



The Swedish Club

Putting cyber  
resilience on  
the agenda

Collaboration:  
The key to  
the future

**Acting locally**  
The crucial role  
of correspondents



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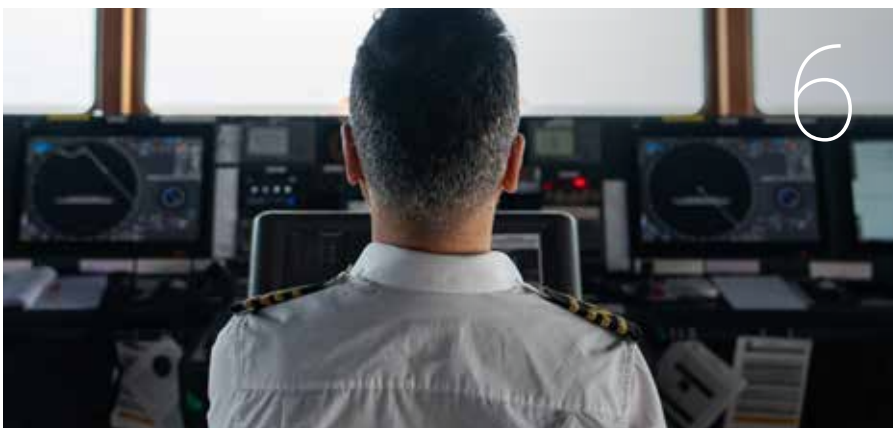
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PR Offset, Molndal 2401pr900

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# An environment of change

**Welcome to the second issue of Triton for 2024.**

The year has become no calmer as we move into the summer. Both the Club itself and the insurance industry as a whole have continued to operate within an environment of change.

In this issue of Triton we invite experts to share their insights into some of the key issues facing us. We provide the inside track on the IMO's current focus on cyber security requirements and the Maritime Single Window, and we continue to provide support and information on the ever-present issue of sanctions.

We also catch up with some of the initiatives that the Club has put in place over the last few months, with a look into the world of correspondents, an interview with some very knowledgeable AI specialists, and an insight into what digital transformation means for those

working for and with the Club. I was honoured to receive an invitation to deliver the keynote speech at Cefor's Annual Dinner and Seminar, during which I had the opportunity to highlight the potential for collaboration in today's unpredictable environment. Internally we have also been looking at ways to align ourselves to meet the future, and the first Club Strategic Summit was a resounding success.

The AGM is next on our agenda and we hope that we will see you there.

Thomas Nordberg,  
Managing Director







## Safety scenario

# Mooring rope caught in the propeller

By Joakim Enström  
Senior Loss  
Prevention Officer



**The vessel was preparing to depart and had singled up. The mooring teams were standing by forward and aft. All members were wearing the correct PPE.**

The Second Officer was in charge forward, assisted by two ABs. The bosun was in charge aft with the assistance of one AB. The Master gave the order to let go all lines.

The bosun was in charge of the mooring winch and the AB was designated to ensure that the mooring rope was stored correctly on the drum. When the last stern line was on board, the bosun realised that his radio's battery had run out. He had been involved in the cargo operation and hadn't found time to charge or replace his radio. He was trying to fix the radio when he suddenly heard a scream and could see the AB was being dragged by the mooring rope through the bollard and hard into the bulwark.

The AB had not realised that he was standing in a rope bight and the mooring rope suddenly came under severe tension. The rope bight trapped the AB's leg and dragged him astern through the bollards and into the bulwark, where he suffered

serious head injuries. The mooring rope had been caught in the propeller and the instant tension caught the AB off-guard.

Because the bosun's radio was not working he had to run to the closest phone, which was on the bulkhead of the superstructure. He called the bridge and informed the Master about the accident. The Master pressed the emergency stop for the engines and ordered the Chief Officer to run down and examine the AB. The Chief Officer gave the AB CPR as he was not breathing, he was taken to hospital where he was pronounced dead.

The forward mooring deck had been painted with non-slip paint, but not the aft deck. None of the objects that are a trip hazard had been highlighted, forward or aft. There were no markings indicating the snapback zone for the mooring lines when the rope was under tension.

The vessel had undertaken a mooring risk assessment for arrival but not for departure. The crew members stated that they had come up with their own routines for departure. No toolbox meeting had been completed.

## Questions

**When discussing this case please consider that the actions taken at the time made sense for all involved. Do not only judge but also ask why you think these actions were taken and could this happen on your vessel?**

1. What were the immediate causes of this accident?
2. Is there a risk that this kind of accident could happen on our vessel?
3. How could this accident have been prevented?
4. Which sections of our SMS would have been breached if any?
5. Is our SMS sufficient to prevent this kind of accident?
6. If procedures were breached, why do you think this was the case?
7. Do we have risk assessments for mooring operations for both arrival and departure?
8. Highlighting hazards is particularly important for the safety of any crew new to the vessel, new hires, cadets and other trainees. Are new mooring party members briefed sufficiently about their duties?
9. Is there a requirement in our company to have a toolbox meeting with all concerned crew members before arrival and departure?
10. Highlighting hazards can be of great assistance and show the dangers. Are trip hazards and snapback zones highlighted on board our vessel?
11. Are the mooring decks painted with non-slip paint?
12. Is there any kind of training that we should do that addresses these issues?
13. What can we learn?



# Putting cyber resilience on the agenda – and keeping it there

Cyber security is back on the agenda at the International Maritime Organization (IMO) Maritime Safety Committee (MSC) this spring. Max Bobys, Vice President of HudsonCyber, told Triton why this is important.

**Ten years ago, cyber security wasn't much on the radar of most shipowners or indeed of many in the broader maritime sector, says Max Bobys. That's changed.**

As he noted in a webinar recently organised by The Swedish Club to discuss the Club's new Cyber Insurance coverage, the conversation around cyber risks has evolved rapidly in recent years. Today we are seeing a 'confluence of interests', from the regulatory, classification and risk transfers sides, as well as from other interests in the maritime sector, all leading to a far more proactive approach to protecting against cyber threats.

## **A serious threat**

Is the industry taking the situation seriously? "I would say that more and more shipping companies are doing so. Obviously, the larger shipping companies with more resources are able to address the topic a little more aggressively, so you tend to see more maturity in terms of cyber awareness training and education,

and that's not a surprise," says Max. "However, many shipping companies are small and medium sized entities, and they may not have the same financial flexibility to allocate to cyber issues at present. Nonetheless, there is definitely an acknowledgement that cyber risks need to be addressed more urgently."

## **Evolution of legislation**

He recalls when he started working with the shipping sector nearly ten years ago. "I was sitting in front of some shipowners and others and talking about cyber threats – and the topic really wasn't on the radar at the time. Over the past ten years, there has been a tremendous evolution.

## **IMO**

The IMO mandates that cyber security has to be incorporated into a ship's ISM Safety Management System (SMS) and that has to be reflected in the Document of Compliance. The degree to what is prescribed and what is required varies in the

Guidelines issued by the IMO in 2017, says Max. "The Guidelines have left much of the interpretation to the company responsible for the SMS, so there are still a lot of ambiguities about how shipping companies handle this requirement."





**"I am pleased to see that there cyber issues are now a recurring topic on the IMO's agenda, in the face of a rapidly evolving and persistent cyber threat environment."**



While the 2017 Guidelines on cyber risk management were intended to be flexible in terms of how they are implemented in an organisation, they do advocate for a top-down approach – "IMO doesn't want them just to be a checklist-based approach, they really want to drive this resilience, and this is articulated clearly in that first version," says Max.

Last year, the IMO stated that Guidelines on Maritime Cyber Risk Management will be revised by the MSC, which will identify the next steps to enhance maritime cyber security. "What will come out of that is still to be determined but I am pleased to see that cyber issues are now a recurring topic on the IMO's agenda, in the face of a rapidly evolving and persistent cyber threat environment."

Regulations are always going to be in catch-up mode when it comes to cyber risk, warns Max. "The IMO is doing its best in terms of driving this. We are seeing maturity in the market on how to approach cyber risk from the educational perspective. The challenge is to maintain and sustain those investments in cyber security. You can put cyber security measures in place, but the work is never done."

### Other industry bodies

Other organisations have been making their own moves. "For example, the US Coast Guard (USCG) has been very forward leaning in driving cyber security requirements for regulated entities under the Maritime Transportation Security Act. The USCG recently clarified authorities for the Captain of the Port around controlling digital infrastructure on board vessels, more robust inspection and search, and ultimately the ability to detain a vessel if it's deemed a threat, i.e. it is predisposed to creating a transport security incident. The UK's Department for Transport issued best practices for ships some years ago and the Maritime and Coastguard Agency (MCA) has issued cyber security requirements such as having a cyber security officer, implementing a cyber security plan and having an incident response plan in place.

"For shipowners, these are indicators of what the IMO may be considering, and of what may be coming down the road in a year or so. Organisations are putting procedures in place and you are starting to see the foundational elements established."

### Custom solutions

This is not a one-size-fits-all matter, however. Max emphasises that there is no single solution or construct that is good for any organisation. "Every company or organisation is different. What will establish a shipping company with 500 vessels as cyber resilient is one thing, but for a shipping company with five bulkers, it will be something totally different."

