

# **Managing Marine Hull, Oil and Energy Insurance : Underwriting & Claims (CVT)**

**14-15 October, 2025**

## **PROGRAM CONCEPT AND OBJECTIVES:**

Marine Hull, Oil & Energy business are very niche products for the insurers and the intermediaries, hence is less competition. Very limited but resourceful clients being either the vessel/ship owners or the charterers. Oil & Energy risk owners are basically the oil companies engaged in off-shore/On-shore oil exploration business. As this subject is highly technical and mostly RI driven in the large H & M risks, it requires to groom the executives to deal with this subject effectively from the points of view of marketing as well as managing the subject matter professionally to meet the customers' needs and.

COI has created '**Virtual Training (CVT) Rooms**' to conduct training program in a cost-effective manner for participants to equip themselves academically at their respective locations.

## **KEY TAKEAWAYS FROM THE PROGRAM:**

The Program is of two days duration. It aims at helping the participants to gain and improve their knowledge with practical orientations on:

- Marine Hull business - sources and environments
- Regulatory Climate for Hull operations
- Type of Vessels, Waterways, