

**GLOBALMET CONFERENCE  
MUMBAI, INDIA  
03 - 04 NOV 2017**

24-hours.....

365 days.....

in every time zone.

London

Piraeus

Bermuda

New Jersey

San  
Francisco

Shanghai

Tokyo

Beijing

Hong Kong

Singapore

**A strategic regional office structure plus more than 350  
correspondent offices**

# UK P&I CLUB Thomas Miller – Management Expertise



UK P&I Club: One of the world's largest P&I Clubs



UK Defence: World's largest Defence mutual



UK War Risks: UK flag/owned ships marine war risks



TT Club: Equipment and multimodal liability insurance



ITIC: World's largest insurer of marine intermediaries

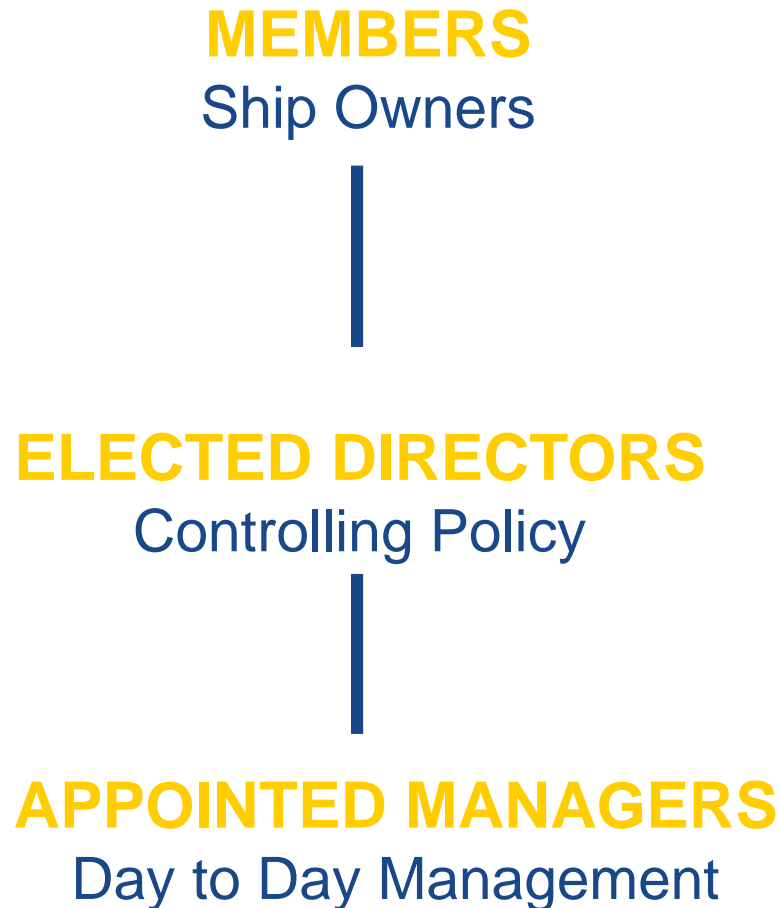


Hellenic War Risks: Greek flag/owned marine war risks

Comprises of Members:

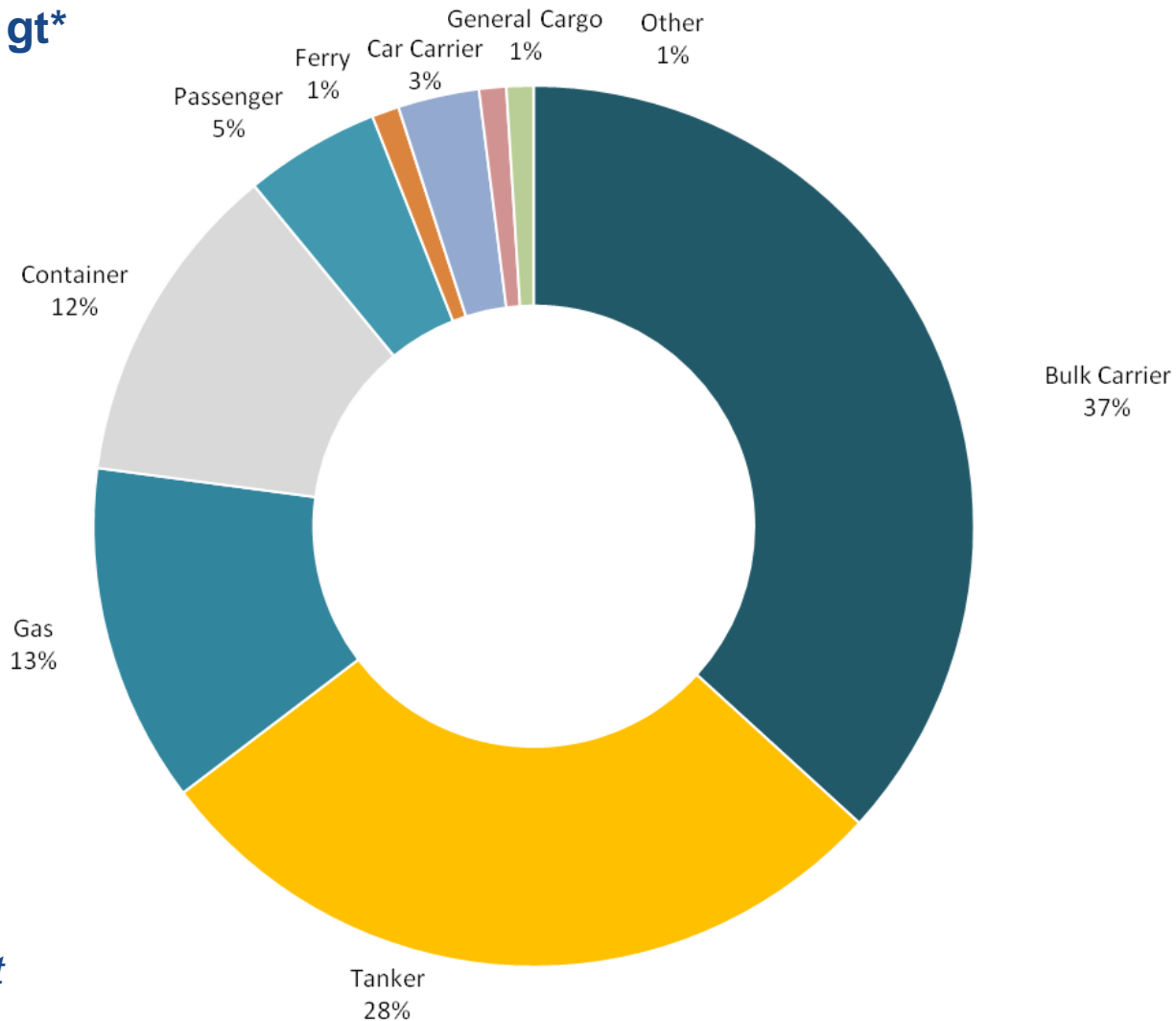
- It is essentially co-operative self-insurance (a “Club”)
- The insured are also the insurers
- The insured own the insurance fund
- The aim of a mutual is to cover losses
- not make a profit





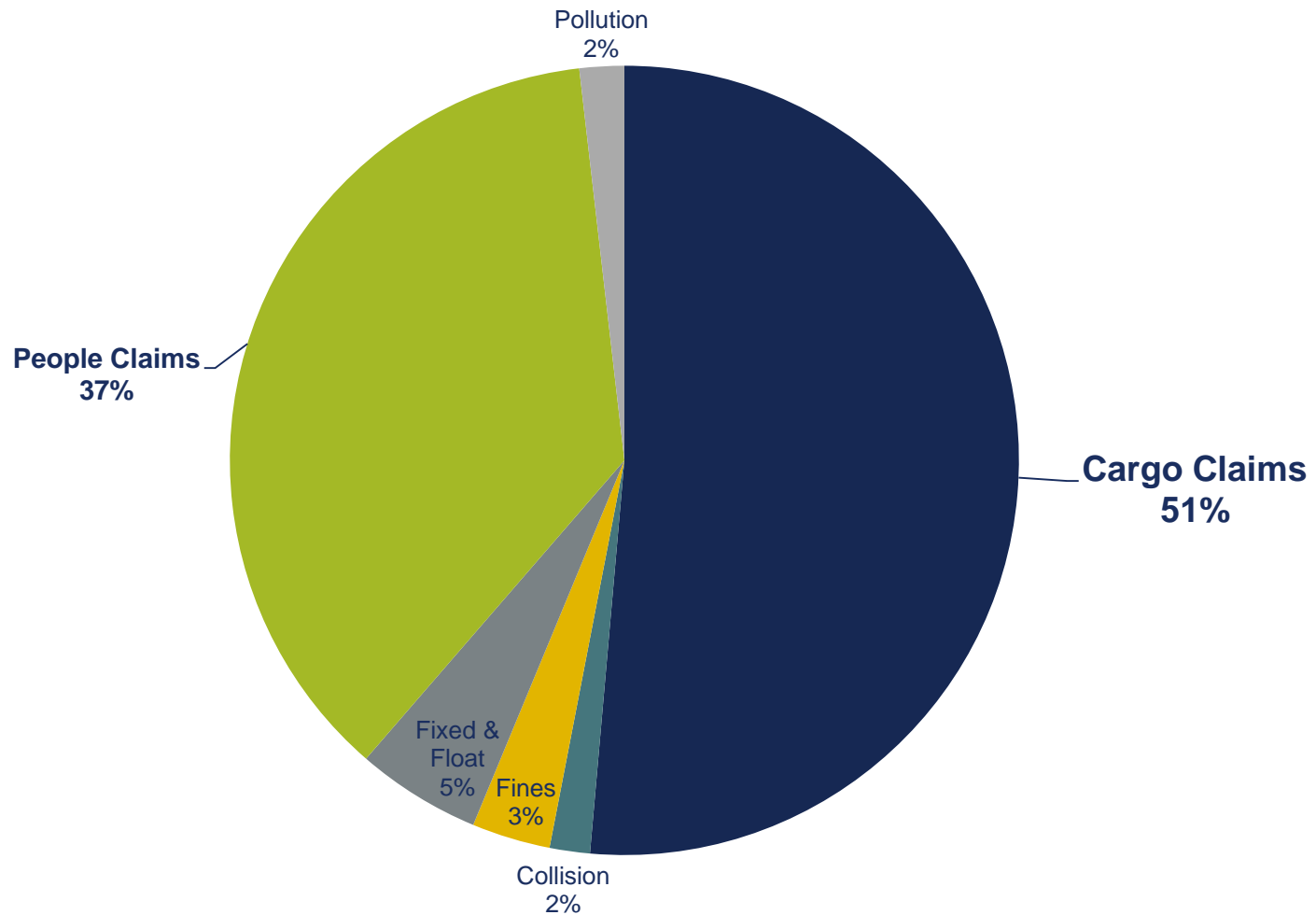
The UK P&I Club  
have appointed  
**Thomas Miller**  
as the Managers  
of the Club

