



Jordan International Insurance: Aqaba Conference on Marine Insurance – New Risks and Challenges

Marine Insurance Team

11th – 13th May - Aqaba, Jordan

MENAIR
INSURANCE
AWARDS 2015
WINNER

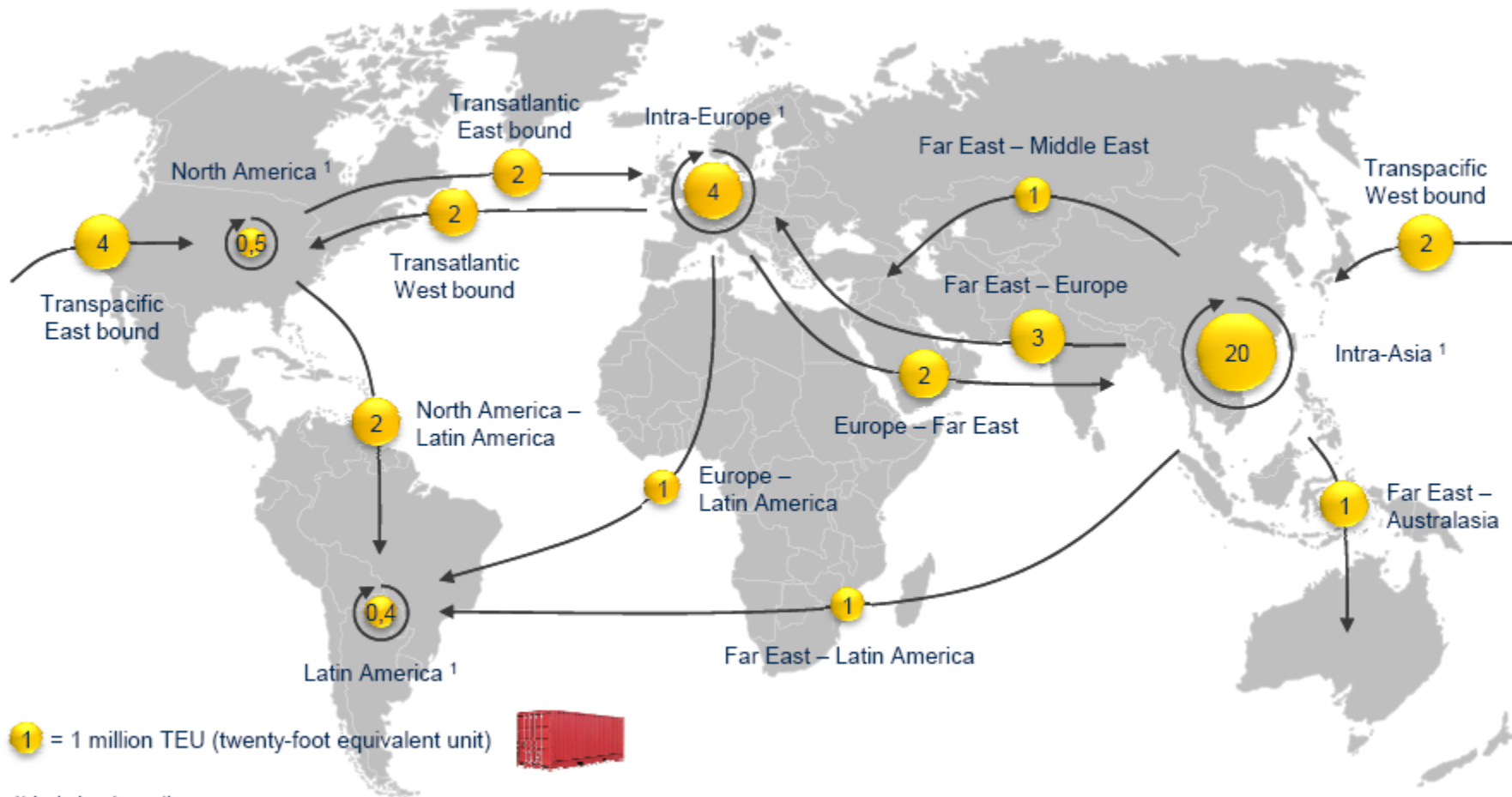
Jordan Insurer



شركة الأردن الدولية للتأمين
Jordan International Insurance

Global Container Flows by Main Trades in 1995

Intra-Asia is already the biggest trade lane



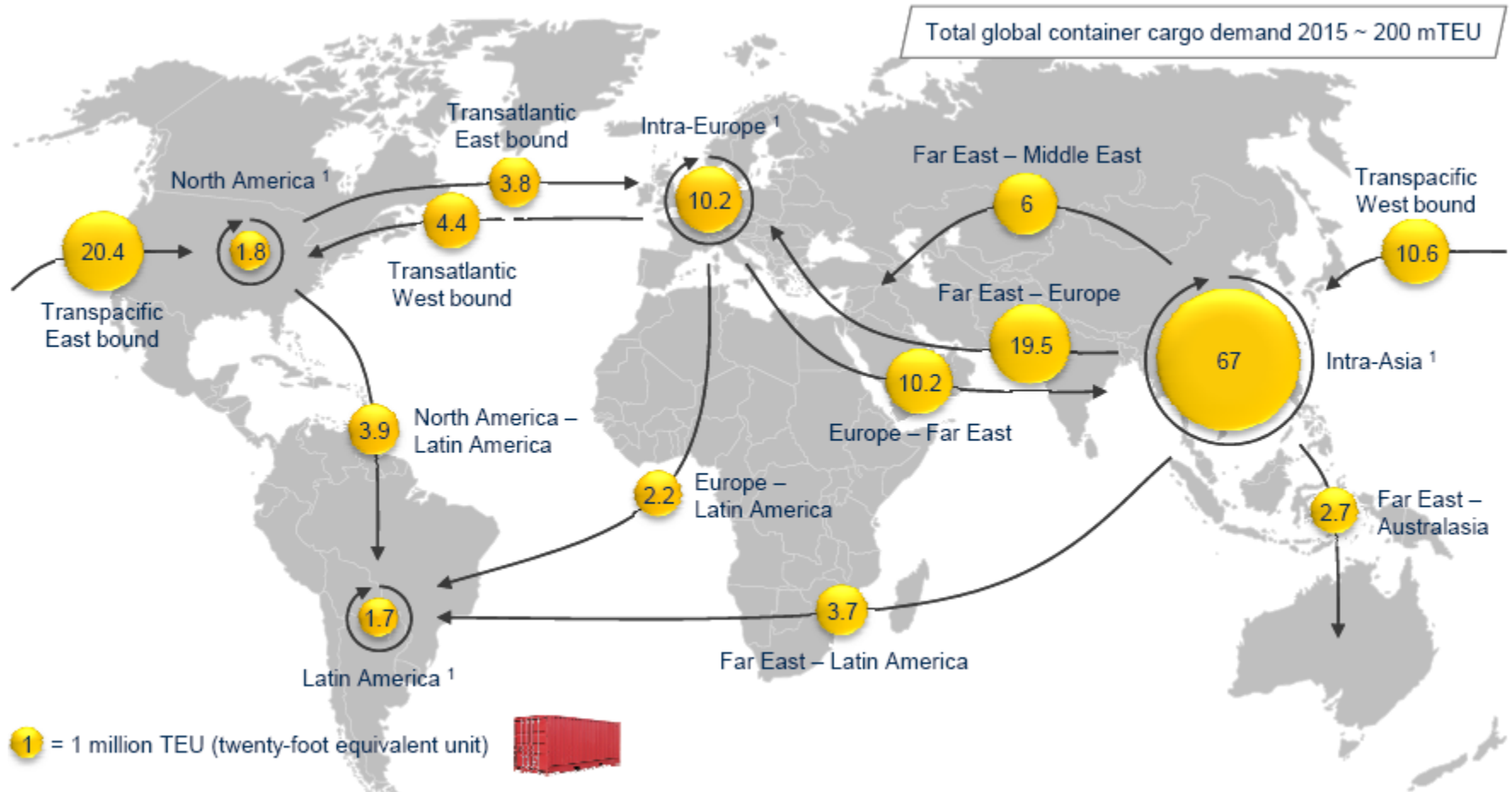
1) Includes domestic

Note: Container flows excluding empties and transshipment but including domestic for intra-regional trade; some trades excluded for display purposes



Global Container Flows by Main Trades in 2015

Emerging Markets offer most attractive growth



Source: BCG simulation; 1) Includes domestic; CAGR ... Compound Annual Growth Rate

Note: Container flows based on forecasts excluding empties and transshipment but including domestic for intra-regional trade; some trades excluded for display purposes



شركة الأردن الدولية للتأمين
Jordan International Insurance

AQABA CONFERENCE

Growth in the volume of merchandise trade & GDP

Intra-Asia is already the biggest trade lane

- Global economy is still recovering from the 2009 financial crisis, with shallow growth in both GDP and world merchandise trade
- Expected recovery in 2015 to historical 1993-2013 average growth rates