**"You can put cyber security measures in place, but the work is never done."**

### Sharing information

A major step forward has been increased reporting of incidents and sharing of information, where companies would have been reluctant even to admit to a cyber attack or breach a few years ago. That's crucial, says Max – if one company is attacked, it is likely that the actors involved will be using the same tactics on others. "Ten years ago, no one was sharing information in the maritime domain. Now you have multiple information sharing bodies serving as neutral arbiters of sharing cyber information among shipowners."





### Newbuildings

In another game-changer, the International Association of Classification Societies (IACS) now recognises cyber security as part of its responsibility for ensuring the seaworthiness of vessels, introducing a standardised set of minimum requirements to ensure that newbuildings meet minimum cyber security standards.

### Increasing sophistication

The threat landscape is growing ever more complex, with attacks becoming more sophisticated thanks to the introduction of AI. Some things remain consistent – high levels of phishing continue to be a problem, as does ransomware.

Both seafarers and shore-based staff must be educated and aware of cyber attacks, particularly as phishing attempts have become so ‘personal’ and hence effective.

“The cyber threat activity continues to get more expansive, persistent and insidious, and is constantly evolving and effective,” says Max. “We are

**“It is like tending a garden – there is not one thing that you can put in place and then forget.”**

seeing the rise of autonomous vessels and a lot of money going into AI in shipping. There are organisations looking to invest in large fleets of AI-enabled autonomous vessels. But the introduction of AI means connectivity, with large volumes of data being pushed through satellite connections and shore-based infrastructure. That opens new opportunities for bad actors.”

### Increased vulnerability

The connections, and therefore vulnerabilities to attack, are multiplying. “I can ask a client whether their bridge systems are connected to their operational technology (OT) systems and almost always I hear ‘no, they are separate’. The reality is that sometimes they do touch and, when you dig deeper, some of the information coming from the OT system is being published back to the manufacturer in terms of condition monitoring. What comes out of this is cyber supply chain risk management.

Companies must consider third party risk exposure. Most will outsource to a certain extent some matters to third parties in a Cloud environment. When you outsource a service or function, you have to also make an assumption that the third party is doing the same. You now start to lose sight of your cyber risk exposure. If I am a threat actor, one way to attack my victim is not necessarily directly but through a third party vulnerability – and that is often what happens.”

### A resilient industry

Shipping has always been about managing risk and acting to avoid physical damage to a vessel, and shipping is inherently very resilient, says Max. “Making that leap from all hazards to cyber is not a great leap. Shipping is a high-risk environment and its DNA is very tailored to managing risks. It’s just that until recently, the industry wasn’t doing it for cyber threats.”


While he welcomes all regulations, guidelines and best practice initiatives, Max’s message to ship owners is: “You can’t just be compliance based; you must be more robust than that. Compliance should always be considered the minimum, not the objective. You are falling short if your policy is just to maintain the minimum compliance. That is a problem in shipping, and it varies by company and organisation.”

Finally, he says, there is never an end point. “You must consciously and consistently sustain the investments and the actions in managing these risks. Remember, the threat actors are limited only by their imagination and are not constrained by legislation or compliance requirements. You have to manage your cyber resilience strategy. It is like tending a garden – there is not one thing that you can put in place and then forget.”



# A new era in loss prevention

In a significant development, The Swedish Club has created the new role of Loss Prevention Manager, reporting to the Director of Claims, and with the remit of delivering industry-leading loss prevention initiatives. Martti Simojoki has been appointed to the new position.



**"You need to understand the inner workings of the vessel. You need to know what the crew requires to do a good job."**

**The new Loss Prevention Manager role acts as the focal point of the Club's loss prevention activities. "It's about taking strategic responsibility and leading the team," says Martti. "You need to keep an eye on both internal and external focuses – we have a superb team and it's important that I can really support them in achieving their full potential."**

### A key role

Martti will oversee team development, drive strategic initiatives and engage with members and the maritime industry through various channels to offer support and insights.

Having built a loss prevention department from scratch in his previous role, Martti sees his new position as a significant next step. "Playing a key role in an organisation with such highly regarded and respected loss prevention programmes is very exciting," he says. "Delivering effective loss prevention advice to the Club's members, and the wider community is core to our purpose as a Club, and I am privileged to take on that responsibility."

### Maintaining focus

"It can be easy to get lost with the sheer number of opportunities that are available in loss prevention so you have to be well structured and have clear focus areas, otherwise you can end up trying to do everything and not accomplish very much" he warns. "For example, there are a number of

very important topics such as AI and the environment, but you must also remember to focus on loss prevention areas where you can actually utilise your expertise. The Swedish Club has a reputation for effectively categorising claims and delivering informed and useful loss prevention advice."

### Keeping at the cutting edge

So how do you provide members with advice in new and emerging areas of their business? Martti believes it's very important to make the most of cross industry working groups, in order to keep up-to-date with these new developments. "Cross industry collaboration is very important to the safety of critical industries, such as shipping, and it is very useful to gain insights and advice from other similar but different sectors," he says.

And he knows what he is talking about, having spent more than 20 years at sea as Master on a number of vessels, and two and a half years as a marine superintendent on shore. When asked if

**"We must keep an eye on what's new – emerging claims categories – so that the members know we are looking out for them."**

that experience has made him a better Loss Prevention Manager, Martti says: "Of course you can do the job without having been to sea, but then you will need to gain a deep understanding of vessel operations from other sources. You need to understand the inner workings of the vessel. You need to know what the crew requires to do a good job and you also need to get their attention. Understanding procedures is important - how you can make a difference between something that is seen simply as a compliance exercise and something that really matters."

### Effective communication

This experience has also taught Martti how to persuade and convince people to change attitudes – when working with onshore personnel such as DPAs





and ship managers or working within the more hierarchical structure with crews on board ship. "If you understand the hierarchy and the type of people in those roles, it makes it much easier to communicate with them," he says.

When asked what makes good loss prevention advice, Martti is clear: "People receiving advice need to know that the people giving them that advice know what they are talking about. You need to know who it is you are trying to address. Is it the crew only? Is it others in the

decision chain? You also need to look at routes to getting the messaging across. When I was at sea, the crew consisted of various ages, which raises the question: where are they getting their information? Is it social media? If so, what type of social media, and what is their media behaviour?

"It's important not to be too modern and it's important not to be outdated. We must understand the preferences of the different people within the decision-making chain, and it may be best to use multiple channels," he adds. "It's also important to affect multiple senses when trying to share knowledge."

He also learned to be proactive. "For example," he says: "Small things like encouraging informal briefings before activities, such as mooring, can greatly improve peoples' situational awareness."

### Implementing loss prevention advice

Proper implementation is of key importance, when it comes to loss prevention. Martti agrees that outcomes can be measured, but how do you actually make sure that people carry out the loss prevention advice they are given in the first place? He believes that you have to make the advice engaging and relevant to the issues that you are facing. "Different company cultures may call for advice to be delivered in different ways," he says. "You might need to work with partners or deliver the learning through crew or officers' conferences. The idea is to see how the advice is received and then to adapt the approach accordingly. This means that we have to utilise the expertise from our local teams to deliver a truly global loss prevention service."

### Areas of focus

Martti sees three key areas of focus for the team:

Firstly, he is very enthusiastic about the potential of the Club's proactive loss prevention tool, TELP. "It is important to develop offerings that are meaningful to members and therefore help increase the Club's competitive edge," he says. "TELP can assist in so many areas and can make a real difference operationally. The regional offices are essential to the

success of loss prevention initiatives, he says. "The Club must deliver a global loss prevention offering, so we need to devolve expertise towards the teams. Loss prevention should be part of everyday life for those working locally. They have direct contact with our members, and of course the members are able to feed back through their own contacts in the teams. This collaboration is very important as we can find out what the members are interested in, understand the member profile in terms of vessels and then service those members."

Finally, he focuses on the claims themselves. Some claims, like machinery claims and navigational claims are here to stay, he says, but the Club also needs to evolve and manage change. "We must keep an eye on what's new – emerging claims categories – so that the members know we are looking out for them."

### Working together as a whole

Collaboration is also the watchword within the Club itself. "Loss Prevention must work closely with all areas of The Swedish Club, specifically Claims and Underwriting, so that the three pillars of the Club work closely together," says Martti.

### A global family

Finnish by birth, but with relatives spread across the globe, Martti has lived in Kenya, Switzerland, Finland and Sweden – and that excludes his time at sea. "I feel very much part of a global family," he says, "but when it comes to the bottom line, my own walls are important. I can feel at home even on a ship."

Unsurprisingly for someone who was taken sailing at the age of two months, Martti is a keen sailor. He has moved to Gothenburg and his family will be joining him once the children's schooling allows. He is selling his motorboat in Finland and will be looking to purchase a new one in Sweden, where he is sure to find plenty of good advice from the many sailors working at The Swedish Club.

**"Loss Prevention must work closely with all areas of The Swedish Club, specifically Claims and Underwriting, so that the three pillars of the Club work closely together."**

# Collaboration – the key to the future

Thomas Nordberg joined prominent figures from the Nordic shipping community in April, when he was invited to deliver the keynote speech at the Nordic Association of Marine Insurers' (Cefor) annual seminar and dinner, held at the Grand Hotel in Oslo. He used the opportunity to call for greater cooperation in the Nordic marine insurance industry, emphasising its key role in ensuring the maritime industry meets the challenges of today's uncertain operating environments.