## Share of total gt\*

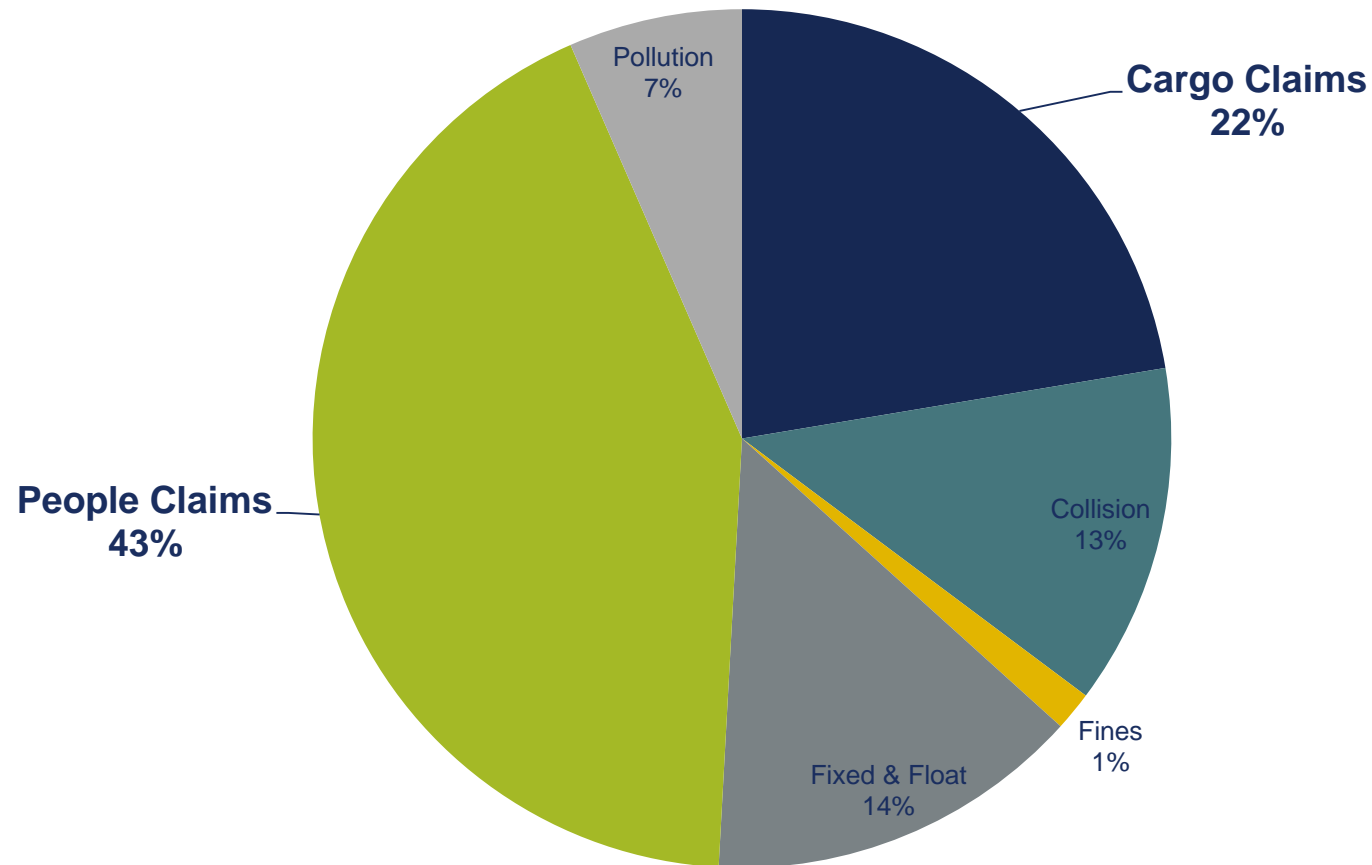


*\*above 1,500 gt*

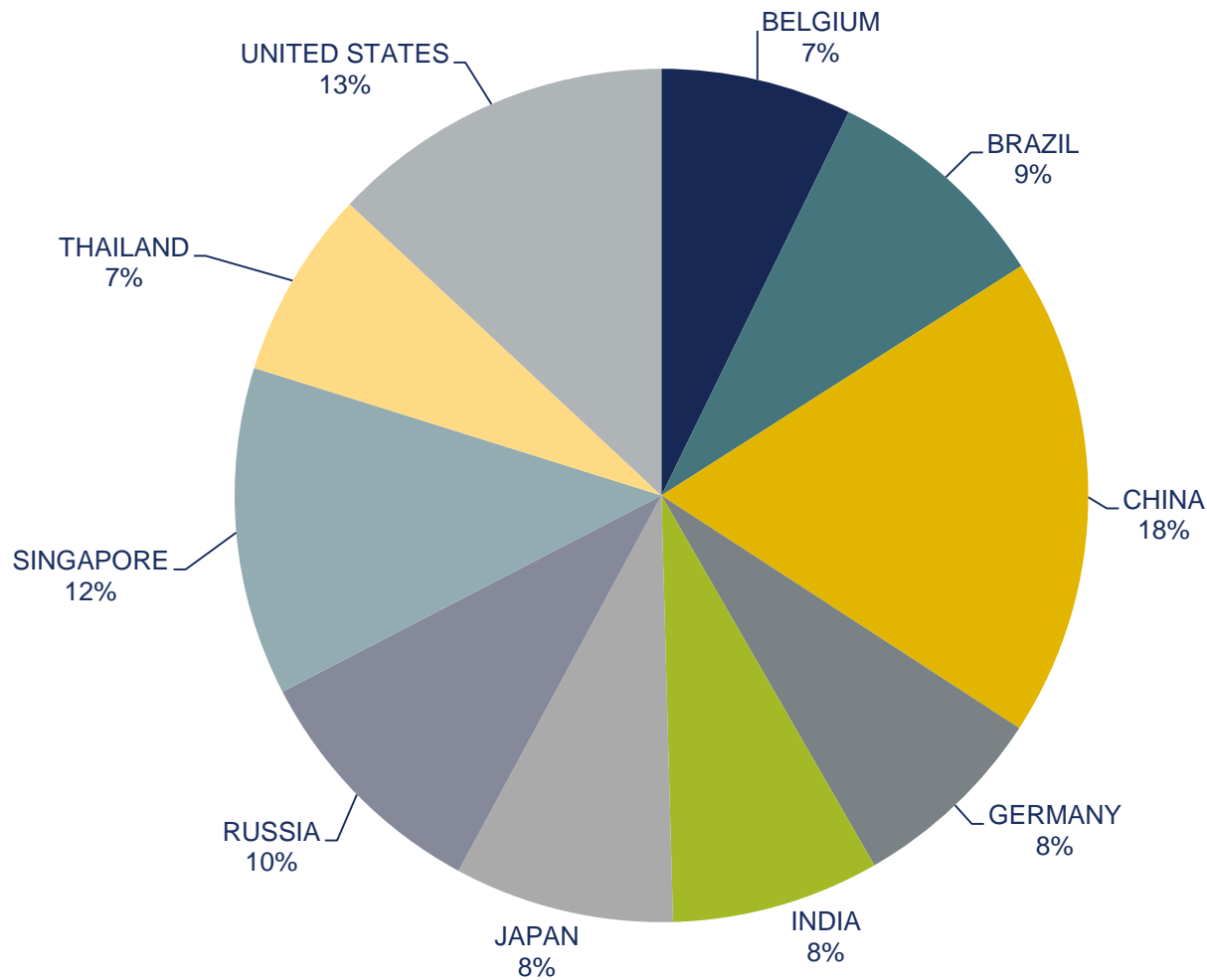
## Number of Claims (2007-2016)