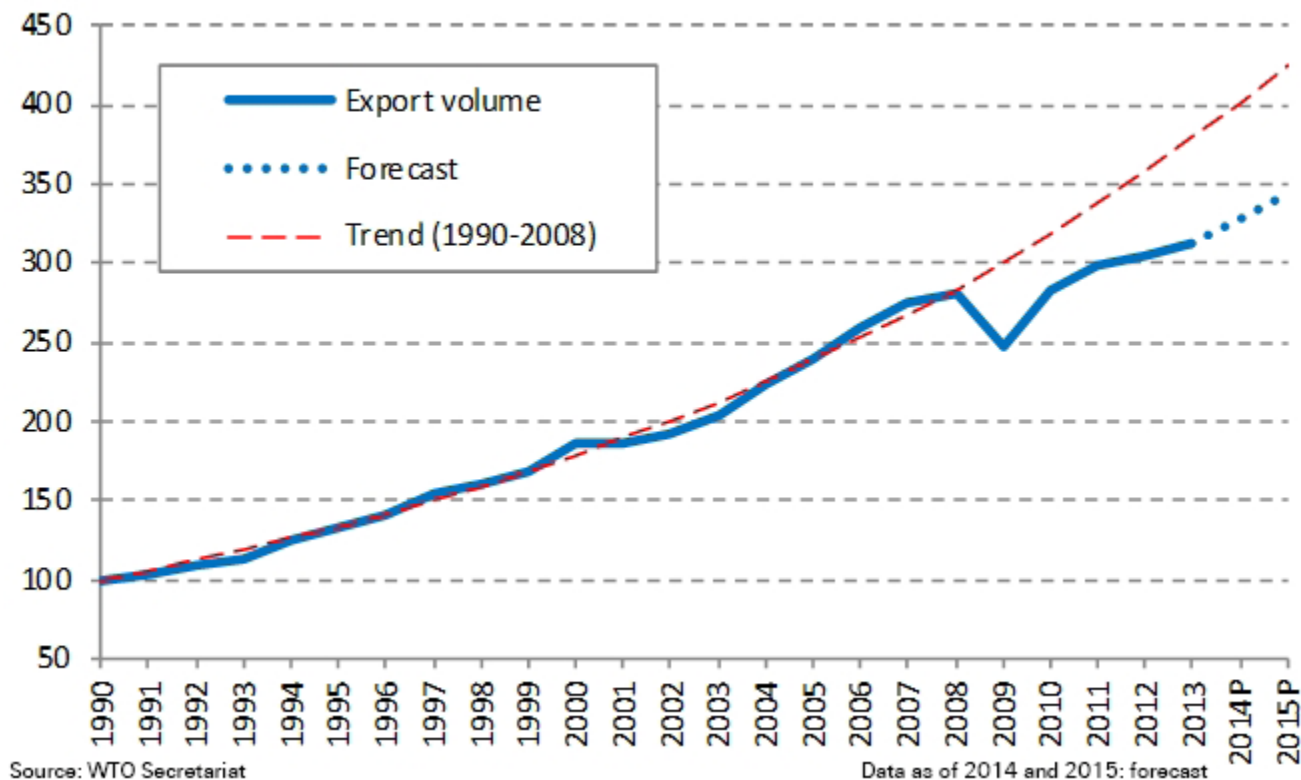


Volume of world merchandise exports, 1990-2015

Intra-Asia is already the biggest trade lane

- The gap between pre-crisis trend and current levels of world trade continues to widen, standing at 17% for 2013 and will rise to 19% by 2014
- This would place it further below the pre-crisis trend than it was in 2009 during the "great trade collapse".

Indices. 1990 = 100





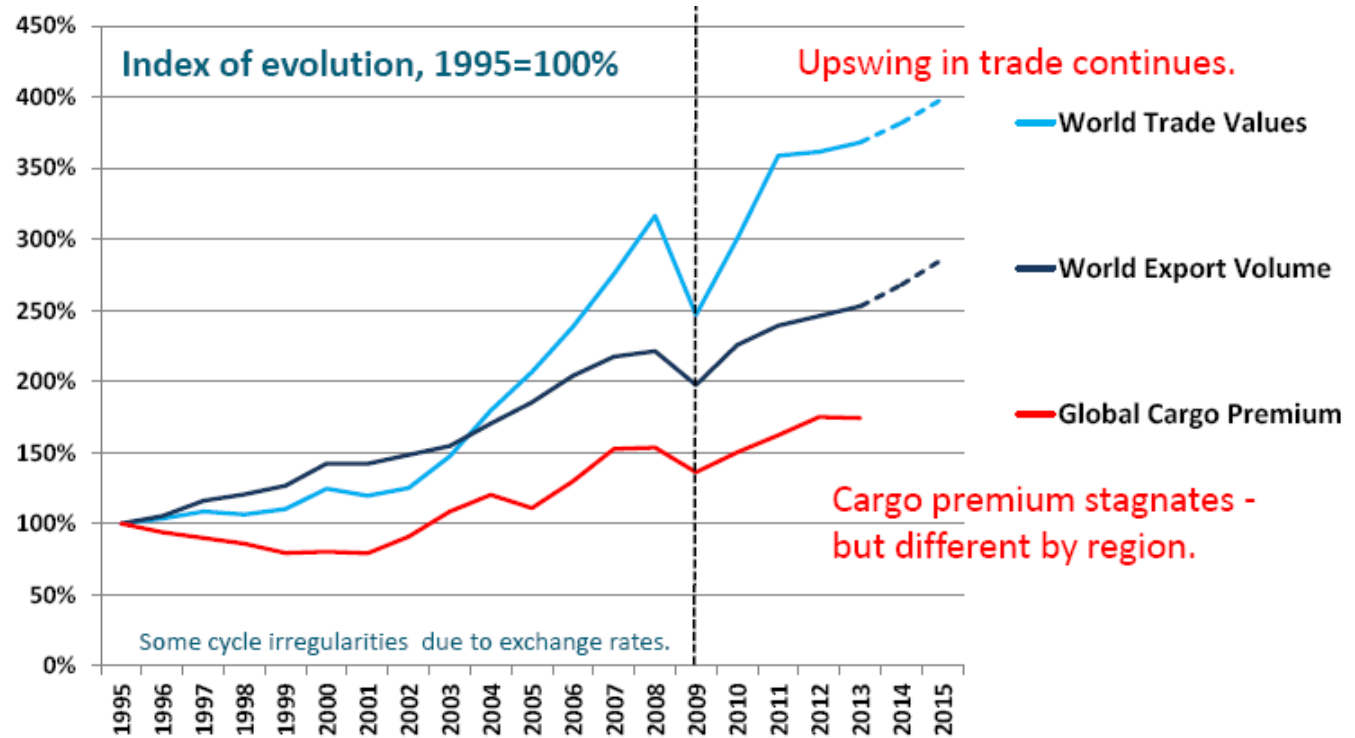
شركة الأردن الدولية للتأمين
Jordan International Insurance