Enhanced collaboration in a competitive landscape is the key to the future, said Thomas. "A joint approach to high priority industry challenges, commonly driven by factors outside the scope of our control, is the only way to cut through the uncertainty that marine insurers face in today's global society," he said. "We need to be future looking with the benefit of many minds. At present market complexity can be such that it is difficult to even phrase the question, let alone seek the answer, as the world is changing so fast."

### Escalate and accelerate

He emphasised the need for the Nordic marine insurance industry to escalate collaboration wherever possible and take a joint approach to accelerate innovation and progress in strategically important areas. "Not only will this ultimately offer benefits to our members and clients," he said, "but it will also protect and strengthen the Nordic marine insurance market's position in relation to London and the global markets."

### A unique market

Thomas also complimented Cefor for playing a very important role as a coordinating force and strong industry voice in the Nordic marine insurance market.

"The Nordic market is very strong," he said. "Nordic hull premiums exceed all other markets, and we have a unique operating culture. Insurers tend to engage in less outsourcing, with investment in in-house resources and organisations. We value close and long-term client relationships and demonstrate stable pricing and offerings over time. And, of course, we have our very own and very successful Nordic Plan."

The region already has a demonstrable track record of profitably working together through Cefor, said Thomas. "Not only do we have contemporary and up-to-date marine insurance conditions, but Cefor is a leading provider of statistics, influencing framework



conditions and building competence in the group. Collectively we already have a strong industry voice."

### A common interest

During his speech he outlined several areas where he considers cooperation would be most effective, highlighting geopolitics and digital transformation as essential points of focus. "We all know how valuable the IG Sanctions Committee has been in supporting clubs and their members," he said. "Similar initiatives in other key areas of common interest could deliver the same benefits."

## “Enhanced collaboration in a competitive landscape is the key to the future.”

### Geopolitics

For example, in today's geopolitically turbulent world, clubs and marine insurers are all actively seeking relevant information to stay tuned and responsive, but on an individual basis, he explained. "A better coordinated approach in collecting geopolitical intelligence, how to read and understand it, and collectively responding to it would be for the common good of our industry, our members and clients."

### Digital transformation

With digital transformation too comes the opportunity to share resources and make real inroads into appreciating how new technology can impact on our understanding of risk and improve our operations, said Nordberg. "Hand in hand with rapid digital transformation advancements, we are facing escalating IT security industry threats, to which we may benefit from responding as an industry."

"We should also consider how to jointly address the growing ethical concerns associated with the use of AI in our business. We need to set agreed standards and ethical guidelines in this respect to safeguard a transparent, fair, and sustainable use of AI in our industry. The establishment of industry wide innovation centres, research grants and wider investment will all go towards helping us achieving more and better together."

### Competition

However, he also underlined the importance of competition: "It is good for our clients, and keeps our businesses responsive and forward looking," he said. "As we all know, with collaboration comes great responsibilities to our customers."

# Club uses AI for insight into claims

The Swedish Club has entered a partnership with RISE, the Research Institute of Sweden, which will use Artificial Intelligence (AI) and Machine Learning (ML) to analyse the Club's claims data to deliver an even deeper understanding of risk. Triton finds out more.

**Don't be afraid of probabilities – if you have control of them, they are your friends. These are the reassuring words of Anders Holst, a senior research scientist at RISE. As a member of the board for the Swedish Artificial Intelligence Society, he says the same about AI – while noting: "AI is, however, not simple, and you cannot just take an off-the-shelf AI package for whatever you want. You need to understand the context and what the data means if AI is to deliver a meaningful result."**

## A true partnership

Stella Riad, Data Analysis Director at RISE, agrees: "When it comes to AI, you need to really understand the problem you want it to solve. At RISE, we have expertise in both AI and the maritime sector, and so our close collaboration with The Swedish Club, will provide both organisations with the opportunity to thoroughly understand the problems and challenges of using the technology."

Peter Stålberg, the Club's Senior Technical Adviser for Claims, explains the rationale behind the new partnership. "Clever conclusions can improve the safety of maritime," he says. "We believe that our work with RISE will benefit the Club, our members and the wider shipping community."

## In depth knowledge

"RISE is an excellent organisation with a lot of resources and very skilled people with expertise in mathematical sciences, statistics and AI. In addition, RISE previously merged with SSPA Maritime Centre, the Swedish maritime test and research organisation. It is really positive to work with RISE because they have this domain knowledge," adds Peter. "The RISE team will help us analyse our data and give us insights into our business to assist with making business decisions



Stella Riad,  
Data Analysis Director, RISE

– but this is a two-way partnership, as our data, provided anonymously and confidentially, can feed into SSPA's government-funded research in the maritime safety area."

## Understanding risk

The RISE-Swedish Club project is all about risk and probabilities, says Anders. "We are dealing with a lot of data but hopefully not many accidents or incidents every year. In that sense it is 'small data' with only a few samples of interesting information among rather a lot of other data. We need to extract what we can from that."



Anders Holst,  
Senior Research  
Scientist, RISE



**"We believe that our work with RISE will benefit the Club, our members and the wider shipping community."**

Peter Stålberg,  
Senior Technical Adviser



Stella adds: "This is a way for The Swedish Club to get ahead and gain a competitive edge. There is a lot of talk about AI, but what's important is how you implement it and act on it to make a difference."

These are early days for the partnership, but Peter expects to see some initial findings mid-year - "and by the end of the year we should have some information that we can implement", he says.

"When properly deployed, AI can find things that we could not. Even with our experience and a lot of gut feeling, we still don't necessarily understand all the connections in risk. We have to be humble about that. But at the same time, we should also continue to trust that gut feeling and our own experience – there are still things that AI cannot really judge or predict."

"People might ask, what can you do if everything is random; people are unlucky, there are storms, thefts in the port, collisions, etc.? The point with insurance is that you can't really say that a particular ship is going to have extremely bad luck. But you can draw conclusions on a larger scale if looking at a whole fleet of ships and you establish that there is a specific risk of something happening.

this into a mathematical algorithm model which will tell you something about the ship you are looking at.

"As a mutual insurance company, we have an obligation to our members to provide them with the most insightful information to help them avoid accidents. Our work with RISE will ultimately feed into loss prevention as well."

"If you have a large fleet or a lot of customers, you can say something about how many accidents you can expect and start rating them; some may have more risky behaviour or go to places known to be more prone to various crimes or risks. If you can accurately judge these different fleets and ships behaviour-wise and translate that into the risk level as accurately as possible, then you can make an even more well-informed insurance decision."

### Quality data

Peter adds: "That is what we are looking for, to understand risk better. As a club, we took a wise decision 20 years ago to extensively data-profile all the claims we have. Our data has been consistently collected for a long period. It is this good-quality data that we want to turn over and analyse. If you are sitting on a large amount of information, it makes sense to use it to its fullest."

### Gaining understanding

This is definitely not about putting underwriters out of a job, he emphasises: "It is another tool in the box for our underwriters. The benefit for us as a club is to gain a deeper understanding of risk and how the various features in risk are related. Via a machine learning model, we can transfer







# The view through a Single Window

A 'Single Window' for ship data exchange became mandatory in ports around the world from January this year. In an interview with Triton, Nico De Cauwer, Secretary-General of the International Port Community Systems Association (IPCSA), explains this significant step in the acceleration of digitalisation in shipping and its benefits for the shipowner.

**In January 2024, amendments to the International Maritime Organization's (IMO) Facilitation (FAL) Convention entered into force – making a Maritime Single Window for data exchange mandatory in ports around the world. Public authorities are now required to establish, maintain and use Single Window systems for the electronic exchange of information required on arrival, stay and departure of ships in ports.**

## One point of entry

But what is a 'Single Window'? Nico De Cauwer explains: "It's important to emphasise the 'Single' – the electronic transmission of data is required to be combined or coordinated, to make sure that information is submitted or provided only once and re-used as much as possible. Having said that, there are numerous examples of double-glazing, if you like – with several 'windows' being set up, so that systems are still not as streamlined as they should be."

For some ports, this is not a new concept. At others, it should eliminate the dreaded paperchase – with all the inefficiencies, inaccuracies, duplications and delays caused by the use of physical documents.

The whole point of Single Windows – and harmonisation of submission language – is to provide a smooth, simple exchange of information, which is crucial to the swift movement of cargo and therefore contributes to trade facilitation, explains Nico.

"Our role as IPCSA is to advise ports and countries to have some kind of single submission portal where you bring everything together," he says. "We advise a Port Community System (PCS) as an entry point, with all the other systems behind that, including Customs, Maritime Single Window and any other trade window. But we do emphasise the need for one major entry into the system."

"There is nothing wrong with the concept of a Single Window but people often call each and everything a Single Window,



**"It should eliminate the dreaded paperchase – with all the inefficiencies, inaccuracies, duplications and delays caused by the use of physical documents."**

**“From the shipowner’s point of view, a key problem is having to submit the same set of declarations into each and every port they are visiting.”**

which is not helpful. It can be better to talk about a ‘single front door’, because a house always has multiple windows!”

### **A matter of definition**

Ideally, of course, member states should have had their Single Window system in place from the beginning of this year. Many do not.

“In the countries that don’t have a system and are doing everything on paper, going electronic will be far more efficient for them,” says Nico. “However, the definition of electronic can be all sorts of things. An Excel spreadsheet or PDF is electronic. If a state says OK, we have one central mailbox and ship agents or carriers should submit their declarations as a PDF into that, it can claim to have an electronic Single Window in place. However, that’s really not what it should aim for – it needs to set up a central platform or system.”

**“Regulation is one thing, implementation is another.”**

### **Why is it an improvement?**

Who benefits from an efficient Single Window? “Everybody,” says Nico. “You no longer have to go from A to B to hand over papers, get documents approved and stamped, and so on. That might have been OK 20 years ago, but trade was not moving as fast then as it is today. If you put all this data into a platform, you can start sharing the information – port to government or vice versa – that the vessel is coming into port. The ship agent has the advantage

of having only one address to go to in order to submit the required information, including waste, dangerous goods (DG), International Ship and Port Facility Security (ISPS) and health declarations. This means the sender and receiver of the information can do so much more – having all the data in one digital place is much more optimal. States can gain more Customs revenue due to a better quality of information and more timely submissions.”

### **Variation across ports**

The ultimate goal of a successful Maritime Single Window is to have all declarations and approvals complete before the vessel even arrives in port. However, the IMO regulation doesn’t define the exact scope of what a Maritime Single Window should cover. A state might pick out just three of 20 declarations to be submitted this way, with the rest submitted via a mailbox or even paperwork. Clearly, implementing all 20 through the Maritime Single Window will deliver the most efficient processes.

From the shipowner’s point of view, a key problem is having to submit the same set of declarations into each and every port they are visiting, and that problem has yet to be solved.

“BIMCO is arguing for a central point where some of the declarations are exchanged between ports and states,” says Nico. “Of course, that would be an ideal world – but it would not be easy to achieve because you have country-specific legislation to consider. A port might be able to take out the information needed from a single node, but what is



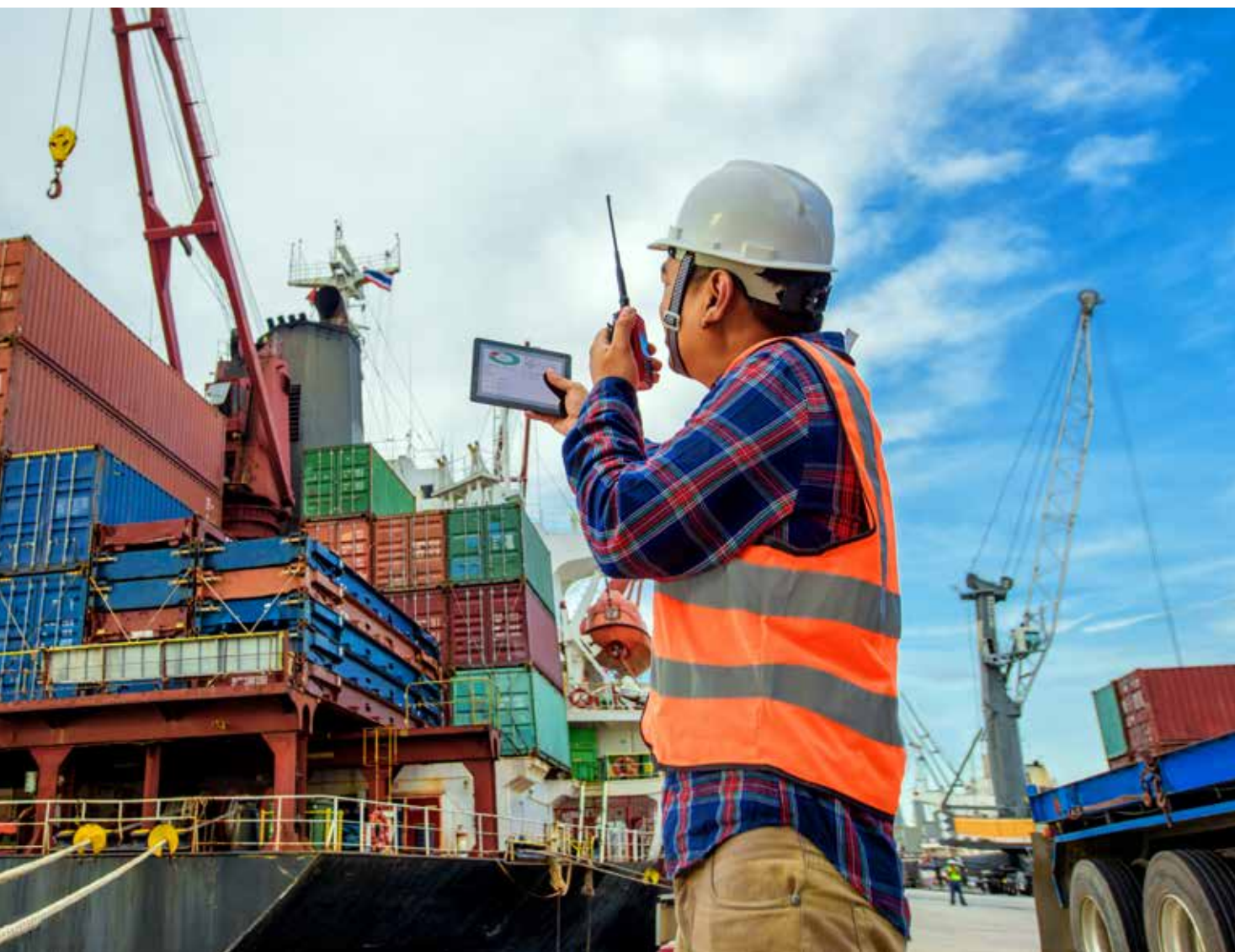
the quality of the information and who has validated it? The captain or ship agent still needs to validate the information, because they are still responsible for all the data being declared.”

### **Forthcoming EU regulation**

Harmonisation and standardisation of data is essential, and the EU too is now working towards this with its new Maritime Single Window regulation, says Nico.

“As a carrier and shipowner, you would have the advantage that you can develop these messages in your carrier system and send them out at least to the 27 EU countries. At present, the message in Belgium will be slightly different to the message in the Netherlands or France.” This level of detail is not covered in the





IMO regulation, but the EU concept could be a model for other regions in the future, he explains.

### Connectivity

Ever-improving ship connectivity will also be transformational. Captains often send all the required data in Excel spreadsheets to the agent, who will then rekey or copy and paste into the Maritime Single Window. Again, it's duplication of effort, and errors can creep in. "Improved ship-to-shore communication will allow for data to come directly from the vessel into the Maritime Single Window," says Nico. "That sounds simple too – but then we have to consider cyber security and the risk associated with a vessel being directly connected to other systems. And you can't expect one vessel to be connected to maybe 200 systems around the world."

### The importance of implementation

IPCSA has organised webinars and workshops explaining the Maritime Single Window regulations. As Nico says: "Regulation is one thing, implementation is another. We are keen to explain who needs to be using the Maritime Single Window and how they need to do this. While states and ports are free to choose how they implement the Maritime Single Window, standardisation is key. However, as with so many such initiatives, the complexity is not necessarily in the technology but more in the people and how they collaborate and build trust."

In conclusion, Nico emphasises how much has been achieved already. "While there are still a lot of places where paperwork must be handed over, many

more ports can now handle declarations in an electronic way or via PDF. Having said that, for anyone dreaming of a fully digital world where they can do their tasks, we are still far away from that."

He welcomes the IMO regulations and foresees further guidance. "As the IMO goes deeper into the regulations, there will be more specifics and details around how a Maritime Single Window should operate. In that way, shipowners and carriers will reap even more benefits."

# Digital transformation: Seeing beyond the hype

Interview – Magnus Axelsson, Director of IT and Digital Transformation

**The buzz around digital transformation isn't just hype—it's a big deal for businesses trying to stay competitive in today's tech-driven world. But what does it mean and why is it so important? Triton asked Magnus Axelsson for an expert insight into the subject.**

"Digital transformation is actually a very simple concept," he says. "It's really about using technology to make a company work better. Those of us who remember the days before PCs, mobile phones and

the internet have already been at the beginning of that transformation. We are now at the stage where we are using computers and internet connectivity to make our businesses operate more swiftly and intelligently."

This involves using and analysing large volumes of data to inform a company's strategic decision-making, as well as using robotics and automation to carry out these tasks quicker than possible before, explains Magnus.

## **Adapting to the future**

The Swedish Club is committed to a process of digital transformation to ensure a successful future for the Club and its members. "Everyone in the organisation needs to be open to change and ready to learn new things," he says. "And we have to be ready to adapt quickly to whatever comes our way."

So what exactly will we be facing in the future? Digital transformation involves leveraging the latest advancements in technology, such as cloud computing, artificial intelligence, data analytics, Internet of Things (IoT), and automation, to streamline processes, enhance efficiency, and drive innovation. But it isn't just about implementing new technologies, emphasises Magnus, it's about fundamentally rethinking how business is done in the digital age. "Successful digital

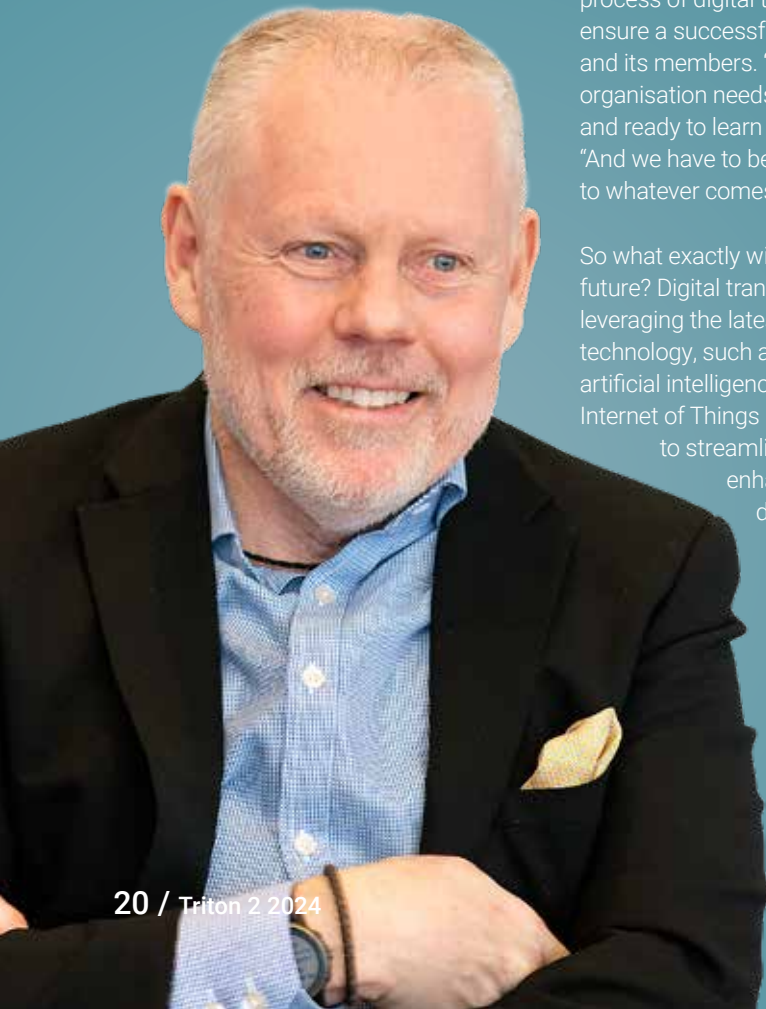
transformation initiatives require strong leadership, strategic planning, and a commitment to embracing change throughout the organisation. It's too easy to think about IT when we should really be focussing on people and processes," he says.

**"To ensure that we are meeting our clients' needs we must understand how we interact with them, map their journey, and make all touchpoints as smooth as possible."**

## **What does this mean for members?**

Digital transformation today is very much interlinked with everything we do, explains Magnus. Sales and underwriting, loss prevention and claims handling – all must be totally customer-centric to deliver top class service and products, and digital transformation can help with this. "Although face to face contact is paramount, there is a role for enhanced digital solutions," he says. "To ensure that we are meeting our clients' needs we must understand how we interact with them, map their journey, and make all touchpoints as smooth as possible."

"We need to make it easy to work with The Swedish Club, and embrace digital solutions to help achieve effectiveness and high customer satisfaction. Do we have digital platforms supporting our client's needs? What channels do they use? We currently interact through SCOL, TELP and our corporate





website, but these are mostly one-way communication, and must be developed in the future to allow two-way information flow,” explains Magnus.

### Our people

Magnus believes that the success of digital transformation is down to the mindset of the people who work for a company. “Our claims handlers and underwriting teams constantly deal with brokers and members, so we must rely on them to communicate with our partners and provide feedback on opportunities where digitalisation can enhance our relationship. We need to have everybody aligned to our prioritised goals and targets. At the same time it has to be understood that many people need support in adapting to new things, and that’s the point where an organisation has a role to play in helping them to handle change. This is an area where the Club is very proactive, as demonstrated by the internal Summit that was held at the end of April.”

And it’s a two-way street, he says. “If you can measure and celebrate digital success, this will make it easier for everyone to understand that digital tools are beneficial for higher output and ease of workloads.”

### Partnerships

Digital transformation can also come into play with collaborations and partnerships, says Magnus. “We need to understand our ecosystem and not be afraid of contacting suppliers within the maritime sector in order to broaden our views and obtain more data. This is where the whole ethos of collaboration comes in,” he says.

## Digital Transformation

The foundation behind digital transformation includes several key elements:

- 1 Data-driven decision making**  
Utilising data and analytics to inform business decisions, such as identifying trends, optimising processes, and improving customer experiences.
- 2 Customer-centric approach**  
Prioritising the needs and wants of customers and using digital technology to enhance their experiences.
- 3 Digital culture**  
Embracing a culture of innovation and continuous improvement, with a focus on experimentation, learning and adaptation.
- 4 Workforce development**  
Up-skilling and re-skilling employees to meet the demands of a digital world, including providing training and support for digital tools and technologies.
- 5 Agile processes**  
Implementing agile and flexible processes to quickly respond to changing business requirements.
- 6 Technology infrastructure**  
Investing in the right technology, platforms, and tools to support digital transformation initiatives and drive business growth.
- 7 Collaboration and partnerships**  
Building strong partnerships and collaborations with key stakeholders, including customers, employees, partners, and suppliers.
- 8 In-line with clear goals and strategies**  
Clear synergies between the transformation and the company goals, this should be the main driver for the activities carried out under the transformation.



# Major update to Russian oil price cap system

For many people 14 February 2024 was a day of romance. For the shipping industry however, it heralded yet another chapter in the ongoing battle to properly implement the sanctions regime imposed on Russian oil.

**The story began in December 2022, when members of the Group of Seven (G7) advanced economies, and Australia, imposed a USD60 per barrel cap on Russia's seaborne exports of crude oil. Under the sanctions imposed on Russia, only oil sold below this threshold can be insured by operators and insurers based in the EU or other signatory countries.**

The intent of the price cap was to maintain global oil flows and protect energy security while constraining Russian revenues that could otherwise be used to fund Russia's war of aggression against Ukraine.

This system relies on an attestation process which demonstrates that the Russian oil (or oil products) has been purchased at or below the price cap at the point of loading.

The latest major update to these rules, introduced on 14 February, now calls for an attestation for every voyage.

What does this mean practically for Club members?

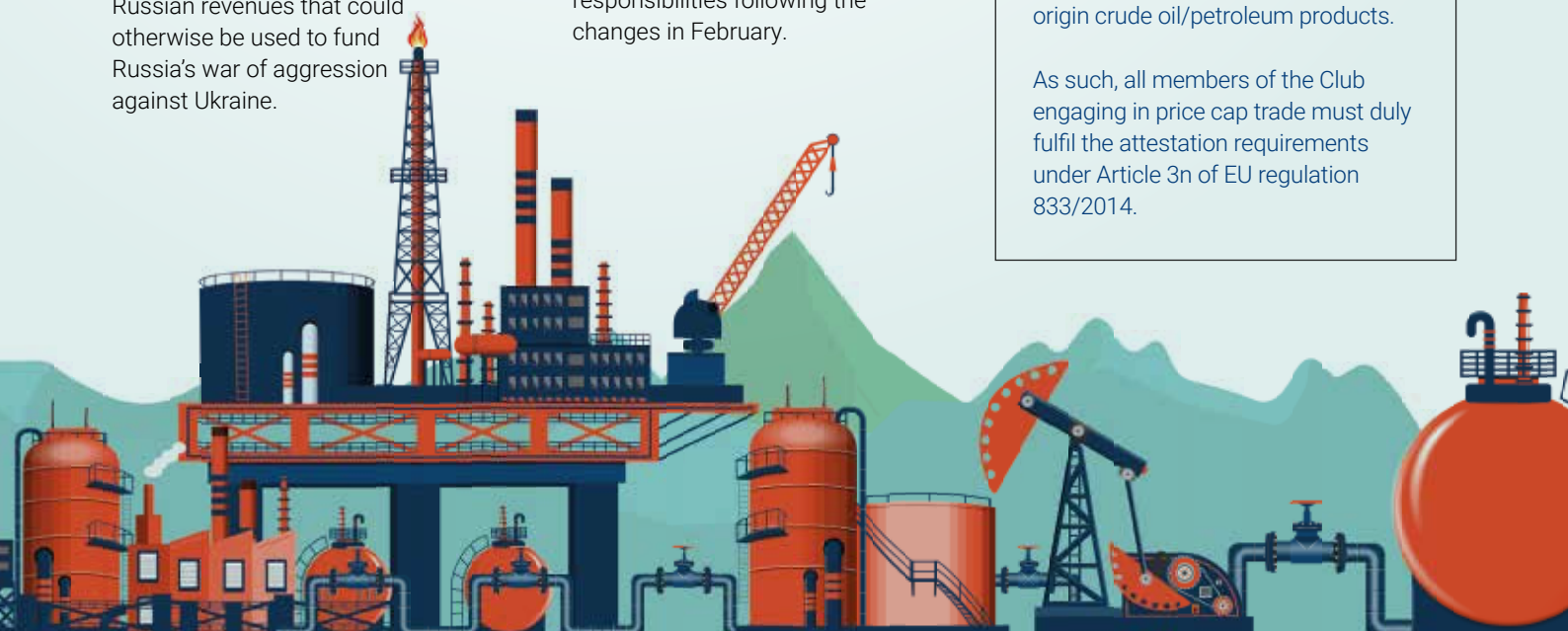
This article provides a broad overview of an operator's responsibilities following the changes in February.