## Value of Claims (2007-2016)

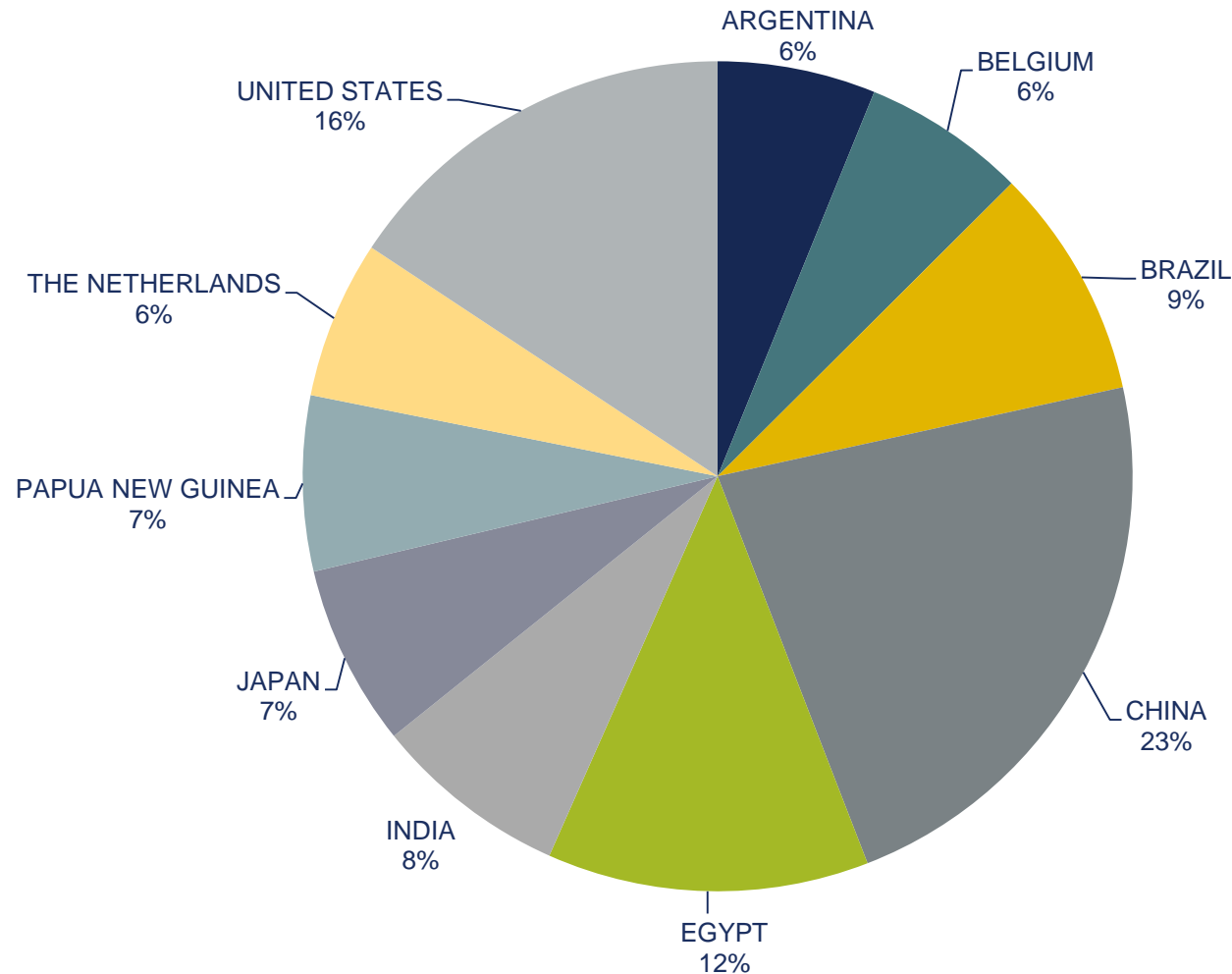


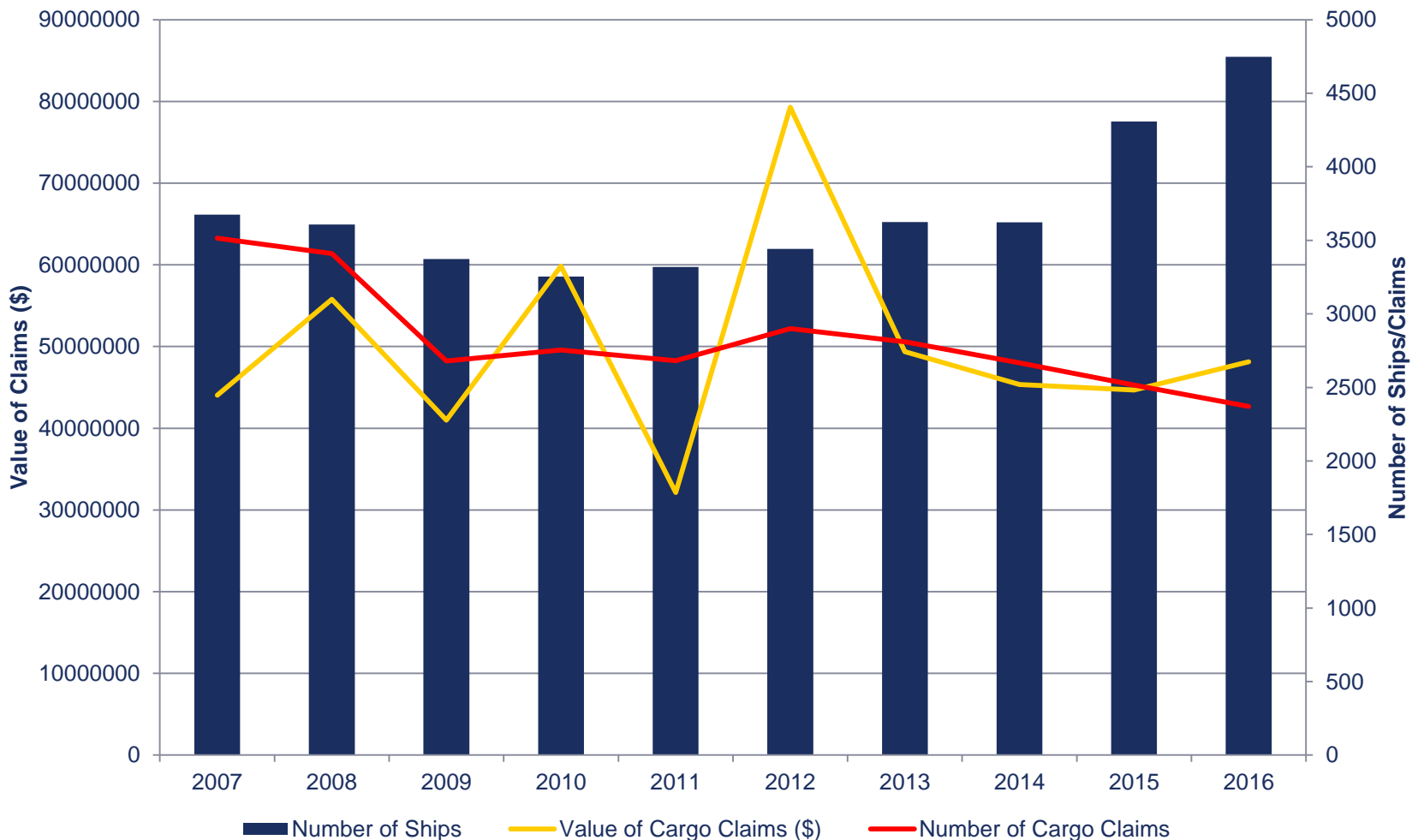
## Cargo Claims - Top 10 Countries by Number





## Cargo Claims - Top 10 Countries by Value





# Legal framework

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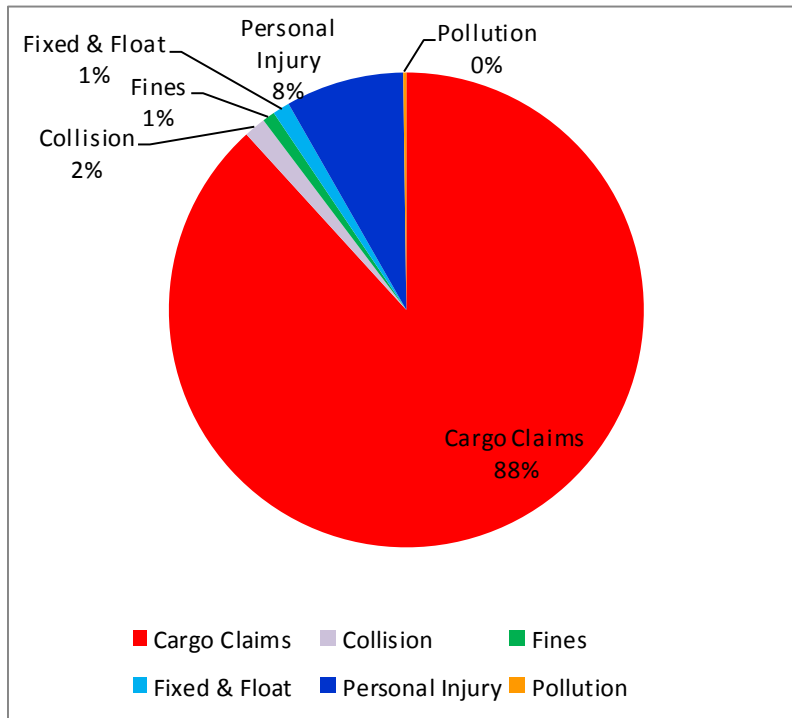
- Owners only liable when cargo on ship
- Burden of proof
- Bill of lading creates strong prima facie evidence of quantity shipped
- So what can the owners do?

