

CBMU

Semi- Annual Meeting

May 26th, 2011

Roger F. Ablett
Vice Chairman, AIMU

AIMU

- State of the U.S. Ocean Marine Market
- U.S. Property/Casualty Market
- Significant Issue in the Marine Industry
- Programs Provided by AIMU

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- Contributors to soft market conditions
 - Economic Recession
 - Reduced World Trade
 - Low Interest Rates
 - Excessive Market Capacity
 - Aggressive Pursuit of Growth

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Operating Ratios (2006-2010)

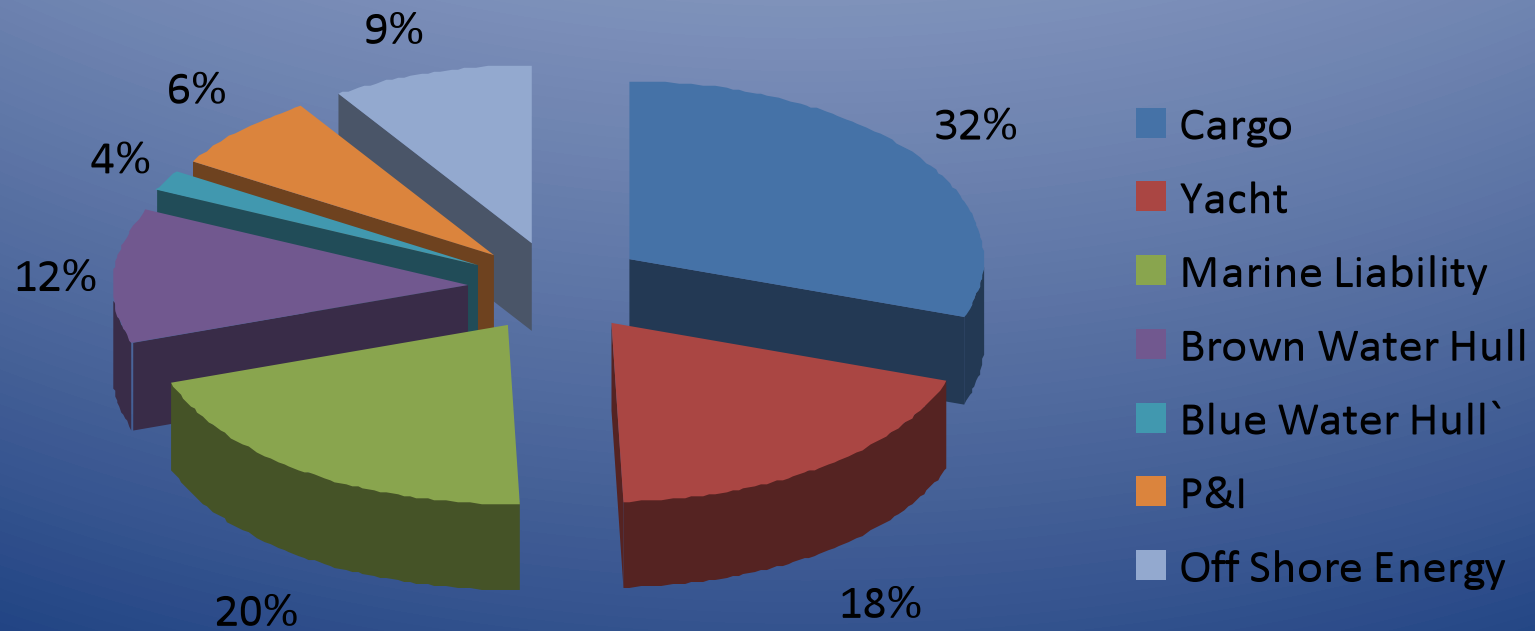
Ocean Marine

	Direct Premiums Written (U.S. \$)	Gross Loss and LAE Ratio
2010	2.2 Billion	83%
2009	2.4 Billion	81%
2008	2.6 Billion	102%
2007	2.6 Billion	82%
2006	2.5 Billion	78%

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U.S. Ocean Marine Premium

2010



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- Sanctions
 - Economic tool to achieve political objective
 - Insurance is a financial transaction
 - Compliance is mandatory
 - Significant fines/penalties for violations
 - Expectation of wider use by more Countries

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- Committees
- Research Papers
- Seminars
- Forms and Clauses
- Educational Programs
- Webinars
- Strategic Planning Session
- Attracting new young talent

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Thank you!