

Mike Davies

Chairman

IUMI Cargo Committee (Singapore)

“The challenge of exporting hard commodities
to china - a cargo underwriters view”

AXA Corporate Solutions Assurance

MLAANZ Conference 2008



MLAANZ Conference 2008

Agenda

The Challenge of Exporting Hard Commodities to China – A Cargo Underwriters View

- **Commodities**
- **Policy Conditions**
- **Vessels**
- **Law & Jurisdiction**



MLAANZ Conference 2008

COMMODITIES

'Australia's commodity exporters cannot sail in calm waters while the rest of the World battles a storm'
Stephen Walters, JP Morgan

- Iron Ore
- Coal

AXA Corporate Solutions Assurance – Nov 2008 - 3



MLAANZ Conference 2008

POLICY CONDITIONS

- Institute Cargo Clauses
- Market Extensions
- Is anything excluded?

AXA Corporate Solutions Assurance – Nov 2008 - 4



MLAANZ Conference 2008

VESSELS

- Selection Procedure
- Problems
- The Future

AXA Corporate Solutions Assurance – Nov 2008 - 5



MLAANZ Conference 2008

LAW & JURISDICTION

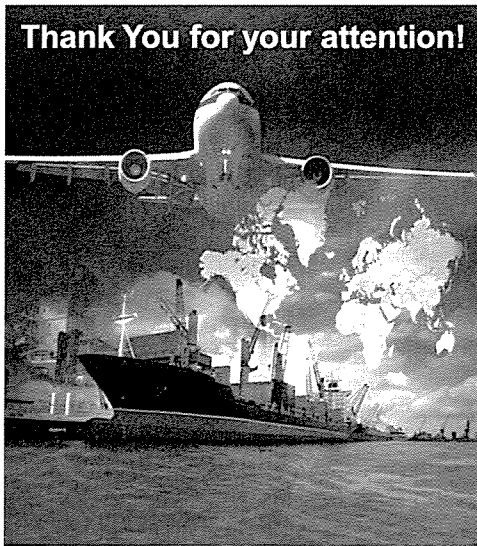
- Australian Policies
- Chinese Policies

AXA Corporate Solutions Assurance – Nov 2008 - 6





Thank You for your attention!



AXA Corporate Solutions Assurance – Nov 2008 - 7

