
CESAM ANNUAL REPORT

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Subject: Introduction by the Managing Director of CESAM

Dear All,
Warm Greetings!

The year 2021 was rich in events for CESAM, the year of the beginning of its transformation initiated in 2020.

The vision of the Board of Directors and the General Management is that the Group will become the real House of the French Marine Insurance market.

This ambition worked a few years ago was presented to its staff and a large number of actors from the Marine insurance market in France; the feedback is very positive from all sides and pushes the CESAM to put itself at the disposal of the French market interests.

A number of developments have been carried out all along this year, and to remain concise, I will name them with dashes:

- CESAM became a Training Organization in February 2021 and received Datadock referencing in November; the Qualiopi certification at the time I am writing to you was acquired through a powerful and structured work by the teams;
- The implementation of a compliance tool according to the best international standards in order to answer to the legal requirements and regulations of the Authorities while securing the financial flows processed as well as the recommendations made by the Group;
- The preparatory work enabling to digitize a certain amount of data present within the CESAM and which will facilitate the establishment of dashboards in order to better manage the networks and the major events files notably,
- The opening of the networks to more structured entities, particularly in terms of compliance and expertise; the level of expertise and reputation offered by the networks will always conduct the choices of CESAM,
- The contracting of an agreement with a Communication Agency with which the CESAM teams work on a regular basis and which will be formalized through an upcoming press release announcing the launching of a new logo;
- New members (MS AMLIN MARINE SA and SMA SA) had validated their membership, which was acted in June 2022 during the last General Assembly knowing that other significant market players should join us in 2022;
- The increase in the use of the Optiflux® system by new actors (Companies and Intermediaries) in order to secure flows and increase the profitability of Marine co insurance operations of the French market;
- The establishment of regular links with the market Organisations such as France Assureurs, Planète CSCA-UCAMAT (Marine Brokers) and the SAMF (Marine Agents) in particular;
- Finally, CESAM is also transforming by installing an active participatory management, adapting its organizational structure to the various departures (recent and future) as well as its new strategy and the recruitment at the end of the year of a new Manager in charge of taking over the financial department.

All this work at the service of the market and in the desire to increase the attractiveness of the French marine insurance place will be particularly visible during the year 2022 with the support of 40 sponsors during the RDV ParisMAT representing Companies, Brokers, Agents, Lawyers and other service providers including a number of techs investing and bringing a real added value to our market.

CESAM is evolving and will continue to evolve over the next years; your experience feedback and other ideas are valuable to us; do not hesitate to share them with us.

I wish you a good reading of this annual report and looking forward to seeing you soon in the nice premises of the Group.

Warmest regards,

Pascal Dubois
Managing Director

TABLE OF CONTENTS

1.	NETWORKS DEPARTMENT.....	1
1.1.	Consultation of CESAM networks	1
1.2.	Committees meetings in 2021	1-2
1.3.	Development of CESAM average agents and surveyors networks	2-3
1.4.	Collection of networks fees	3
1.5.	Publication of news	3
2.	IT DEPARTMENT	4
2.1.	OPTIFLUX® committee in 2021	4
2.2.	Summary from 01.01.2021 to 31.12.2021	4-5
2.3.	Processing by the IT Department	5
3.	FINANCIAL DEPARTMENT	6
3.1.	Recruitment of Mrs. Menna Lemarchand.....	6
3.2.	Dematerialization of archives	6
4.	MAJOR CASUALTIES DEPARTMENT	7
4.1.	Ongoing cases	7
4.2.	Closed cases	7
4.3.	Open cases	7
5.	WAR RISKS DEPARTMENT	8
5.1.	Visits on CESAM website dedicated to War Risks	8
5.2.	Rating changes due to a variation in the War Risks	8
6.	TRAINING COURSES DEPARTMENT.....	9

1. NETWORKS DEPARTMENT

1.1. Consultation of CESAM networks ⁽¹⁾

All networks of Average Agents and Surveyors recommended by CESAM are freely available on the CESAM website [here](#).

Consultation of networks of Average Agents and Surveyors via the CESAM website			
	Number of visits from the Networks page	Number of queries made during those visits	Number of results obtained
2021	15,356 visits	30,880 queries	365,257 results
2020	16,222 visits	31,404 queries	402,444 results
2019	16,062 visits	34,583 queries	476,925 results
2018	19,648 visits	42,037 queries	495,307 results

This constant decrease of consultations is mainly explained by the integration of lists of Average Agents and Surveyors recommended by CESAM in internal databases of many companies, brokers and/or agents.