## Implications for Club members

The Swedish Club is an EU-based insurance company and as such must adhere to EU sanctions regulations.

The EU price cap sanctions regime takes the form of an insurance ban. It makes it unlawful for an EU entity, including The Swedish Club, to insure trade performed in breach of the G7 per-voyage price cap on Russian origin crude oil/petroleum products.

As such, all members of the Club engaging in price cap trade must duly fulfil the attestation requirements under Article 3n of EU regulation 833/2014.





# Per-voyage attestation

It is a requirement that a per-voyage attestation is provided to the Club for all trades involving transportation of Russian origin crude oil and/or petroleum products. This per-voyage attestation must be provided to The Swedish Club within 30 days of loading.

It is sufficient to provide one attestation for the voyage, even if the vessel has several insurance classes with The Swedish Club. So, for a vessel with P&I, H&M (lead) and War Risk (follow), The Swedish Club requires one per-voyage attestation only. Vessels entered with The Swedish Club's UK branch must provide the information in a SPIRE report.

## Ship-to-ship Transfer (STS)

If cargo is transferred by way of STS operations, it is a requirement that a per-voyage attestation is provided within 30 days of the STS taking place.

The per-voyage attestation relates solely to transportation of oil by the ship – without any reference to who is the owner of the vessel. If both vessels involved in the STS are owned by different owners, the attestation will need to be provided by both members.

## Follow line business

Where The Swedish Club is a follow line underwriter, the Club requires that a per-voyage attestation is provided by the member.

For follow line business, the attestation can be addressed to either The Swedish Club or to the lead underwriter (provided that the attestation is signed by the party that entered into the insurance contract with the Club).

The Swedish Club is unable to accept the attestation provided by the member to the lead underwriter if the attestation is either a) not signed by the party that entered into the insurance contract with The Swedish Club or, alternatively, b) is not on an acceptable wording.

## Acceptable per-voyage attestation wordings

There are at least three per-voyage price-cap attestation wordings in the market:

- IG P&I per-voyage Attestation wording
- Cefor per-voyage Attestation wording
- Lloyd's Market Association (LMA) wording

The IG P&I wording and the Cefor wording are almost identical – with minor changes in the Cefor wording to take account of the fact that marine insurance is a subscription market with lead and follow underwriters.

Which wording that is acceptable depends on the insurance class. In general terms, The Swedish Club will always accept the IG P&I per-voyage wording. A summary of the insurance

class and acceptable attestation wording is set out in the table below.

## Signing the attestation

The member party that entered into the insurance contract with The Swedish Club is to sign the attestation. The Club will not be able to accept an attestation from any other party (such as the registered owner – unless the registered owner is the party that has entered into the insurance contract with the Club).

## Breach

Trade involving transportation of G7 price-capped cargoes where no attestation has been provided to the Club within 30 days of loading will be in breach of applicable sanctions regulations. As such, there will be loss of any insurance.

Insurance category	Attestation wording
P&I	IG
Charterer's cover	IG
Marine	IG or Cefor or Lloyds LMA
Other insurance	IG or Cefor or Lloyds LMA

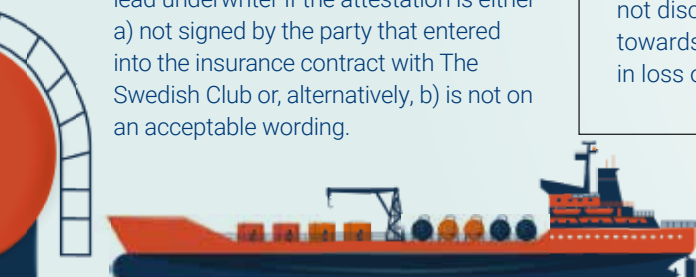
The IG attestation wording and Cefor attestation wording can be found at: [www.swedishclub.com/insurance/forms](http://www.swedishclub.com/insurance/forms)

## Itemised price information for ancillary costs

There is a new requirement for members to provide itemised price information to The Swedish Club upon request within a period of 30 days. A failure to meet this requirement may lead to the member not discharging its obligations towards The Swedish Club – resulting in loss of insurance cover.

Further details of the price cap and how it affects insurance cover can be found in the P&I Circular of 2 February 2024, as issued by all International Group Clubs – as well as in Marine Circular of 14 February 2014, as issued by Cefor members. Subsequent Circulars provide additional information.

Please visit the Circulars pages on The Swedish Club website.



# Acting locally: The crucial role of correspondents

Correspondents are often the first point of contact for members requiring assistance in a port. Triton spoke to Hans Filipsson, Senior Adviser and Correspondent Manager at The Swedish Club, about the enduring importance of this unique network of experts.



**The Swedish Club's staff are known for their 'can-do' approach to everything. But there is one thing they can't do – be everywhere all at once. That's where the Club's correspondents come in, acting as the Club's ears and eyes, and providing legal, surveying and technical support in more than 375 ports around the world.**

## **Global support network**

When the Club was founded in Gothenburg in 1872, it was as a mutual insurer for Swedish shipowners with vessels flying the Swedish flag. However, its members were trading worldwide – and communication was certainly not what it is today. "As an insurance company, the Club needed to build up an extensive global support network," says Hans Filipsson. "Of course, years later, it was decided to offer insurance to vessels flying foreign flags, so that network of correspondents became even more valuable."

## **On the spot**

And today? "Correspondents are still a very important part of our global claims handling and are often the member's

first point of contact on board in the event of a claim. Shipping is 24/7, all year round; from that perspective, whether an incident occurs on a Saturday night or on Christmas Eve, we can make a call and give instructions to someone who is already in the location."

Communication is clearly a good deal better than a century-and-a-half ago, with emails and mobile phones making contact easy. However, the value of having dedicated specialist support is clear for both Club and members.

## **Inside knowledge**

Hans worked as a correspondent and surveyor himself, running his own company covering all the Swedish ports, before joining The Swedish Club in 2010. He has now taken on responsibility for working closely with the correspondents, to ensure good lines of communication

**"The benefit of having a strong network of experienced correspondents is that their local knowledge and wisdom can help to ensure that things go right."**



# What is a correspondent?

A correspondent, is a local representative appointed by a P&I club in a specific geographical area or port. Correspondents act as intermediaries between the P&I club and its members, providing assistance and support in various maritime matters.

Club correspondents typically comprise a diverse range of professionals with expertise in maritime law, insurance, shipping operations, and related fields. They may include:



## Maritime lawyers

Legal experts who specialise in maritime law and provide advice on legal issues such as claims, liabilities, and disputes.



## Claims handlers

Professionals responsible for managing insurance claims, assessing damages, and negotiating settlements on behalf of the P&I club and its members.



## Surveyors

Experienced individuals who conduct inspections and assessments of vessels, cargo, and maritime incidents to determine the extent of damage, liability, and risk.



## Loss adjusters

Specialists who investigate insurance claims, evaluate losses, and recommend appropriate courses of action to mitigate risks and resolve disputes.



## Marine consultants

Advisors with comprehensive knowledge of shipping operations, regulatory requirements, and industry best practices, offering guidance on various maritime matters.



## Local agents

Representatives familiar with the ports, customs procedures, and regulatory frameworks of specific regions, providing logistical support and assistance to vessels and crew.

and understanding for both sides, to support the new generation coming through, and to refine relationships wherever needed in order to maximise the benefits of these partnerships.

## The working relationship

Identifying a correspondent does not represent any kind of contractual or agency relationship between correspondent and The Swedish Club,

Hans emphasises. In the event of a casualty, the owner and the Club should be notified first; the formal appointment of a surveyor should always come from the Club.

“Correspondents are not agents for the Club and are not automatically authorised to operate on behalf of us, but they will usually act for the shipowner or charterer whose ship is entered with the Club.”

In busy ports such as Rotterdam or Singapore, there will be several correspondents – in smaller, more remote locations there will likely be only one, probably covering several ports. “It is important to access the highest levels of expertise that we can, and so to a great extent we may find ourselves using the same correspondents as other clubs within the International Group, especially in the smaller ports, because

there will not be so many alternatives. In some circumstances it is possible that we might agree with another club to carry out a joint survey, but if there is any conflict of interests it is likely that we will appoint another company.”

### Providing a clear picture

What does The Swedish Club expect of the correspondents it works with? Hans says that if a shipowner calls, the claims teams will usually contact the relevant correspondent, asking them to act on the Club’s behalf and according to its instructions.