- Global economy is still recovering from the 2009 financial crisis, with shallow growth in both GDP and world merchandise trade
- Expected recovery in 2015 to historical 1993-2013 average growth rates

AQABA CONFERENCE

Cargo Premiums vs Trade

World Trade Values & Exports & Global Cargo Premiums



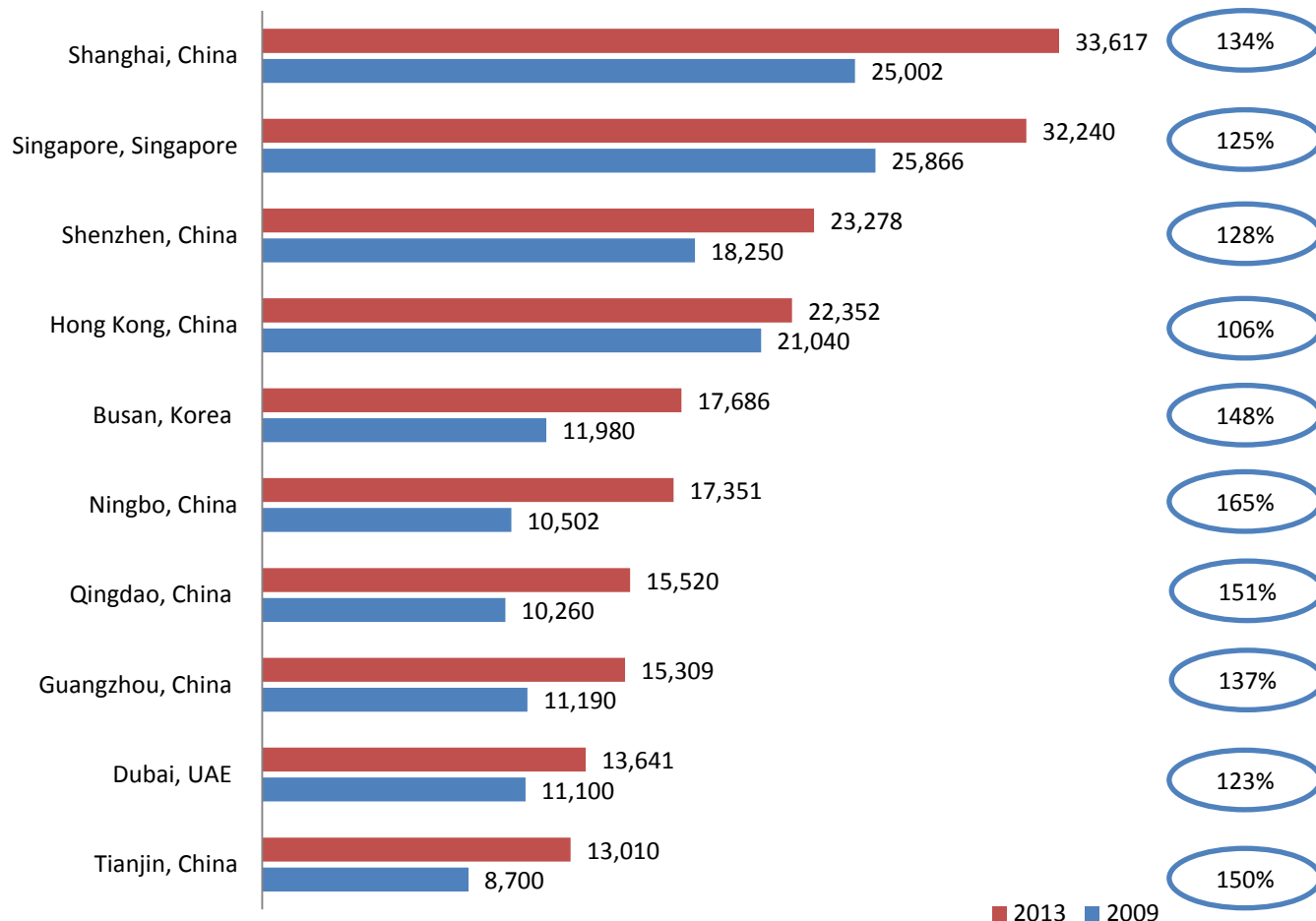


شركة الأردن الدولية للتأمين
Jordan International Insurance

World Top 10 Ports

1000 TEUs

Growth 2009 to 2013 X%



■ 2013 ■ 2009

- Global container ports have grown from 472 mTEUs in 2009 to 651mTEUs in 2013
- Majority of Growth terminal capacity has been developing in Asia, with China representing 174mTEUs