As per the statistics of CESAM consultations, these queries are mainly made in French (84%), for Europe (72%), by country criteria (34%) to look for Average Agents (57%).

1.2. Committees meetings in 2021

Average Agents Committee (CTC-R)	MARCH	JUNE	OCTOBER
Goods in Transit Committee	x	x	DECEMBER
Fishing Vessels Committee	x	x	x
Inland Waterways Committee	x	x	x
Pleasure Craft Committee	x	x	x

These five committees are made up of representatives of CESAM Members Companies, as well as certain intermediaries whose involvement is approved by these members. Any request to take part in these committees should be sent to Mathilde Docquier (mdocquier@cesam.org) or the following generic address: service.reseaux@cesam.org. The composition of these committees meetings as well as the topics covered will be reviewed in depth during the year 2022.

(1) For the record, these figures are obtained using Google tracking tools set up by the IT department in 2013.

1.3. Development of CESAM Average Agents and Surveyors' networks

	Number of recommendations as per 31/12/2021	Number of departures during 2021	Names of departing Average Agents & Surveyors / place of recommendation	Number of entries during 2021	Names of entering Average Agents & Surveyors / place of recommendation
Average agents	222	10	<ul style="list-style-type: none"> ▪ Ahmed BANGURA (SIERRA LEONE) ▪ Thierry BRAEM (FRANCE / LE HAVRE) ▪ Rosaldo COLLS (PUERTO RICO) ▪ Pierre HERMANN (FRANCE/ LORIENT) ▪ William KUMWENDA (MALAWI) ▪ Paul MUKENDI (DRC) ▪ Nehemiaj NEO (SINGAPORE) ▪ SAMER-MATAD (MONGOLIA) ▪ Angela SCALES (BOTSWANA) ▪ Geza SCHWARCZKOPF (HUNGARY) 	9	<ul style="list-style-type: none"> ▪ Zoltan AGOCS (HUNGARY) ▪ Richard ALLEN (THAILAND) ▪ Njie BAMBA (GAMBIA) ▪ Abdulai KAMARA (SIERRA LEONE) ▪ Clemens KOORMAN (GERMANY) ▪ Laurent LE BORGNE (FRANCE/MARSEILLE) ▪ Anton MOROZOV (UZBEKISTAN) ▪ Atul SHUKLA (U.A.E.) ▪ Sven STEENBOCK (SWITZERLAND)
Goods in Transit Surveyors (network subject to EEA certification)	50	4	<ul style="list-style-type: none"> ▪ Emmanuel EVAIN (ANGERS) ▪ Pierre HERMANN (LORIENT) ▪ Bruno TORMEN (PAU) ▪ Marc VINGERHOETS (LILLE) 	2	<ul style="list-style-type: none"> ▪ Zoran FOUASNON (LE MANS) ▪ François-Xavier HERRY (RENNES)
Pleasure Craft Surveyors (network subject to EEA certification)	73	1	<ul style="list-style-type: none"> ▪ Jean-Marc GRATADOUR (BORDEAUX) 	1	<ul style="list-style-type: none"> ▪ Vincent GOYAT (TAHITI)
Fishing Vessels Surveyors	18			0	
Inland Waterways Surveyors	18	2	<ul style="list-style-type: none"> ▪ Gilles RAT (PARIS) ▪ Marc VINGERHOETS (LILLE) 	0	

It should be emphasized here that a significant work of compliance for the CESAM networks will be reinforced in 2022 as well as a thorough revision of the instructions of nominations for CESAM Averages Agents and Surveyors.

1.4. Collection of networks fees

Year	Amounts billed	Amounts collected	% collection
2013	€217,947	€203,778	93.50%
2014	€220,311	€217,575	98.76%
2015	€217,523	€213,713	98.25%
2016	€211,564	€208,419	98.51%
2017	€215,172	€208,872	97.07%
2018	€208,206	€197,836	95.02%
2019	€219,403	€204,470	93.20%
2020	€202,175	€185,186	91.59%
2020	€202,807	€190,561	93.96%

1.5. Publication of news

Apart from the usual news published by the Networks Department based on feedback sent to CESAM, the Networks Department kept publishing a weekly bulletin every Thursday, with information about the public health situation (COVID 19 weekly update) worldwide and its impact on transport sent by our Average Agents, who update a “standard country record”. These publications are available on the CESAM website ⁽²⁾.

