



PROTECTING YOUR FUTURE TOGETHER

AFVP – Divonne-les-Bains

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1 VERSPIEREN GROUP

**OUR IDENTITY SINCE 1880:
ENTREPRENEURSHIP**

**WE DEVISE THE BEST POSSIBLE INSURANCE
PROGRAMME FOR YOU:
ONE THAT ENABLES YOU TO SEIZE
OPPORTUNITIES
AND BUILD YOUR PROJECTS WITH
CONFIDENCE.**



1 VERSPIEREN GROUP

A STRONG, RELIABLE BROKER
AT YOUR SIDE

460 m €

turnover in 2023

25

subsidiaries

+60

years of
international
expertise

2 320

employees,
including

220

abroad

15%

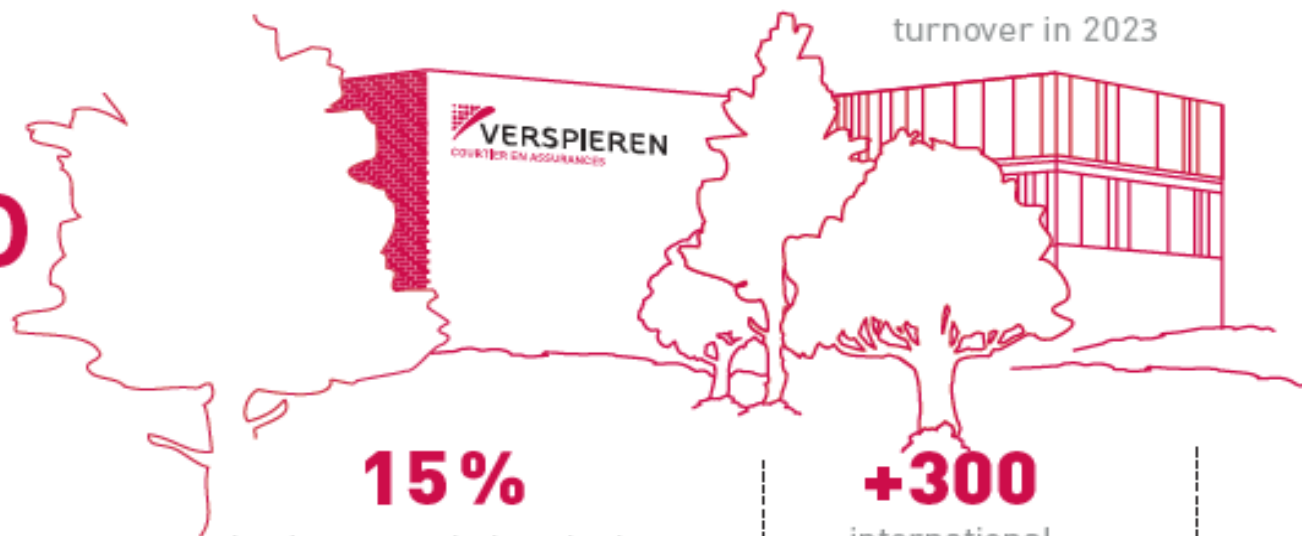
business carried out in the
international sphere

+300

international
clients

+1000

international
programmes



1 VERSPIEREN GROUP

optimum
insurance broker

We are always by your side.

1 VERSPIEREN GROUP

Who are we?

Founded in 2004,
Optimum is an independent insurance
broker that is FINMA accredited.
Optimum is a member of SIBA and Lloyd's
authorised Broker.

Number of customers:

+ 1'300

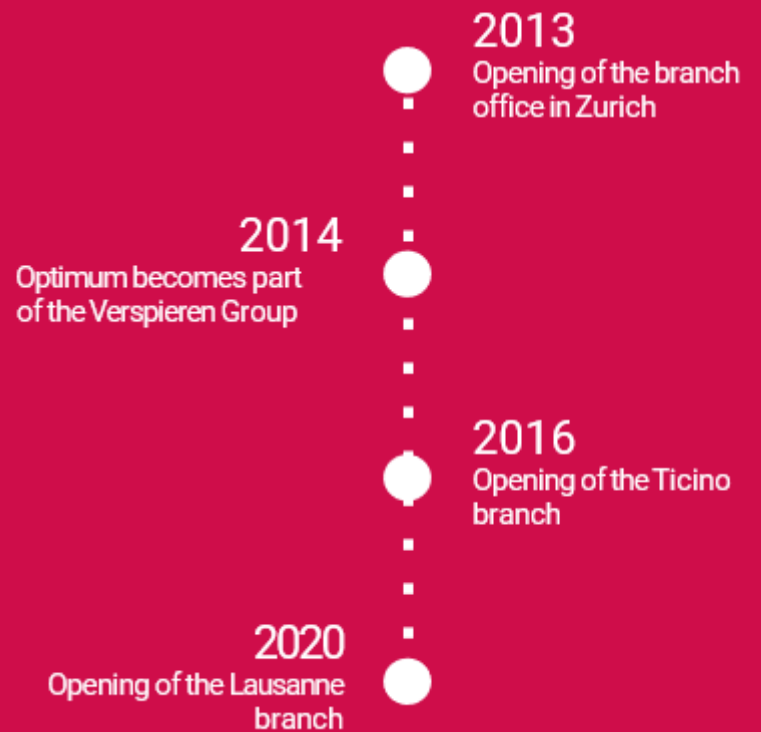
Managed premium volume:

