

## MARINE INSURANCE SEMINAR



Embark on a comprehensive journey through the crucial aspects of marine insurance with our online course. This program offers a practical approach, incorporating case studies and workshops to provide participants with a thorough understanding of key topics. From market structures to claims handling and general average concepts, this course ensures a well-rounded exploration of marine insurance.

### Specific Areas Covered:

#### 1. The Marine Insurance Market:

- Reasons for and application of marine insurance in shipping business
- Division of the market between Lloyds, Insurance Companies, and P&I Clubs
- Organizational structures of respective entities
- The concept of mutuality in P&I Associations
- Role and function of an insurance broker
- Classes of risk covered by marine insurance

#### 2. The Principles of Marine Insurance:

- Marine Insurance Act, 1906 (England): role, functions & perils covered
- Insurable interest and utmost good faith
- Practice of re-insurance
- Assignment of rights and benefits under the contract

#### 3. The Principles of Marine Insurance (cont.):

- Determination of insurable value
- Liability to the insurer for total & partial loss, apportionment
- Subrogation: How the insurer becomes entitled to the insured property  
Warranties, breach of warranty, implied warranty of seaworthiness
- Losses & proximate clause
- Perils excluded from the policy

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## 4. The Practice of Marine Insurance:

- Procedures and documentation
- Assessment & application of premiums
- Insurance brokers' remuneration by commission
- Time & voyage policies
- Use of open cover
- Institute (ILU) Clauses

## 5. Claims:

- Total loss (actual and constructive)
- Particular average vs. General Average
- Mitigation of loss (sue & labour)
- Salvage and salvage services' remuneration
- Limitation of liability in the case of Third-Party claims
- Professional indemnity insurance: role and importance
- Impact of international pollution legislation on marine insurance

## 6. General Average:

- Concept of General Average (GA)
- York-Antwerp Rules: role and function
- What is admissible in a GA settlement
- Coverage of GA contributions under marine insurance policies

**Case Studies:** Explore real-world scenarios to enhance your understanding of marine insurance concepts.

**Ideal for:** Operators, Commercial Managers, Charterers, Ship Masters & Chief Officers, Marine Insurance & Claims Executives, Adjusters, Shipowners, P&I Claims Executives, Brokers, Lawyers.

## Details:

**Dates:** 09, 11, 12, 16, 18, 23, 25, 26 & 30 September 2025

**Hours:** 19:30 - 21:30 (GMT +3)

**Duration:** 9 Sessions

**Fees:** 600 EUR (including tuition fees & reading materials) - ICS Members enjoy a 20% discount on all HMC Professional Maritime Seminars

**Learning Method:** Engage in a comprehensive seminar comprised of 9 fully tutored online sessions. Upon completing your registration, you will promptly receive an email containing all essential details and links to the webinars. No specialized equipment is necessary, aside from a camera and microphone.

**Certification:** Participants will receive a certificate of attendance on completion of the course.

## Tutors:

### George Margaritopoulos, Associate Director, Richards Hogg Lindley (RHL)

George has been an average adjuster with RHL Piraeus since 2015. He is qualified as a Fellow of the Association of Average Adjusters. He has previously worked as a spares and shipyards broker and as a chartering broker. He holds a bachelor's degree in industrial management & technology from the University of Piraeus and an MSc in Marine Policy from Cardiff University.

### Georgia Botsiou, Legal Director and Insurance Manager

Georgia is a dedicated and accomplished Marine Insurance and Legal Manager with a proven track record in the shipping industry. She currently holds the position of Legal Director and Insurance Manager in a Group of Shipping Companies managing a fleet of bulk carriers and chemical tankers. She is responsible for all legal-related aspects of the group, successfully handling all types of claims. Previously she held the position of Insurance and Claims Manager in two major shipping companies. Georgia holds an LLM in Maritime Law and an MA in Shipping Business. She speaks fluently English, Greek, French and Italian. She has extensive experience in teaching and professional development training on topics related to marine insurance, maritime law, chartering and S&P.