- 196 Risk Assessments
- 51 seminars / workshops attended
- Approx. 3,900 seafarers addressed

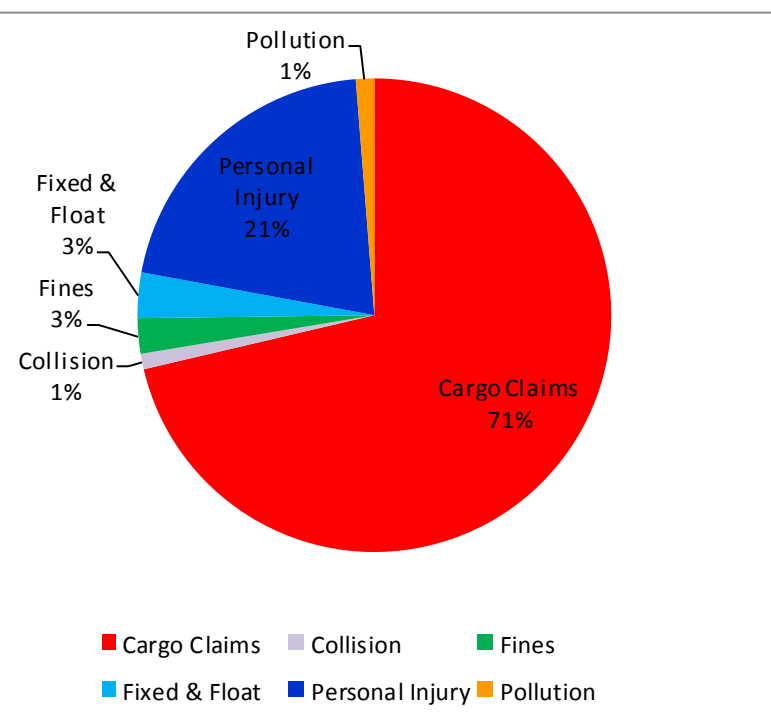


## Number of claims by main risk types (2003-2016)

### (Member Shipping Co)

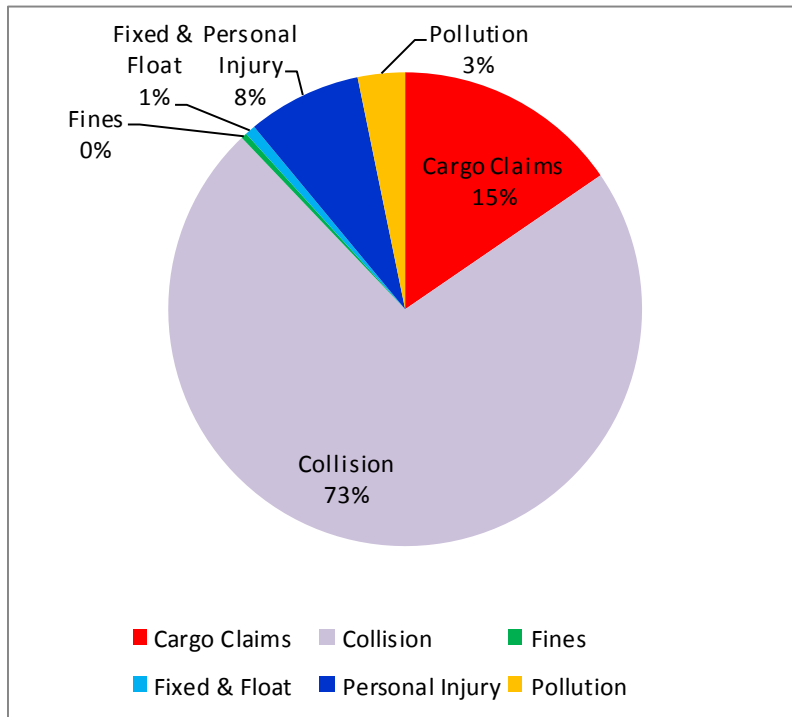


### UK Club

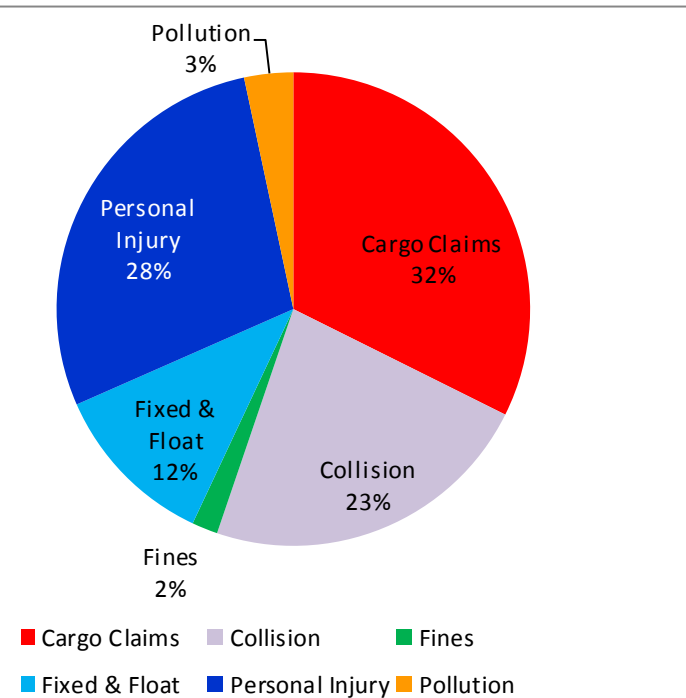