(2) <https://www.cesam.org/en/home.php#archivecov2021>

2. IT DEPARTMENT

2.1. OPTIFLUX® committee in 2021

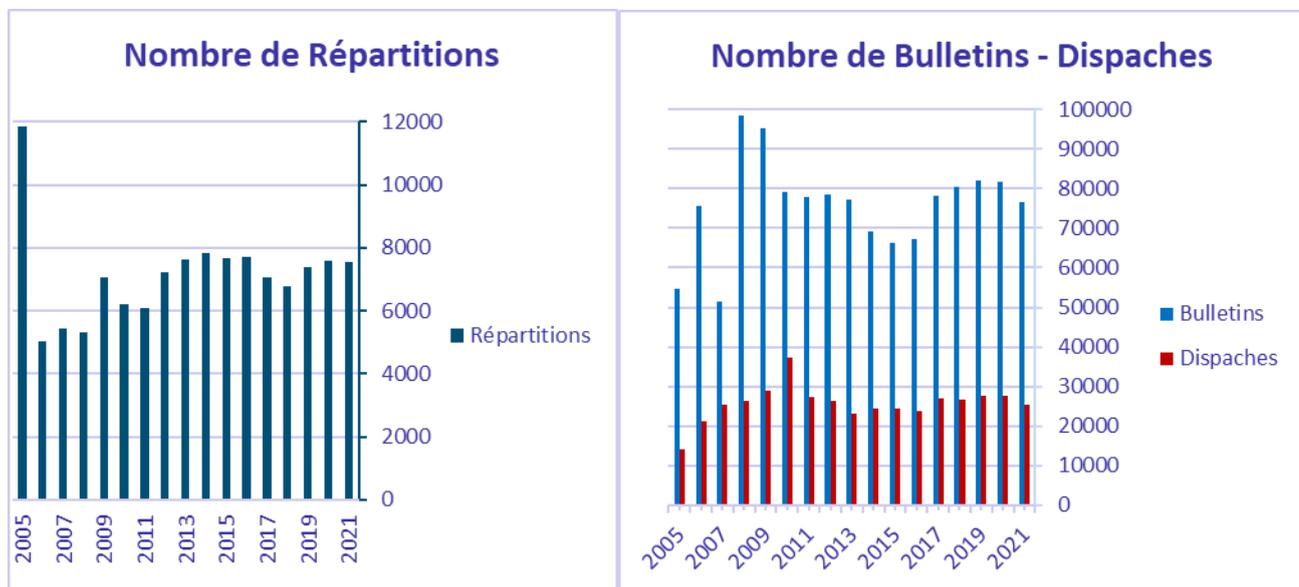
The Optiflux® Technical Committee met three times this year, with representatives from Member Companies, AASO (Marine Agents) and Brokers.

Topics discussed during these meetings were the following ones:

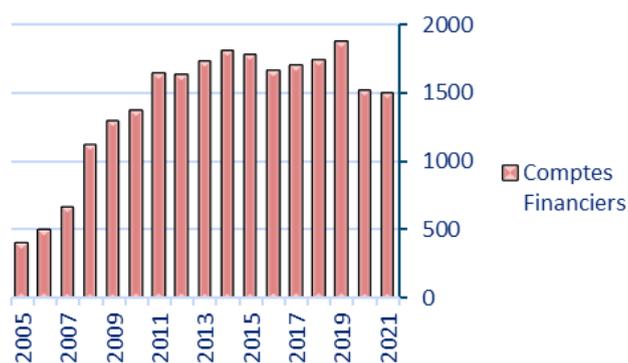
- Compensation: Possibility to do the payment of the compensation with a different currency than euro.
- Dispatch - Reminder: The final beneficiary shall be mentioned in order to comply with the obligations of the fight against money laundering.
- Premium issued: In order to provide a better follow-up of membership policies, new codes of premium types and cancellations have been created:
 - PP: Minimum provisional premium as per declared turnover and AP: its cancellation.
 - PR: Premium adjustment related to achieved turnover and AR: its cancellation.
- Establishment of open Optiflux® case lists which have not changed for more than 2 years on request by the lead insurers.
- Establishment of a training module dedicated to the Optiflux® system. The first training has been delivered in June 2021.