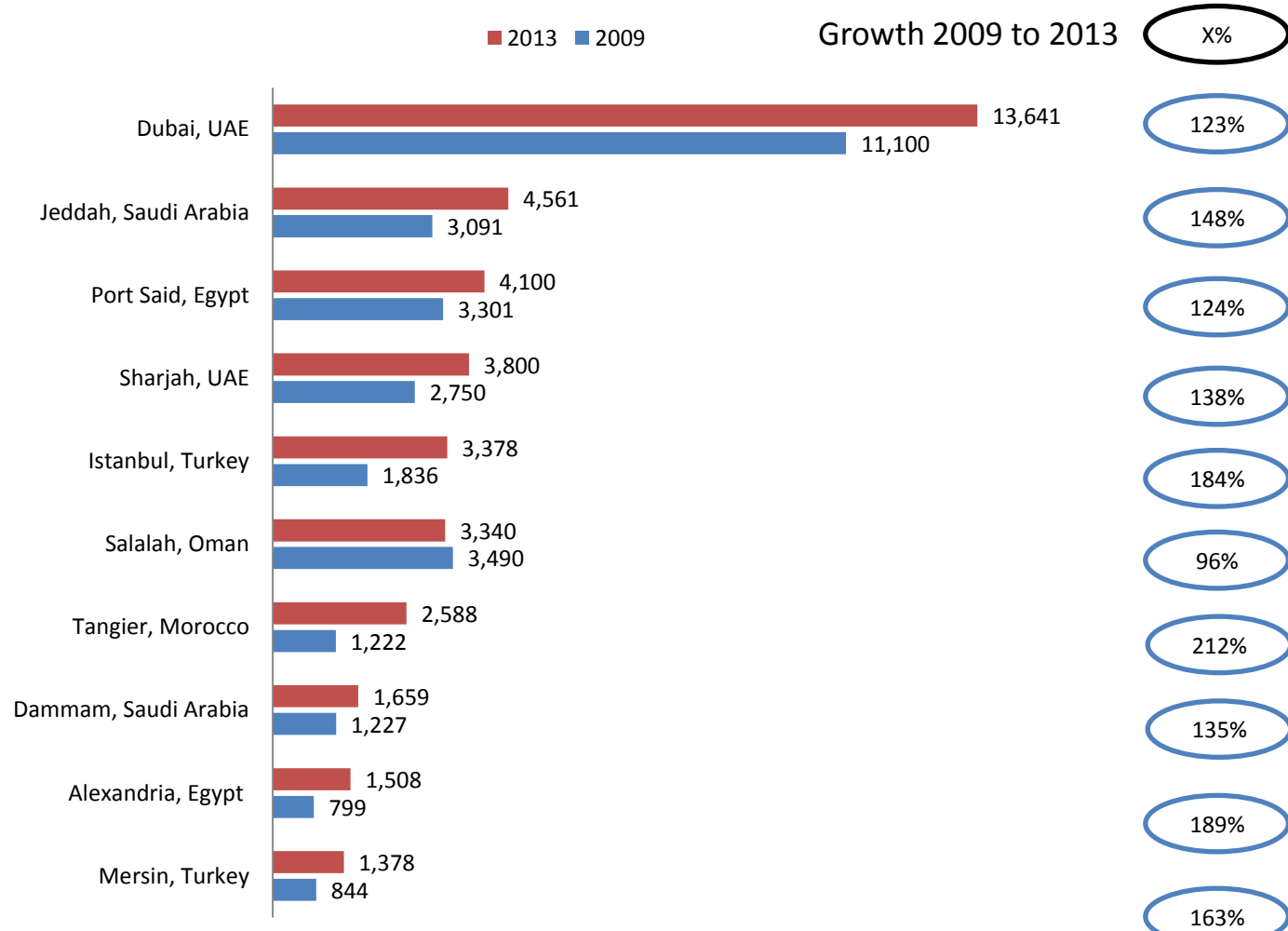


شركة الأردن الدولية للتأمين
Jordan International Insurance

AQABA CONFERENCE

Middle East Top 10 Ports

1000 TEUs



- Regional container port throughput has been growing consistently over the last 5 years by 135%
- In Aqaba Container terminal volume in 2006 was 405,658 TEU while in the year 2013 it reached 872,809 a growth of 215%