## Value of claims by main risk types (2003-2016)

### (Member Shipping Co)

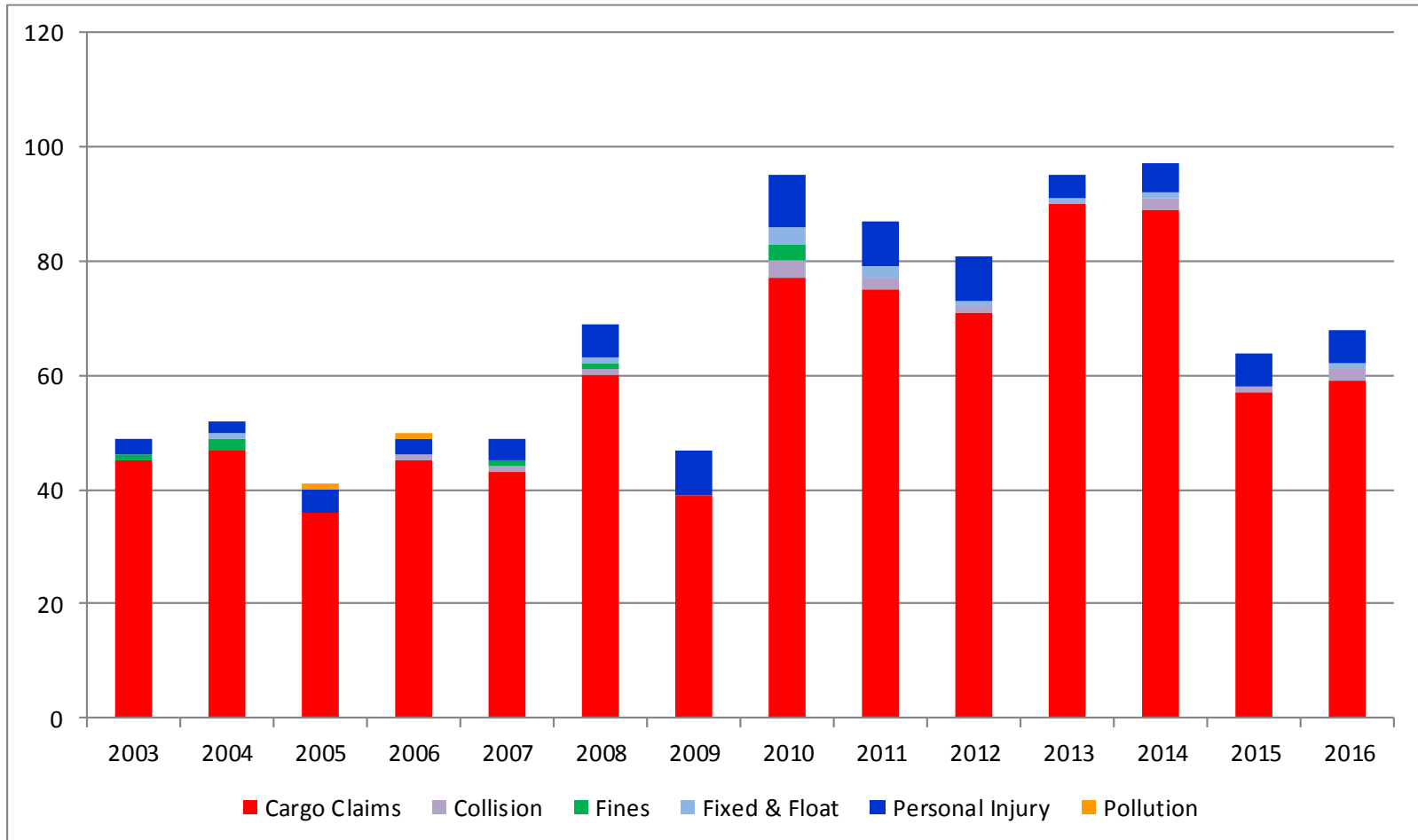


### UK Club



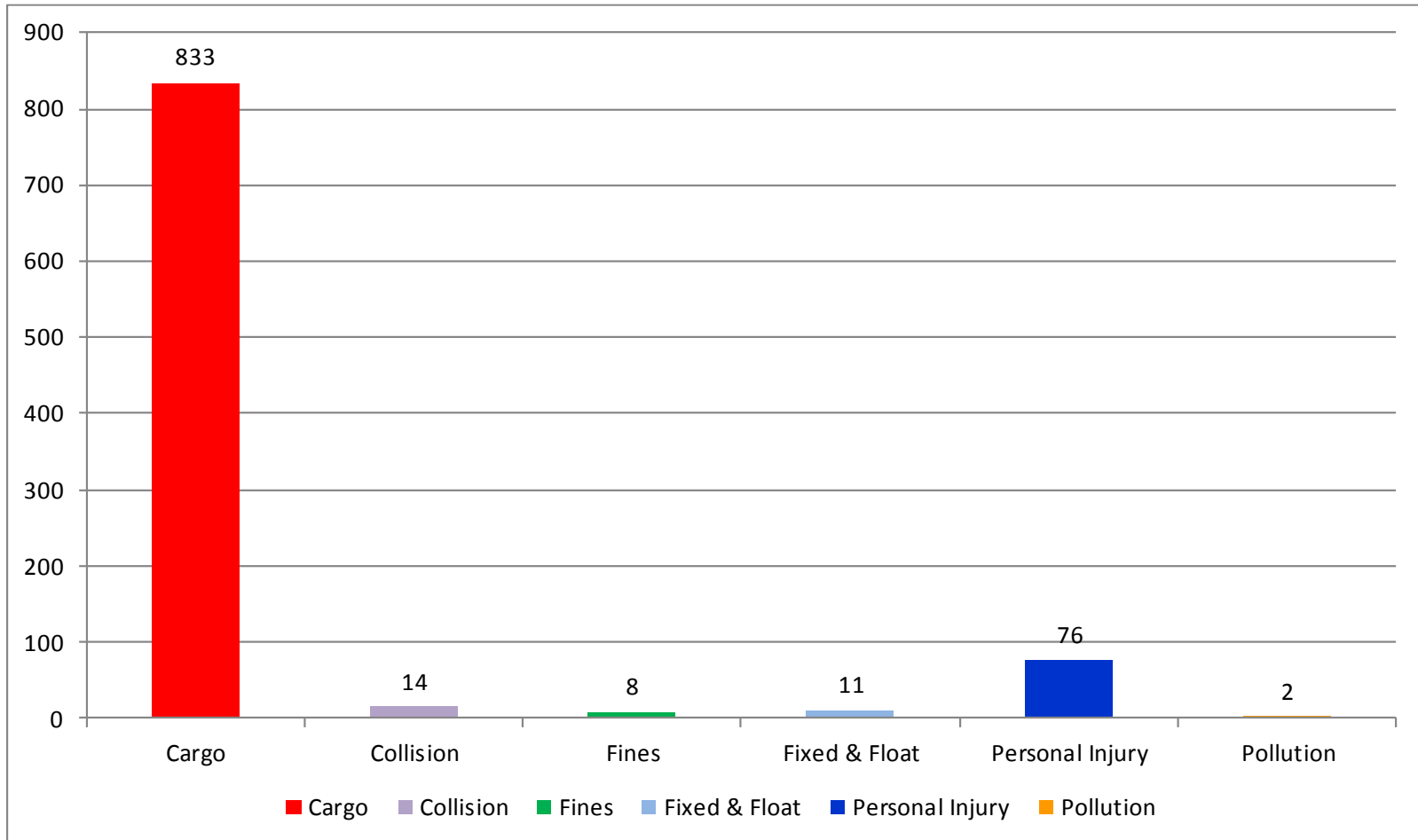


## Number of claims - main risk types by year (2003-2016)





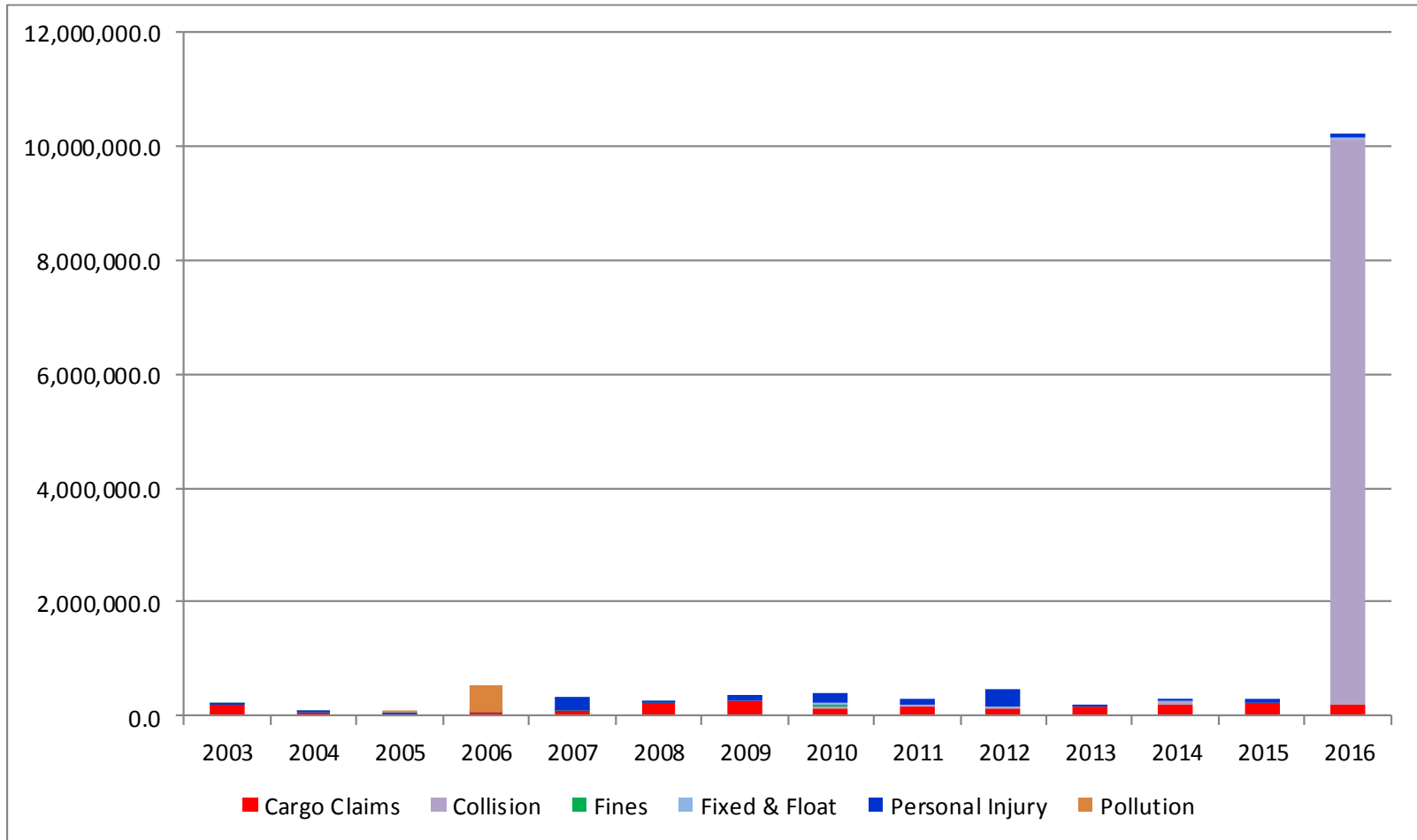
## Number of claims by main risk types (2003-2016)



