return.

5. Eligibility: Who may apply for IPP membership?



Direct third party firms and companies that are technical suppliers to the marine insurance industry are eligible to apply for IPP membership.

The core business of the applicant has to support the marine insurance industry. A connection between the business / products / services of the applicant and the business of marine insurers is required.

The IPP membership is an educational function not meant as a marketing / sales opportunity to IUMI members. Its target is not to promote the IPP's business / products / services directly. Moreover, it is meant as a relation of mutual benefit:

- Enabling the IPP to get in close contact and to develop longstanding relations to the marine insurance industry.
- To understand the challenges and requirements of the industry and to show the superior skills of the IPP in its field of business.
- Enabling marine insurers to learn about and cooperate on particular topics in which the IPP holds special expertise and marine insurers have an interest in.

6. Who cannot apply for IPP membership?

- Brokers
- Reinsurance brokers
- Firms/companies directly insured by marine insurers, such as shipbuilders, freight forwarders or similar

7. Membership restrictions

- IPPs are not members of the IUMI Council.
- IPPs cannot serve as Technical Committee chairs nor vice chairs.
- IPPs cannot become members of the Executive and Nominating Committees.
- Membership can be revoked at the discretion of the IUMI Executive Committee by tendering 60 days' notice prior to 31 December of each year.
- The IUMI Executive Committee is at liberty to restrict the maximum number of IPPs.
- The IUMI Executive Committee is also at liberty to restrict the number of IPPs from a certain country / region or a certain sector.

These guidelines may be changed at the discretion of IUMI's Executive Committee

Lars Lange
IUMI Secretary General
Hamburg, July 2022