شركة الأردن الدولية للتأمين
Jordan International Insurance

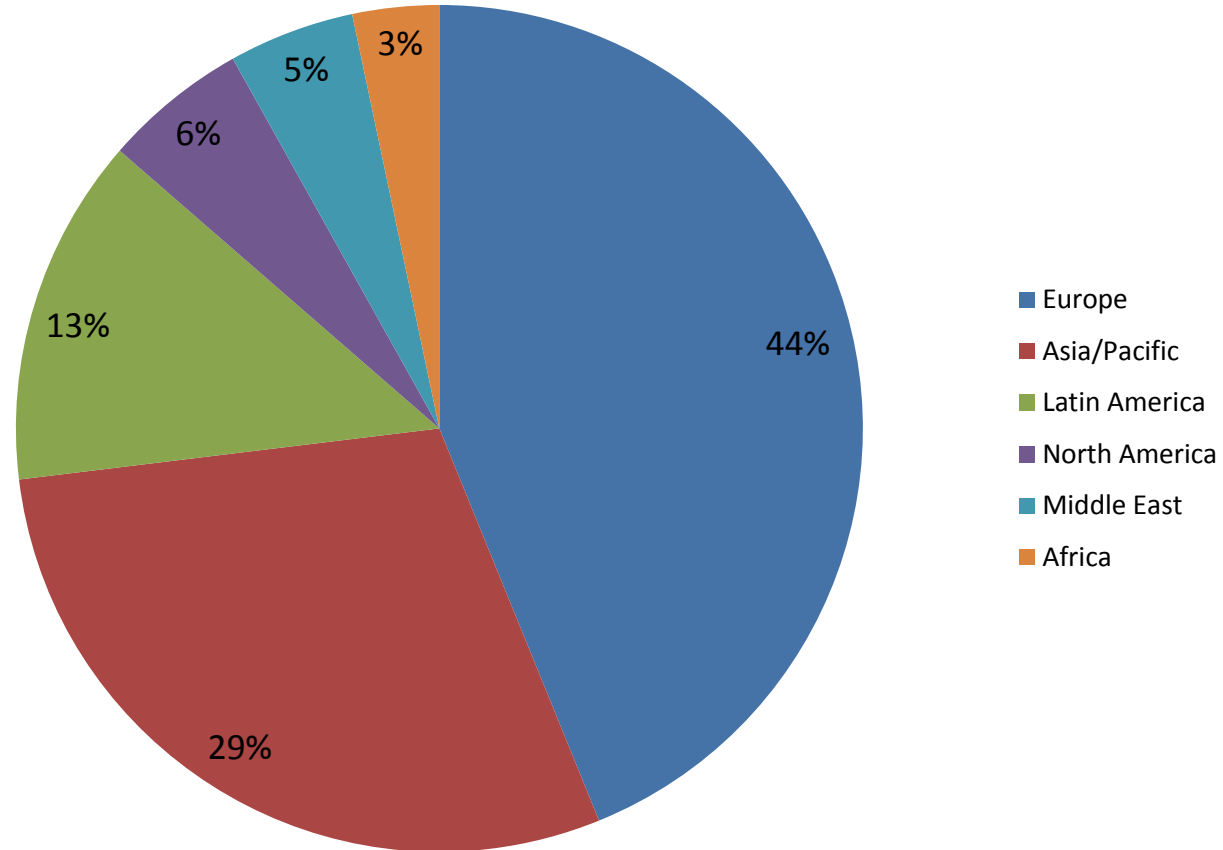
- Global Marine Premiums in 2013 declined from -1.7% in 2012 reaching \$34.2 Bn.
- Cargo insurance represents 53.1%, Global Hull 25.0%, Offshore Energy 15.4% and Marine Liability 6.5%

AQABA CONFERENCE

Global Cargo Premiums (2013)

Regional Split of Cargo Premiums

Total \$18.2Bn in 2013 (- 0.3% growth over 2012)