2.2. Summary from 01.01.2021 to 31.12.2021

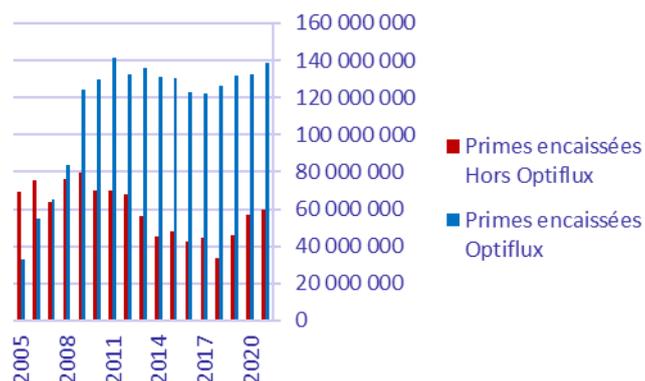
Statistics of Optiflux® flows handled by CESAM per year.



Nombre de comptes financiers



Cumul des montants de primes encaissées



2.3. Processing by the IT Department

The CESAM IT department has three employees: two full-time employees and one part-time employee (80% FTE). It manages IT security and the associated infrastructures (CESAM and Optiflux® web servers, email server, BDI server, IBM Iséries server, PC fleet, telephones).

In 2021, Optiflux® files processed in real-time at CESAM represented 152,367 Optiflux® flows. 99.59% of these Optiflux® entries were validated and distributed to Co-Insurers and Brokers.

The IT department also incorporates payment notes sent by non-Optiflux® contributors, and sends financial entry statements and other daily, weekly, fortnightly or monthly data to its Members. It sends monthly current account publications by email, quarterly invoices, statistics on claims with no changes in the last 2 years, premium collection statistics and other statistics data on request.

The IT department also offers technical and telephone support for users of the Optiflux® system.

The IT department has implemented the mapping of War Risk ratings on its website. It has also developed online registration of participants for training courses delivered by CESAM knowing that the invoicing of the training is sent in real time by email to the participants when registering.

The IT department is very involved in the annual event “Le Rendez-Vous PARISMAT”. It manages the maintenance of the registration and payment application. It develops as well the invoicing application of this event. It carries out the statistics of participants registrations.

In 2021, this event took place by videoconference. A TV set has been set up, surrounded by LED walls. The IT department of CESAM handles the technical aspect, from the elaboration of the specifications to the setting up of this event. It assists the Speakers before and the day of the event. The IT department uploads on the CESAM website the videos of the interventions, the presentations of the Speakers which can be downloaded, as well as the photos taken by our photographer which can be viewed online.

3. FINANCIAL DEPARTMENT

3.1. Recruitment of Mrs. Menna Lemarchand

The CESAM Financial department has strengthened its team while preparing for the future by recruiting Menna Lemarchand. The goal is to ensure under the best possible conditions the succession of Patrick Escoffier, Service Manager, whose departure is announced in the coming months, and to guarantee to the Member Companies the rigor and seriousness essential to the management of the funds which are entrusted to the Group. Menna Lemarchand, through her rigor as a legal expert and passed by TOTAL Energies, make her the ideal person to ensure this succession. Menna will undoubtedly be able to thrive in the many tasks for which she will be responsible.

3.2. Dematerialization of archives

A strategy of total dematerialization of the department's documents in 2023 was initiated during the year 2021. This eco-responsible "zero paper" policy will make it possible to respond more quickly to the various questions received, while maintaining the retention period for archives of ten years during which CESAM can and must provide any necessary proof of payment.

4. MAJOR CASUALTIES DEPARTMENT

4.1. Ongoing cases

The stock of cases managed by CESAM Major Casualties Department as of 31.12.2021 represents 37 Major Casualties cases (4 new) including 384 sub-cases (1 sub-case per insurance policy).