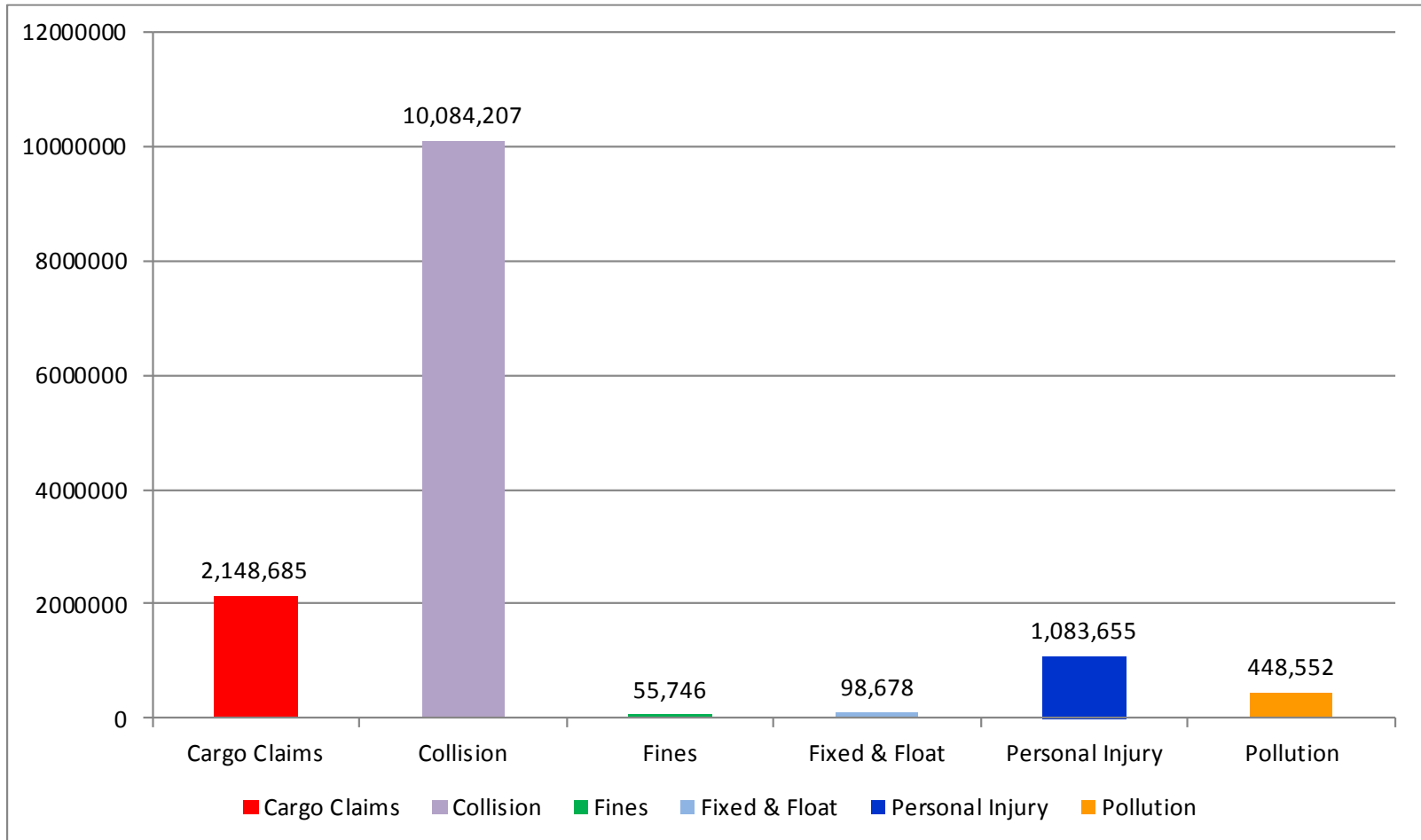




## Value of claims - main risk types by year (2003-2016)



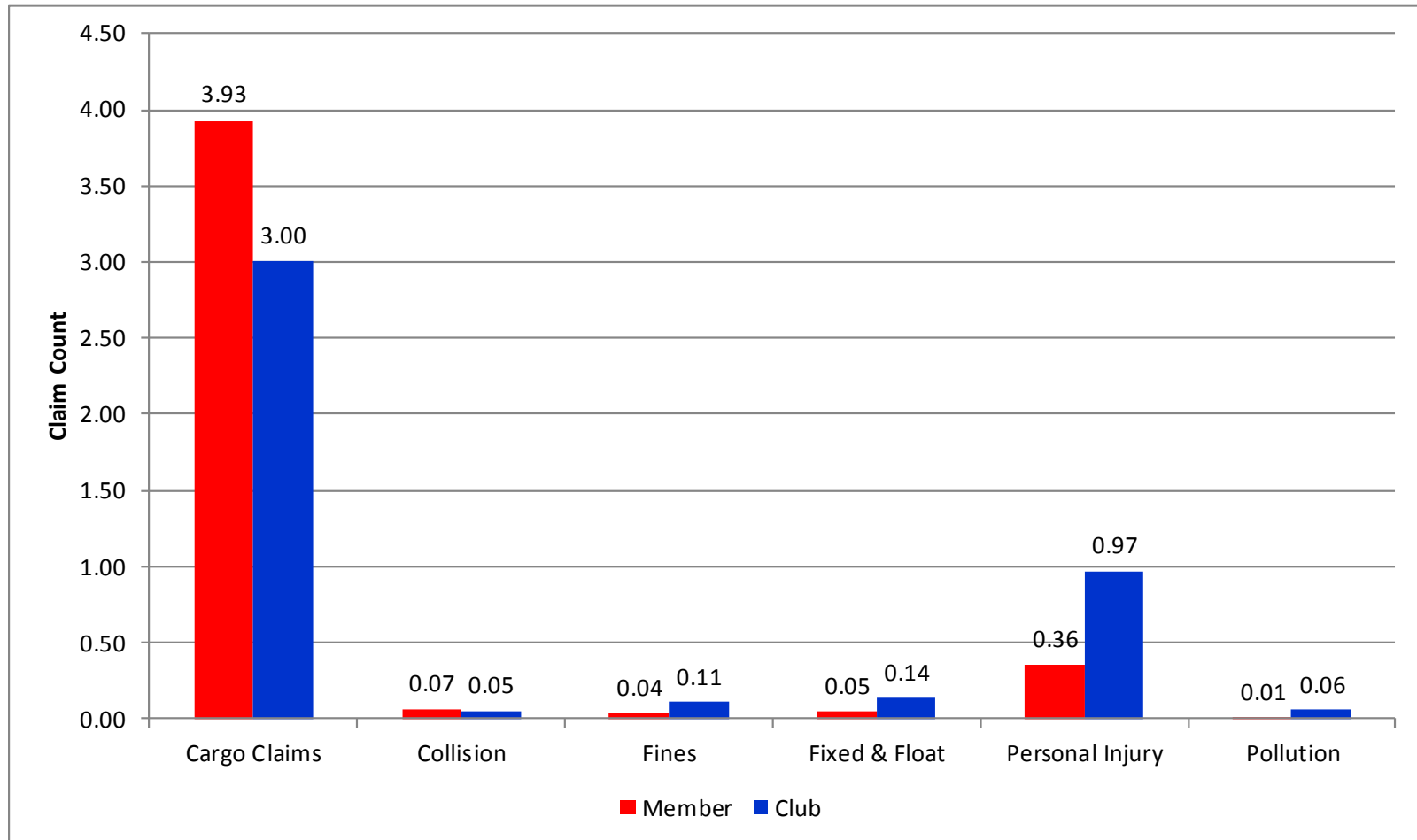
## Value of claims by main risk types (2003-2016)





## Average number of claims per ship by main risk type over period (2003-2016)

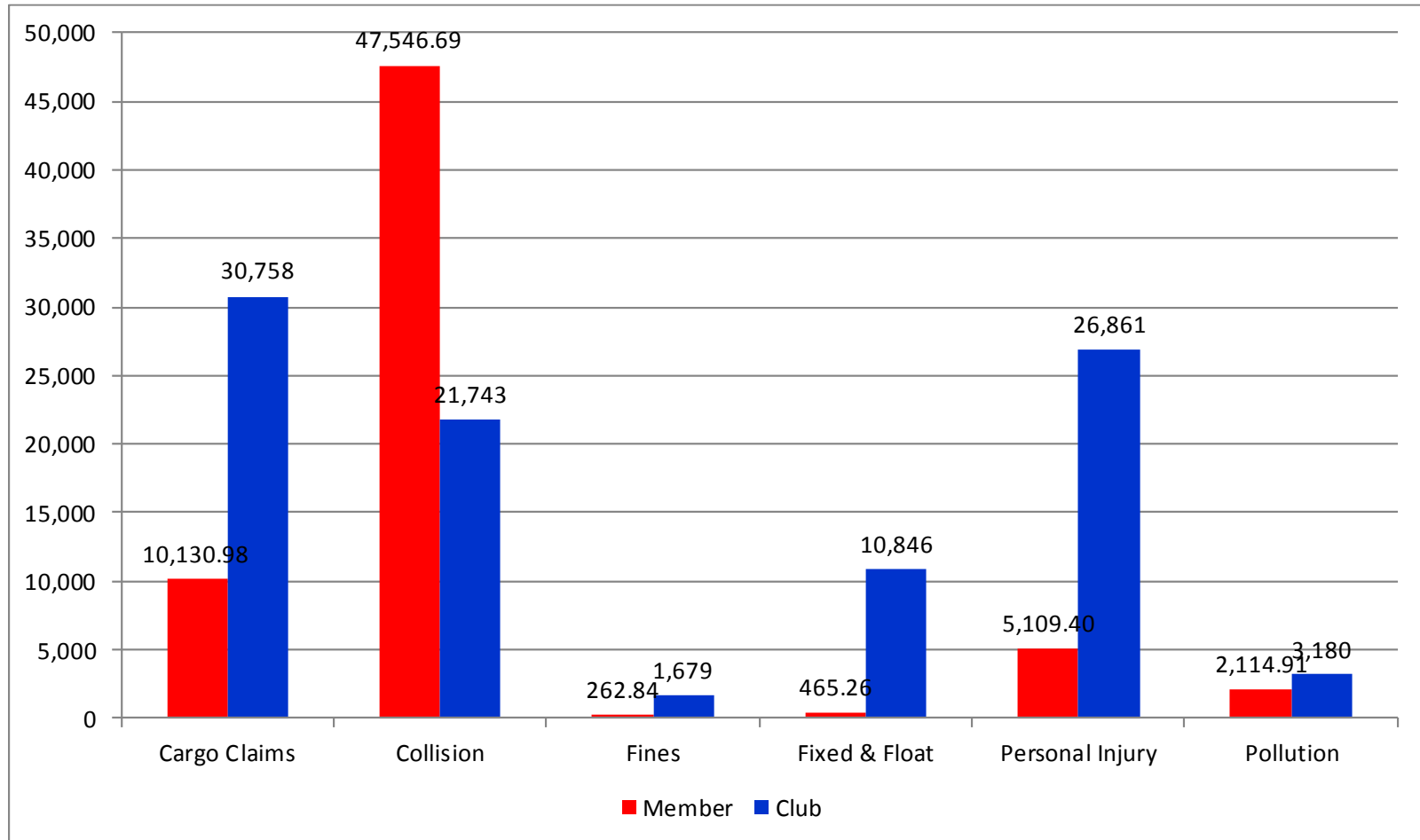
*Averages are affected by individual members deductibles*