Source: IUMI 2014



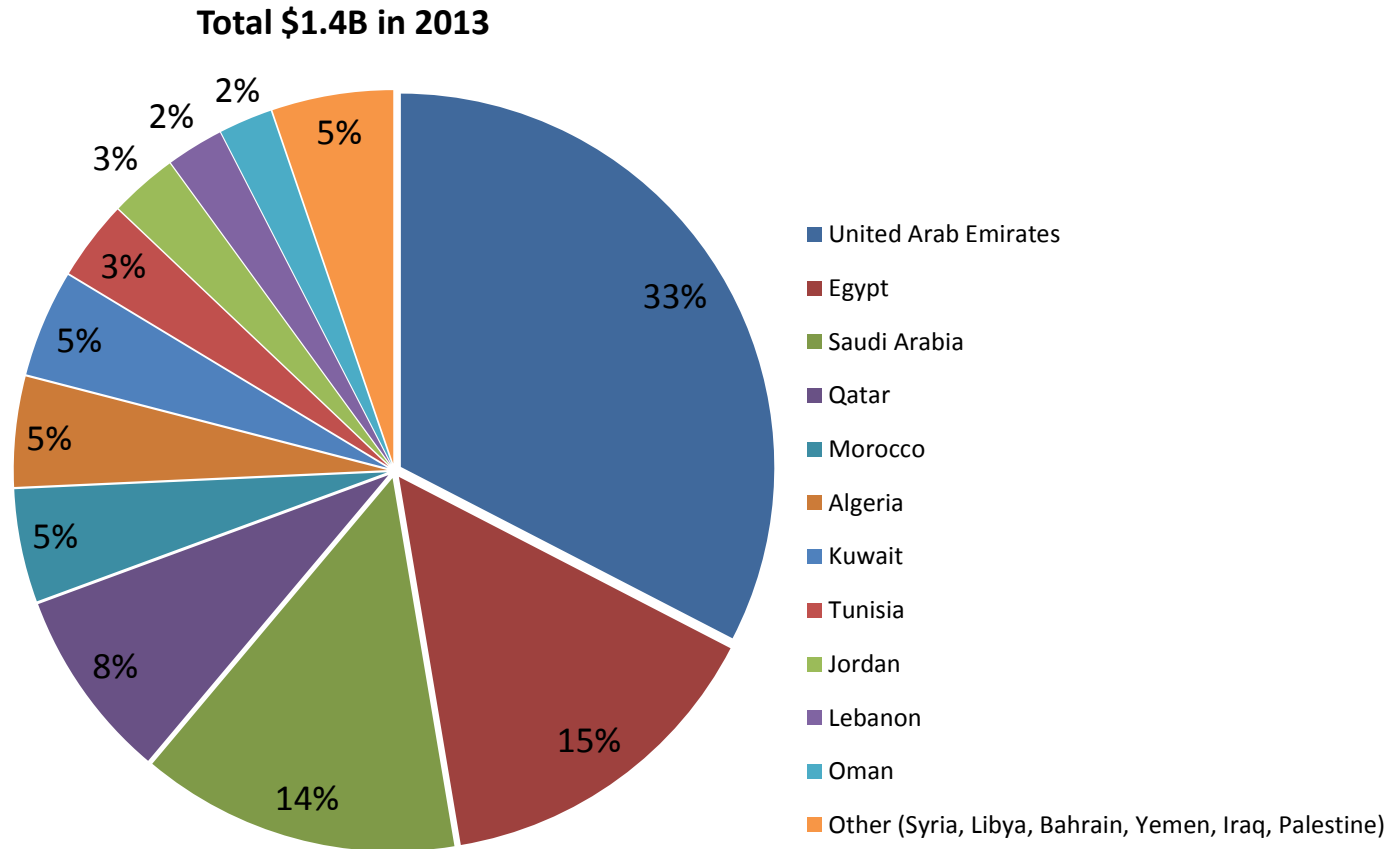
شركة الأردن الدولية للتأمين
Jordan International Insurance

- Middle East Cargo premiums have grown at a different rates due to political unrest and regional issues
- Leading the market in Cargo premiums has been UAE, Egypt and Saudi Arabia

AQABA CONFERENCE

Middle East Premiums (2013)

Premiums split by Country





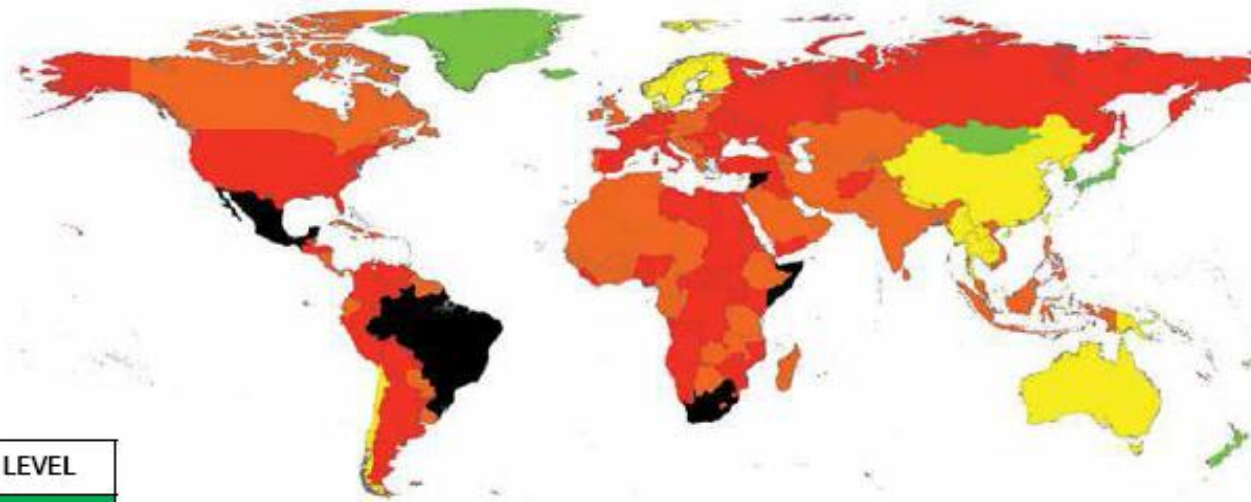
شركة الأردن الدولية للتأمين
Jordan International Insurance