“What we want from the correspondent is to quantify and explain the claim as well as possible and from there we will see if it is covered under the insurance. We want to have a clear picture – what kind of claim is it, how big, what do we expect in money terms and is it transparent. We then carry out claims handling and adjusting in-house. The correspondents are like an extension to our surveying capacity.”

### Specialist expertise

The Club’s complete offering, providing both H&M as well as P&I cover, leads to a range of requirements: “We might have one for H&M because of their technical abilities and another correspondent that is more legally focused on P&I, so we may well have two correspondents in one port.”

### Built on trust

As with so much in the shipping world, the Club-correspondent relationship is built on trust. “If we had to sign contracts with each correspondent, it would be really challenging because of all the different jurisdictions. Indeed, many times the correspondent gives us guidance on questions regarding jurisdiction, so that we can appoint the right lawyer if we need to. What is important is having that connection in place. Claims are clearly infrequent in small islands in the Pacific or Oceania compared to the larger ports, but we must have a correspondent listed – because if there is a claim, that is not the time to start searching for a company that can support us.”

**“Today we can be in touch with a vessel almost in seconds.”**

### Local knowledge

Keeping in contact with the correspondents has become easier since the Covid-19 pandemic accelerated the use of Teams meetings, but still personal meetings are appreciated wherever possible, says Hans.

Of course, most of the above relates to when things go wrong. However, the benefit of having a strong network of experienced correspondents is that their

local knowledge and wisdom can help to ensure that things go right.

“Our global network of correspondents provides information on local conditions relevant to the daily operation of a vessel,” says Hans. “It can be information on health issues, disruptions in a port’s cargo handling or specific navigational warnings.”

### Sharing through TELP

This real-time, on-the-spot information is now automatically fed into the Club’s Trade Enabling Loss Prevention (TELP) tool. “The essential information and advice from our correspondents is then automatically shared with our TELP members and is of enormous value,” says Hans.

“We receive emails from the correspondent when there are any changes. There might be an obstruction due to a sunken barge, or some unrest locally. Our Loss Prevention team will include this in the briefing information we send out, to assist both the Master and the owner.”

This real-time information has been transformational when considering life at sea only a few years ago. “A captain on a container vessel is mainly trading to the same ports, so knows where he or she is going. For vessels operating in the spot market, it’s a different story. When I was at sea, we had to read the huge books that provided the guide to port entry – hoping they had been sufficiently updated. They were certainly not updated daily, as with TELP!”

### The personal touch

Years ago, it could take weeks before a shipowner received notification of a casualty or loss, says Hans. “Today we can be in touch with a vessel almost in seconds. However, one thing hasn’t changed. We still need an actual person to go down to the port, and preferably to be there in half an hour. It still takes us two days to travel to some parts of the world, so our correspondents will continue to have a very important role in our claims handling and wider operations – and we continue to build the closest connections we can.”





## Product news

## The Swedish Club makes cyber insurance available to non members

**At the end of last year The Swedish Club launched its innovative and accessible new Cyber Insurance product.**

This insurance coverage was offered to all Club members, providing reassurance and support in the event of a cyber attack. This move made The Swedish Club one of the first marine insurers to provide such coverage.

With its unique combination of affirmative and primary cover, broad reaching scope and market leading pricing, the Club's Cyber Insurance Cover has seen a successful rollout, attracting significant interest and positive comments from members and brokers.

Now in the next stage of its launch The Swedish Club is offering its Cyber Insurance cover to selected non-members.

## New small craft insurance

**The Swedish Club now offers H&M and Liability Insurance for commercial small craft in the Nordic Market.**

This insurance product has been tailored explicitly for commercial small craft engaged in coastal shipping within Nordic waters. It is specifically designed for smaller vessels such as cargo ships, ferries, fishing vessels, tugs, and specialised vessels.

To qualify for coverage there are certain requirements to be fulfilled, including registration under a Nordic flag, holding a valid trading certificate, and having a maximum of 3,000 gross tons.

The Club's H&M insurance provides comprehensive coverage extending to total loss, damage to the vessel, collision, contact damage and salvage, with insurance limits up to USD 5,000,000.

The Liability Insurance (P&I) includes personal injury (passengers, crew, third parties), cargo damage, oil spills, wreck removal, and related liabilities. Insurance limits are varied, contingent upon vessel classification.

The Club can also make Additional Cover available, to cover e.g. risk of war, loss of hire, machinery, etc.

**For further information please visit**  
**[www.swedishclub.com](http://www.swedishclub.com)**



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**"This week we became an even happier, more well-functioning and collaborating Club, all important factors in ensuring that we take as good care of our members as possible."**

Martti Simojoki, Loss Prevention Manager



# First Strategic Summit sets new standards

The Swedish Club invited all employees to its inaugural Summit last month, with the aim of empowering Club personnel to together set new standards for Club membership. Teams from all over the globe had the chance to exchange views, ideas, and expertise on how best to serve the Club's members in the ever changing world of marine insurance.



**"Our aim is to create common ground across all areas of the business by aligning our vision, objectives, and resources to navigate in a rapidly evolving marine insurance landscape. What worked yesterday may need to be revised tomorrow as we adapt to a fast moving global society."**

Thomas Nordberg, Managing Director, The Swedish Club



**"The summit gave us all the opportunity to contribute our ideas on how to maximise value for members. Gathering the entire Swedish Club together helped foster a more united and effective organisation."**

Maiken Meyer, Assistant Underwriter, Team Norway



**"The majority of our global offices agreed that one of the Club's strongest points was the 'personal' service that we provide for our members, which makes them feel that they are unique, especially in an industry that is becoming more and more corporate and faceless."**

Dimitra Ilia, Office Administration Manager, Team Greece



**"The strategic summit provided a unique opportunity to get to know our colleagues even better and it was fascinating to see how much knowledge there is amongst the staff. By connecting all that experience, I truly believe we can elevate our claims handling capacities to new heights, to the benefit of our members."**

Tilman Kauffeld, Head of Claims, Marine, Team Sweden











# Club breaks new ground in Taipei

The Swedish Club broke new ground earlier this year when it ran its inaugural All-in-One Seminar in Taipei, Taiwan. Hosted by The Swedish Club's Hong Kong office, this was the Club's first such event in Taiwan, and it was pleased to welcome more than 70 members, brokers, business partners and associates.

**Designed to provide members of the Taiwanese maritime community with a personal insight into the Club, the programme also included a top-level discussion on the challenges faced by the global shipping industry today, an introduction to the Club's loss prevention initiatives and an in-depth case study showing how the Club's Claims teams work to support members during a major incident.**

Lars A Malm, Managing Director of The Swedish Club Hong Kong was behind the initiative: "Taiwan has a vibrant and growing shipping industry, with its own unique challenges and opportunities. We were delighted to be able to meet key members of this important community – to hear their concerns, to share our own

experiences and to demonstrate the support that The Swedish Club can offer shipowners and brokers in the region.

"There was a high level of interest in the Club, and we were touched by the reception that we were given by our guests. We very much look forward to developing these important relationships into the future."

During the event, Thorbjörn Emanuelsson, the Club's Director of Underwriting, shared information on the Club's recent activities and provided delegates with an insight into some of the challenges presented by today's unpredictable business environment.

**"Taiwan has a vibrant and growing shipping industry."**



Lars A Malm,  
Managing Director  
and Area Manager,  
Team Hong Kong

# Memories of shipping

Birgitta Hed, Senior Claims Manager, retired earlier this year after 34 years at The Swedish Club. We asked her to share her memories – and take a sideways look at the Club.



## **What was your first job after university?**

My first job after university was with the Swedish Chamber of Commerce in London.

## **How long have you spent at The Swedish Club and how many offices have you inhabited during that time?**

I joined The Swedish Club on my birthday 1990, so 34 years to the day. Most of my career was spent in Gothenburg but I also enjoyed a very educational, interesting and fun year in Hong Kong.

## **What has been most interesting in your work?**

Shipping is fascinating and I have truly enjoyed my work and meeting with so many interesting people. In the space of 34 years, you go through many emotions and events in your private and professional life but I can honestly say that I have never ever been bored which is a great privilege.

## **What would be your best advice to younger colleagues?**

Firstly I would say congratulations on your choice of career! I would then advise you to listen, always be professional and place yourself in the shoes of your opponent. Finally, to never be unprofessional or aggressive. Shipping is a small community.

## **If you could swap careers with anyone at The Swedish Club for a day, who would it be and why?**

What a fun idea, maybe Senior Advisor to Thomas Nordberg?

## **What's the best piece of advice you've ever received about balancing work and life?**

Give equal priority to both.

## **Can you share a behind-the-scenes story from a project or job that people might not know about?**

I have always enjoyed working with the International Group (IG) and had the privilege to chair the IG Personal Injury Committee between 2016 and 2023 which was very interesting and at times challenging. It involved working with a number of international organisations not least during the pandemic and then during the outbreak of the war in the Ukraine.

## **What's your go-to pick-me-up after a tough day at work?**

Outdoors, usually a forest close to where I live, 'Friskis & Svettis' activities\* or just seeing family and friends.

## **What's one hobby or interest you have outside of work that you think surprises people?**

I would have to quote one of our

distinguished former CEOs Lars Lindfeldt; "I have an unrequited love for golf". At times it is a surprise to me too.