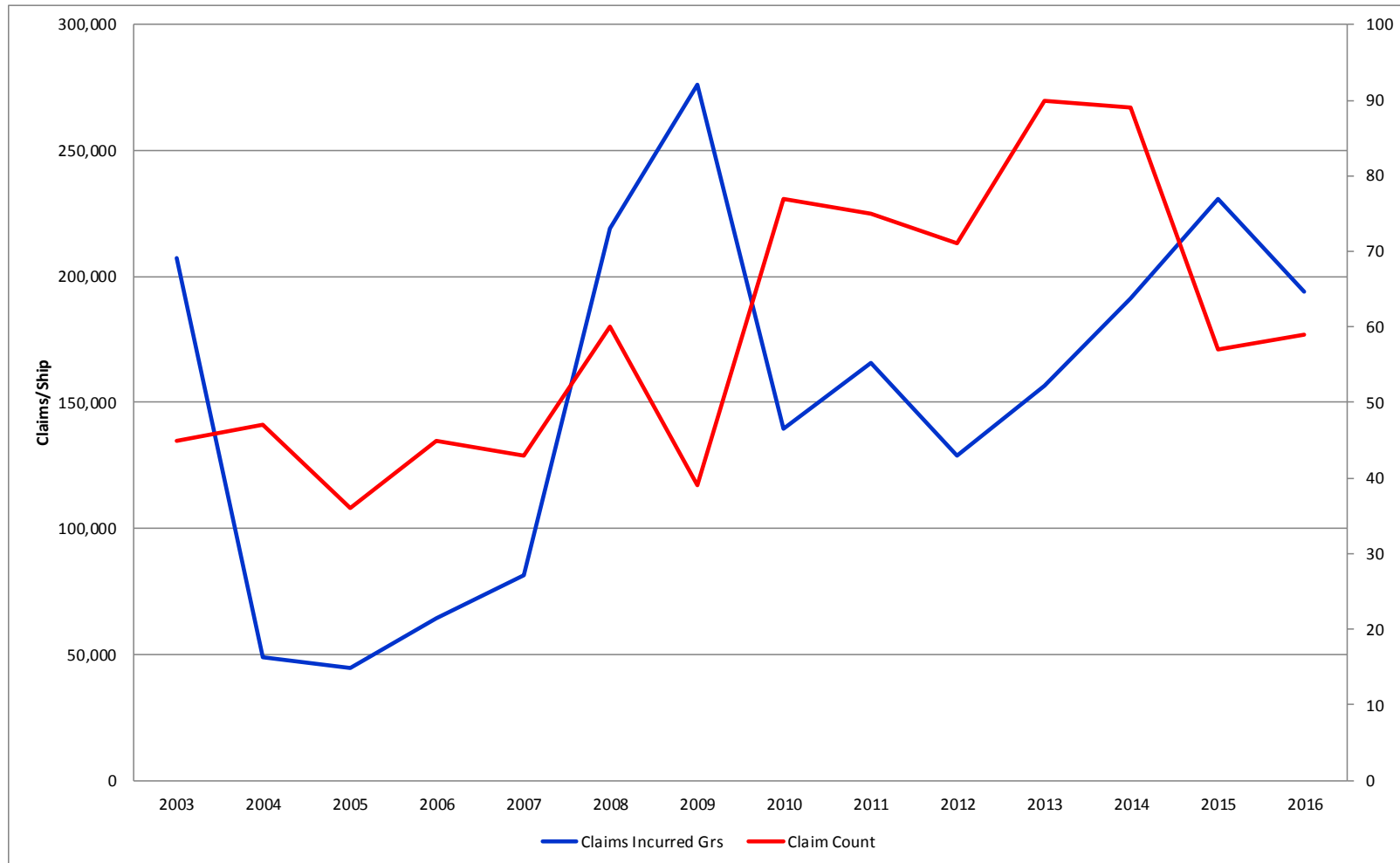


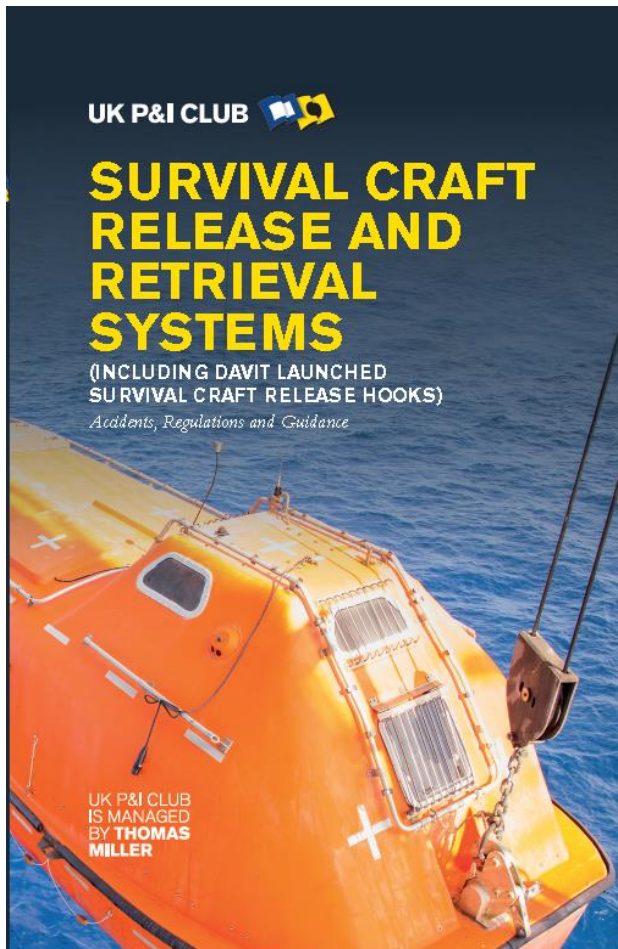
## Average value of claims per ship by main risk type over period (2003-2016)

*Averages are affected by individual members deductibles*



## CARGO CLAIMS – details (2003-2016)









- An entertaining way to communicate a serious message
- Pressure-free learning. Failure is acceptable when it doesn't matter
- McDonalds 'Crew Challenge'
  - **Challenge:** Educate 91,000 staff on new till system in UK
  - **Solution:** Points-based simulation game. Available via company intranet
  - **Result:** Hugely popular with staff & additional £23M UK till sales revenue
- An effective route to the end user





# MAKING OF RISK AHOY

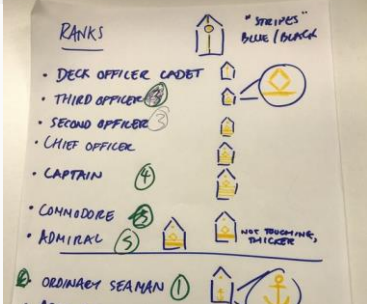
Minigames ☆ 📁

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fx Name

	A	B	C	D	E	F	G	H	I
1	Name	Status	Index	Type	Stage	Ships	Version	Action	Balance
2	Ladder Lower	Postponed	0	Maintenance	Crew Boarding	All		Spin	Ships
3	Crew Check	Postponed	1	Maintenance	Crew Boarding	All		Sort Tap	Ships
4	Can-Test	Postponed	2	Maintenance	Cargo Loading	BU		Rapid Tap	Floors
5	Cargo Stack	Complete	3	Risk	Cargo Loading	BU, CO	1.0.0	Timed Tap	Up
6	Gargo Separation	Scrapped		Maintenance	Gargo Loading	GO		Sort Tap	N/A
7	Cargo Load	Complete	4	Maintenance	Cargo Loading	CO	1.0.0	Drag n Drop	Do
8	Gas Hose	Complete	5	Maintenance	Cargo Loading	GA	1.0.0	Draw	Gas
9	Gas Valve	Complete	6	Maintenance	Cargo Loading	GA	1.0.0	Spin	Co
10	Passenger Sort	Complete	7	Maintenance	Cargo Loading	CR	1.0.0	Sort Tap	Sh
11	Line Release	Postponed	8	Maintenance	Unmooring	All		Positional Tap	Do
12	Unmoor	Complete	9	Risk	Unmooring	All	1.0.0	Balance	Do
13	Outward Boat Dodge	Complete	10	Risk	Pilotage Waters	All	1.0.0	Navigation	Wa
14	Pilot Release	Complete	11	Risk	Pilotage Waters	All	1.0.0	Timed Tap	Sh
15	Enclosed Rescue	Postponed	12	Risk	Emergency	All		Rapid Tap	Tr
16	Loss of Power	Postponed	13	Maintenance					
17	Boat Dodge	Complete	14	Risk					
18	Bridge Balance	Postponed	15	Risk					
19	Fire Extinguish	Complete	16	Maintenance					
20	Passageway Run	Complete	17	Risk					
21	Wire Work	Postponed	18	Maintenance					
22	Bolt Tighten	Postponed	19	Maintenance					
23	Shelf Tidy	Complete	20	Maintenance					
24				Risk					

FOURWARD MAST CONTAINERS STACKED DOWNWARD ACCOM



Initial Specification

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## Risk Ahoy!

Initial Specification - February 2017

An arcade-styled mobile game where you must complete a series of minigames relating to the management and risks of shipping at sea. The more levels you complete, the better ships and harder routes you unlock.

Generic aims of the game include:

- To teach users about the risks of being on a vessel at sea
- To keep users entertained and engaged to encourage recurrent usage

Games must cover certain core areas in order to be effective:

needs to keep players engaged and give them a fun yet memorable experience. We'll cover this with **retro graphics**, **fast paced gameplay** and a **light-hearted tone**. It can't be too complex otherwise many players will have difficulty understanding how to play. We will cover this with **simple controls**, **quick gameplay** and a **minimal interface**.

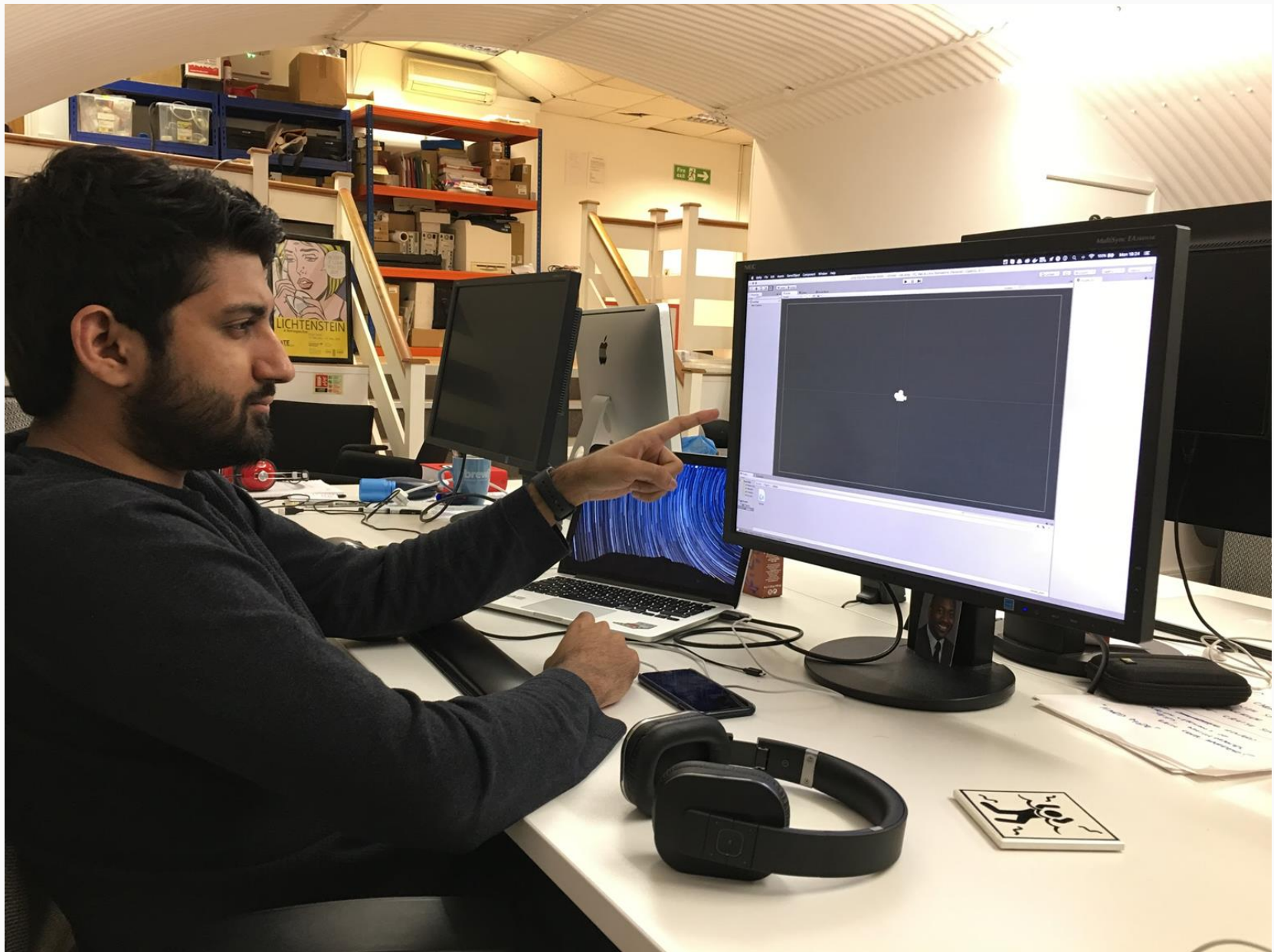
ust have content that keeps the players coming back for more. We will cover this  
th **changeable difficulty**, a **ranking system** and **level scoring**.