- Regional turmoil in Syria and Iraq continues to pose significant risk to regional trade
- However, there is good news on Piracy off the Somalia coast. As at July 2014 the last successful hijack of a commercial merchant vessel was August 2012, there are still approximately two attempts per month

COMPANY PROFILE

Middle East Risk

Global Cargo Theft Risk - 2014



RISK LEVEL
LOW
MODERATE
ELEVATED
HIGH
SEVERE

Source: Freight Watchers



شركة الأردن الدولية للتأمين
Jordan International Insurance

AQABA CONFERENCE

Technology in Marine Insurance

First Arab Insurance company to innovate Marine Insurance Approach



- JIIG is the second insurance company in the Middle East after global insurer Zurich to sign-on global software firm Oceanwide
- For the first time in Jordan, JIIG has developed a quote and bind system that allows a customer to insure goods by simply completing an online form
- The system can also be used to create a Certificate of Marine Insurance, which can be transferred together with the cargo

Welcome to Jordan International Insurance Marine

Hello, welcome to the Jordan international insurance marine certificate management system. You can use this system to produce Marine certificates for your marine policy, or declare your shipment to us.

If you are already registered then please Login to use the system, or contact us if you wish to register.

Address: JIIG Building, 221 Zahran Street,
P.O.Box : 3253 Amman 11181 – Jordan
Tel: + 962 6 5901150, Ext. 323, Fax: + 962 6 5901161

Copyright © 2012 Jordan international Insurance Company

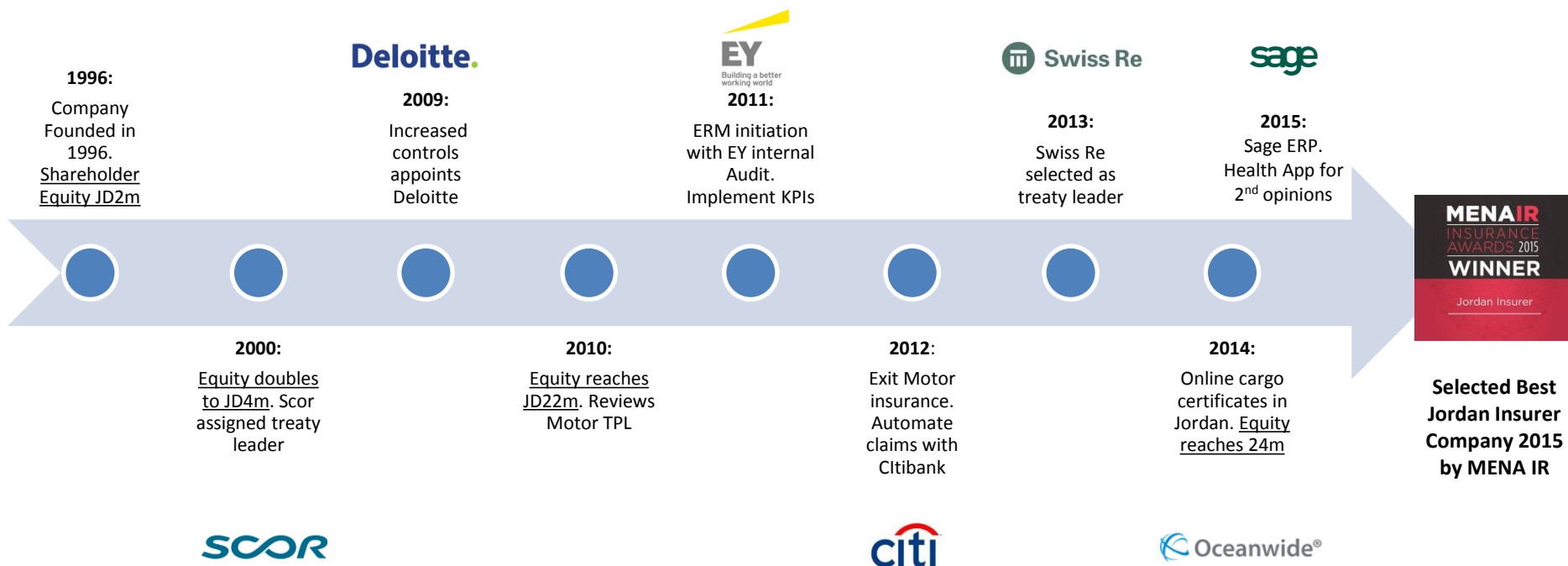


شركة الأردن الدولية للتأمين
Jordan International Insurance

AQABA CONFERENCE

Company History – Best Insurer 2015

Key Achievements and Developments



• **Strong franchise:**
Growing captive client base built over the last 18 years. Reputation for financial prudence, strong client relationships and best in class service

• **Robust Balance Sheet:**
JIIG has consistently grown Shareholder Value through underwriting discipline and investment management

• **Innovation and Service Quality:**
Company has been leading the implementation of technology solutions for insurance product development and business management