+ CHF 71M IOS

Number of employees:

14

MILESTONES



2 CARGO INSURANCE

Insure your transport risk



2 CARGO INSURANCE

Insure your transport risk

How does the maritime transport address the different issues it faces ?

Comment le transport maritime aborde-t-il les différents problèmes auxquels il est confronté ?

- **Environmental (CO2 emissions)**
Environnementaux (émissions de CO2)
- **Political (conflicts, piracy)**
Politiques (conflits, piraterie)
- **Economics (fuel cost)**
Economiques (coût du carburant)

How can the insurers help the different companies involved to cope with these challenges?

Comment les compagnies d'assurance peuvent-elles aider les différentes entreprises concernées à relever ces défis ?



2 CARGO INSURANCE

Decarbonizing transport

**Paris Agreement:
carbon neutrality by 2050**

**Accords de Paris: neutralité carbone en
2050**

**Big challenge for international freight
Grand défi pour le fret international**

**Opportunities by mode of Transport ?
Leviers par mode de Transport ?**

**Other options ?
Autres pistes?**

**Price impact !
Impact sur les prix!**



2 CARGO INSURANCE Geopolitics



Russian-Ukrainian conflict: uncertainty on world trade

Conflit russo-ukrainien: incertitude sur le commerce mondial

**Yemeni Houthi rebels actions in Red Sea
Tirs de rebelles yéménites Houthis: actions en mer Rouge.**

2 CARGO INSURANCE

Geopolitics

- ❑ **Red Sea transit falls.**
Chute du transit en Mer Rouge.
- ❑ **Suez Canal activity: drop of around 50% in daily freight volume.**
Activité du Canal de Suez : Baisse d'environ 50% en volume de fret.
- ❑ **Redirection of ships to the south of the African continent.** **Redirection des navires vers le sud du continent africain.**



2 CARGO INSURANCE

Insurability of Transport risks

- **War risks coverage in the Red Sea and Gulf of Aden is difficult and costly:**

- ✓ Restrictive positions of Insurers
- ✓ Late information for shippers

- **Longer transit times and therefore higher freight costs & higher risks.**

- **International Sanctions.**

- **La garantie des risques de guerre en Mer Rouge et dans le golfe d'Aden est difficile à obtenir et coûteuse.**

- ✓ Position restrictive des assureurs
- ✓ Informations tardives pour les chargeurs

- **Allongement des délais de transit: coût de fret et risques à la hausse.**

- **Régime des Sanctions Internationales.**

2 CARGO INSURANCE

Best practices

- ✓ **Map risks**
Cartographier ses risques
- ✓ **Monitor international exposure**
Surveiller ses expositions à l'international
- ✓ **Implement internal prevention processes**
Mettre en place des process internes de prévention
- ✓ **Work with reliable logistics partners**
S'appuyer sur des partenaires logistiques fiables
- ✓ **Train your teams:**
Former ses équipes (Transport rules, Incoterms)



2 CARGO INSURANCE

Insurance broker support



❖ **ANTICIPATE**
ANTICIPER

❖ **COMMUNICATE / INFORM**
COMMUNIQUER / INFORMER

Objective / Objectif

▶ **INSPIRING CONFIDENCE TO FACILITATE
INSURABILITY**

**RASSURER POUR FACILITER VOTRE
ASSURABILITE**

▶ **ENABLE YOUR BROKER TO DEFEND YOUR
INTERESTS IN THE BEST POSSIBLE WAY**

**PERMETTRE AU COURTIER DE DEFENDRE VOS
INTERETS**

► Téléchargez nos publications *Download our publications*

Paper, cardboard and packaging industry: prevent and insure your risks

Industrie papier, carton et emballages : prévenir et assurer vos risques



Read Verspieren's interview in La Tribune de l'Assurance

Consultez l'interview de Verspieren dans La Tribune de l'Assurance



THANK YOU

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TOGETHER, LET'S INVENT TOMORROW

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