## **Have you travelled enough in your career, or do you plan to visit some new countries?**

Indeed, I have many places on my list that I really enjoyed visiting and would like to explore further, such as Tuscany and New York but also many new places I would like to visit. I have never been to South America, so I have many plans and places on my bucket list.

## **What will you miss the most now that you retire?**

The people I have worked with all over the world, the sense of belonging and being part of the shipping community and finally the work with the IG which has been extremely motivating.

## **What's the best piece of advice on retirement that you have received so far?**

Enjoy! I intend to enjoy and make the most of my new future.

*"Friskis & Svettis is a Swedish fitness and health chain that features both indoor gym and classes as well as various outdoor activities."*



## Noticeboard

# Know Your Cargo: Quint-Seal Compliance Note

**On December 11, 2023, five US agencies (the Department of Justice, Commerce Department's Bureau of Industry and Security, Department of Homeland Security's Homeland Security Investigations, State Department's Directorate of Defense Trade Controls, and Treasury Department's Office of Foreign Assets Control) released a joint compliance note, 'Know Your Cargo', highlighting tactics commonly deployed by malign actors in the transportation sector and best practices for the maritime and other transportation industries as well as examples of enforcement actions.**

Know Your Cargo provides guidance for all companies in the maritime sector—vessel owners, charterers, exporters, managers, brokers, shipping companies, freight forwarders, commodities traders and financial institutions, including (re)insurers.

## Best practices

**It reiterates best practices including:**

- Develop, implement, and adhere to written, risk-based operational compliance policies, procedures, standards of conduct, and safeguards;
- Conduct risk-based due diligence on the location history of vessels or vehicles, to identify prior manipulation or disabling of location or identification tracking data;
- Implement robust know your customer due diligence;
- Exercise of risk-based supply chain due diligence to verify “the true nature, origin, and destination of the cargo they are involved in transporting”;
- Share information across industries and supply chains, as appropriate.

## Red flags

**Know Your Cargo identifies several red flags that may indicate attempts to evade sanctions and export controls:**

- Manipulation of location or vessel identification data;
- Falsification of cargo and vessel documents;
- Ship-to-ship transfers at night or conducted in high-risk areas;
- Voyage irregularities and use of abnormal shipping routes that appear to be done without a legitimate reason;
- Frequent registration updates (flag hopping); and
- Obscure ownership structures or frequent changes in ownership.

It also provides examples of the US government's increased monitoring of, and enforcement against, sanctions and export control evasion.

Know Your Cargo concludes by advising that companies operating in the maritime and other transportation industries should be vigilant in their compliance efforts and be on the lookout for efforts to disguise the nature, origin, or destination of cargo being transported. These entities are strongly advised to assess their sanctions and export risks; implement rigorous compliance controls to address those risks; and, ultimately, verify the true nature, origin, and destination of the cargo they are involved in transporting.

**For full details please see P&I Circular No: 2707/2024**

## Buy-back of War Risks Cover for the Red Sea Area

**The Association is pleased to announce that a buy-back solution has been arranged for purchasing reinstatement of War risks cover in the excluded area.**

In respect of Charterers Liability entries, the buy-back solution has a maximum limit of USD 200 million for any one accident or occurrence or series of accidents or occurrences arising out of one event, for each voyage, to be declared in advance. Premium will be charged on a per voyage basis not exceeding 7 days.

For other affected covers, terms will be agreed on a case-by-case basis.

Please contact your underwriter for further details and terms.

**For full details please see P&I Circular No: 2710/2024 and P&I Circular 2709-2024.**

# Out and about

## Sjölog, Gothenburg

1 February

The Swedish Club was invited to support 'Sjölog', a fair arranged by students at Chalmers University in Gothenburg. The Club had the opportunity to both exhibit and speak at the event and spend time with the maritime industry's rising talents, sharing insights and passion.







## Nordic Maritime Law Gathering, Gothenburg

7-8 March

The Club welcomed more than 40 doctoral and Masters students with an interest in ocean-related law to its head office in Gothenburg. Their visit was part of the Nordic Maritime Law Gathering, an annual event organized by the School of Business, Economics, and Law of Gothenburg University. Claims Manager, Martin Birgersson and Claims Executive, Aron Leth gave a presentation about the Club and its business to an engaged audience.



From left: Nick Shaw, International Group; Tor Erik Andreassen, ACPII P&I; Magne Nilsson, Gard (UK); Simon Parrott, WEST P&I; Tord Nilsson, The Swedish Club

## Marine Insurance London

22 March

Earlier this year the Club had the pleasure of attending Marine Insurance London, together with other members of the International Group of P&I Clubs. Head of the Club's London office, Tord Nilsson, participated in a panel discussion run by Nick Shaw, CEO of the International Group, and together with Simon Parrott, Underwriting Director at WEST P&I and Magne Nilsen, Managing Director Gard (UK), they discussed the many opportunities and challenges for P&I clubs in today's turbulent world.



From left: Chen Xiaoxiong, Cosco Shipping Bulk; Liu Mingfa, IMC Industrial Group; Michael Bodouoglou, Allseas Marine/ Stem Shipping; Eirini Argyro Lagouvardou; Michael Vinnen, F.A. Vinnen & Co



From left: Chen Xiaoxiong, Cosco Shipping Bulk; Ruizong Wang, Chairman of The Swedish Club Hong Kong Ltd; Peter Claesson, Stena AB; Kitty Lam, The Swedish Club Hong Kong

## Cocktail reception, Hong Kong

21 March

The Swedish Club's Chairman, Peter Claesson of Stena AB, and Managing Director Thomas Nordberg were delighted to host a cocktail reception at the Hong Kong Club alongside The Swedish Club's Board meeting in Hong Kong. It was an honour to welcome board members, influential members from the local shipping community, and representatives from The Swedish Club's management team and personnel.



From left: Mikael Livijn, Wallenius Marine AB; Anders Källsson, Erik Thun AB; Ragnar Johansson, Wallenius SOL AB; Thomas Nordberg, Managing Director of The Swedish Club; Kitty Lam, The Swedish Club; Peter Claesson, Stena AB





*Thomas Nordberg, Managing Director of The Swedish Club and Peter Claesson, Stena AB*



*Louise Bergholm, the Consul General at the Swedish Consulate-General in Hong Kong, together with MD Thomas.*



## WISTA Hellas event, Piraeus

**28 March**

Maria Yiassa, Senior Marketing Manager at Swedish Club was invited to join a panel discussion hosted by WISTA Hellas on 'Implications of the Red Sea Crisis in the Shipping Cluster'. It was an insightful event organised as part of WISTA Hellas' monthly gatherings, held at the Marine Club in Piraeus. Around 70 industry professionals attended, contributing to an enriching exchange of ideas and perspectives.



*From left: Maria Angelidou, GAC Greece; Kalliopi Giannopoulou, Technomar Shipping inc.; Maria Yiassa, The Swedish Club*



# Staff News

## Hong Kong



### Brian Wan

Brian joined Team Hong Kong as Claims Executive P&I in January. His most recent role was Assistant Insurance and Claims Manager at Wah Kwong Maritime Agency Ltd in Hong Kong.



### Monica Luo

Monica joined Team Hong Kong as Senior Claims Executive FD&D & P&I in January, coming from Tindall Riley (Britannia) Hong Kong Ltd where she held the position of Claims Manager.



### Andy Au

Andy joined Team Hong Kong as Senior Manager, Finance & Regulatory in February. He has long experience in Finance operations and in the General Insurance industry and his most recent role was Senior Manager (accounting) at Principal Insurance Company Ltd.

## Singapore



### Fazlyn Rosli

Fazlyn joined Team Singapore as Claims Executive Marine in May. Prior to that she was Executive Officer at W K Webster (International) Pte Ltd.

## Oslo



### Maiken Meyer

Maiken joined Team Oslo as Assistant Underwriter in February. Her most recent role was Head of Sales & Customer Success at Maritime Optima, and she has a background at the Norwegian Shipbroker Association.

## Athens



### Kelly Paraskevi

Kelly joined Team Greece as Office Assistant in January 2024. She has a background from Anossologiki S.A Daiagnostic Laboratories.



## Gothenburg

**Martti Simojoki**

Martti joined the Club as Loss Prevention Manager in April. He has been Master of a number of vessels, Marine Superintendent at Wallenius and most recently Senior Loss Prevention Manager at Alandia.

**Lina von Schedvin**

Lina entered the Club as an intern, spending one year as Assistant Claims Executive. In April she joined Team Sweden in the permanent role of Claims Executive P&I.

**Anna-Carin Olofsson**

Anna-Carin joined the Club as Group Accountant in March. She has a history of working in the insurance industry, most recently as Finance Controller within Volvo Group.

**Hanna Öster**

Hanna joined the Club as Communications Manager in January 2024. Her most recent role was Digital Marketing Manager/Brand Marketing Manager at IFS Sverige AB.

**Maria Törngård**

Maria joined the Club as Chief Compliance Officer in January 2024. She has worked in similar positions at FCG, CEVT and BNP Paribas Cardif.



## Club Calendar

# 2024

**12 June**

Board meeting, Gothenburg

**13 June**

Annual General Meeting (AGM), Gothenburg



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