## ne Types

**three minigame types** that you can encounter per level. Each minigame yields a amount of points, which will contribute towards a final score for the level. If you do a level or take very long, you gain less than what you could have got.

**Maintenance** games require you to complete the games in the set amount of time. If you cause a mistake, you are able to continue playing it but reduced points will be awarded.

- **Risk games** require you to complete the games without fail. If failure occurs, no points will be awarded.
- **Decision games** require you to choose one of two options and appear more frequently in harder levels:
  - **Safe option** - Game is unskippable for 5 seconds, but ensures no point loss
  - **Risk option** - Very low chance of high point gain, but high chance of large point loss







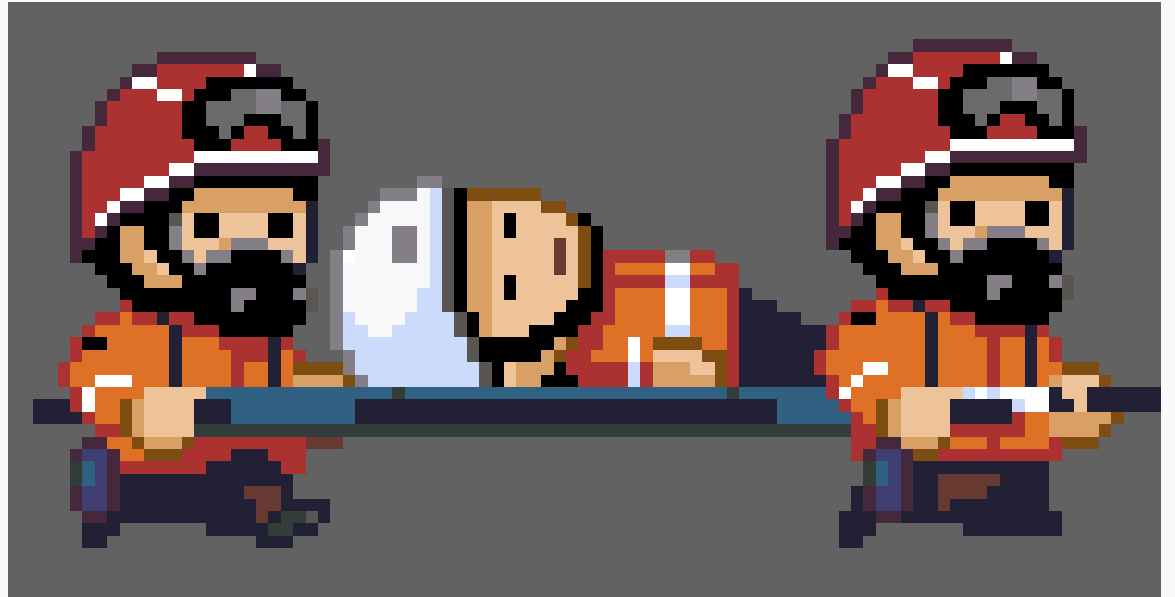




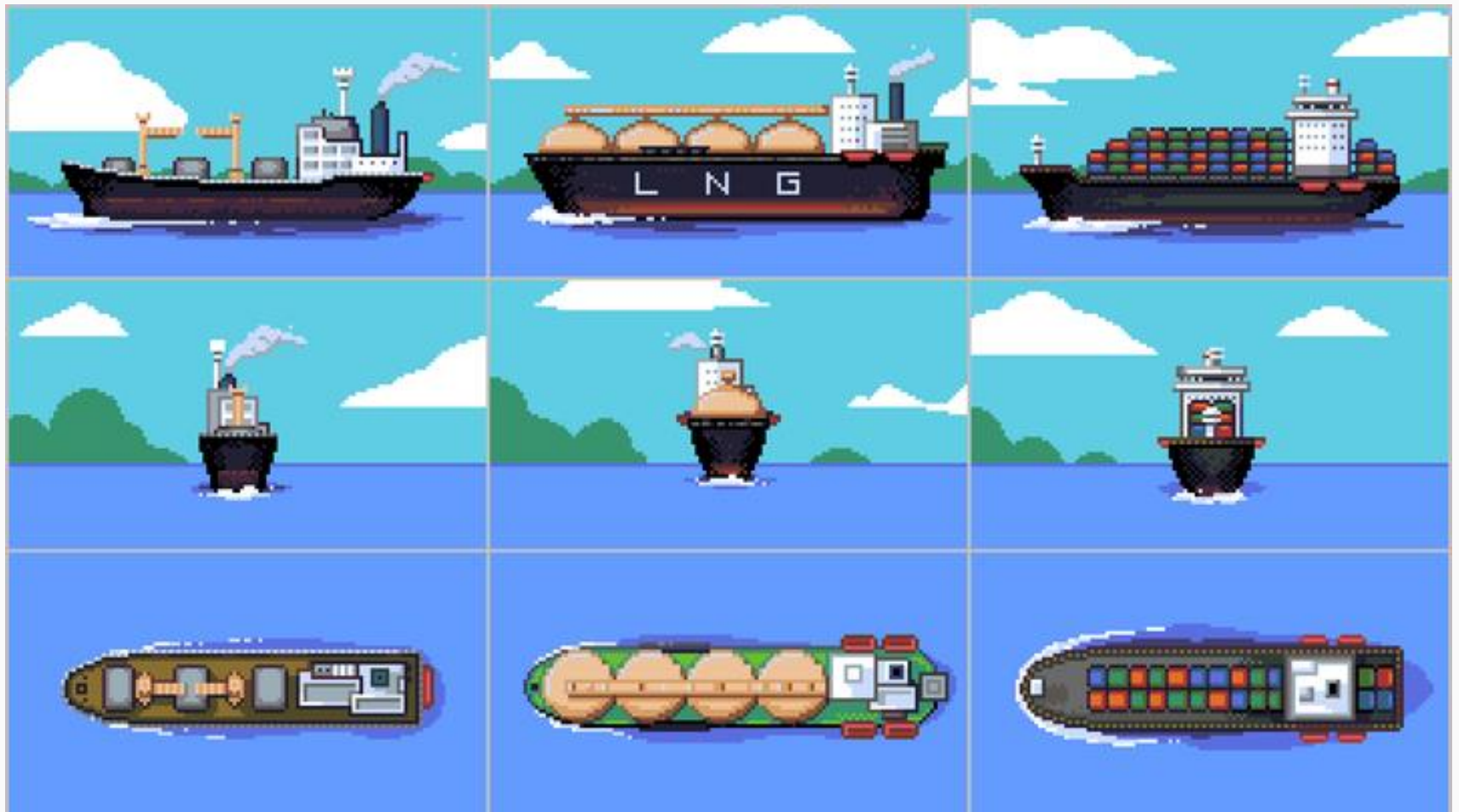
# PASSAGEWAY RUN

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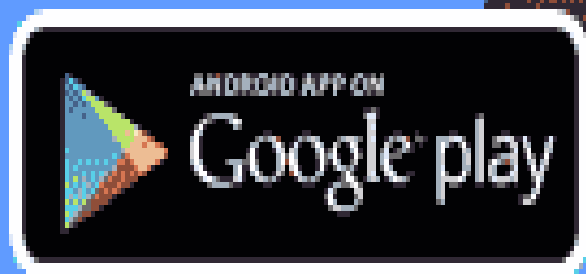
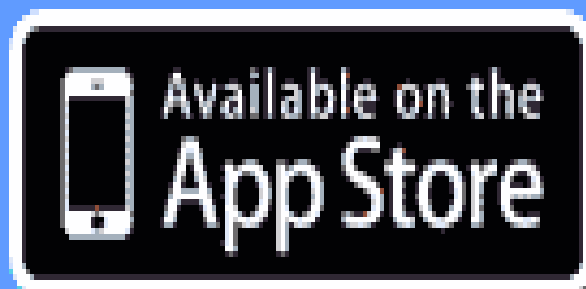












**Thank you**  
**Any questions?**

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