4.2. Closed cases

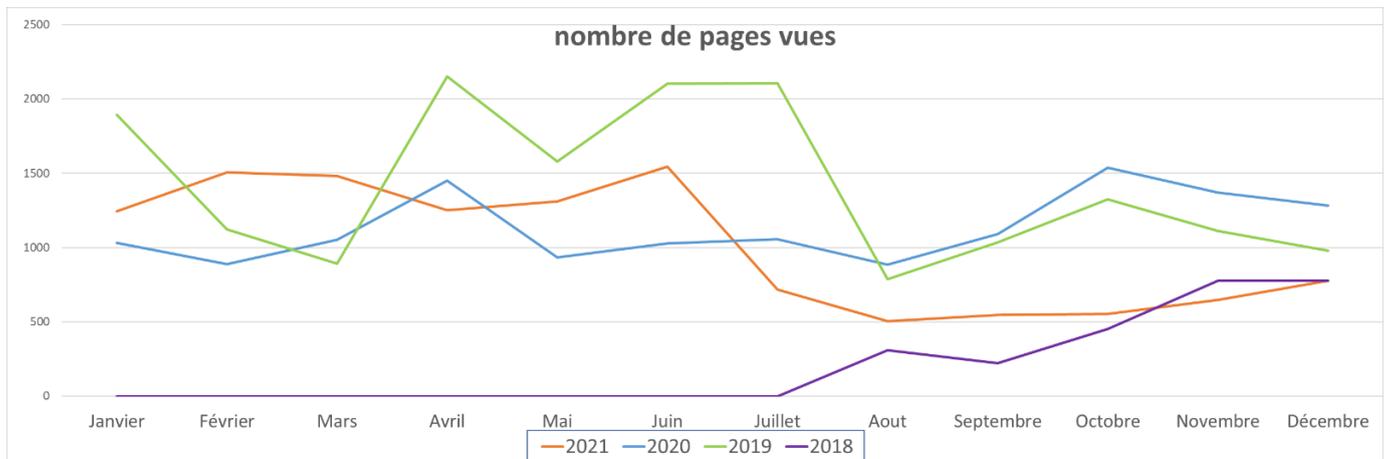
One event was able to be closed in 2021 due to the cancellation of the general average procedure initiated by the owner of the vessel "MSC MICHAELA", a container ship which had suffered rudder damage on 2021/10/28 off the port of Antwerp (Belgium).

4.3. Open cases

Opened cases in 2021						
Vessel	Event date	Type of vessel	Event	Claim Exercise	Number of cargo interests represented by CESAM	Approximative value of cargo interests represented
VEGA ALPHA	2021/02/21	Container ship	FIRE	2021	1	€ 180,155.57
EVER GIVEN	2021/02/23		GROUNDING	2021	6	€ 1,171,863.99
NYK DELPHINUS	2021/05/14		FIRE	2021	6	€ 1,078,150.93
INTERASIA CATALYST	2021/04/05		FIRE	2021	1	€ 18,509.82

5. WAR RISKS DEPARTMENT

5.1. Visits on CESAM website dedicated to War Risks



5.2. Ratings changes due to a variation in War Risks

During the year 2021, around fifteen changes were made to adjust the rating of geographical areas in terms of "War risks and similar" applicable to the insurance of transported goods under the model clauses made available by France Assureurs, whether it is quarterly or exceptional changes. All of these modifications as well as the history of the ratings for each zone can be found on the CESAM website [here](#).

6. TRAINING COURSES DEPARTMENT

Since February 3rd, 2021, CESAM has been registered as a Training Organization by the Regional Administration of Ile-de-France. Please note that this registration does not constitute a State accreditation.

The development of this new activity allows CESAM to offer to the Marine Insurance Community whether they are Insurers, Brokers, Agents or Experts, trainings delivered by Industry Experts in order to provide theoretical and practical knowledge at the service of the business.

Part of the CESAM website is now dedicated to this activity and includes the entire offered ⁽³⁾ annual catalogue. It is also important to remember that tailor-made trainings can be organized by CESAM at the request of all actors of the marine and transport insurance ecosystem.

With this in mind, the following training courses were offered by CESAM in 2021 by videoconference:

- "Goods transport in the era of new technologies" - June 1st, 2021 - 87 participants – training delivered by Marie-Noëlle RAYNAUD, Kingsly KONGNYUH KWALAR, Pierre BIDAULT, Antoine BOUSSAIS, Cécile LAROCHE & Jacques KEMBEU.
- "General average" June 10th and 15th, 2021 – 115 participants – training delivered by Mathilde DOCQUIERT.
- "Civil Liability of Land Carriers" - November 30th, 2021 - 13 participants - training delivered by Loïc LE PAPE.
- "Optiflux[®]" - June 21st, 2021 - 28 participants - training delivered by Stéphane DA SILVA.

⁽³⁾ <https://www.cesam.org/fr/reseau/formation/>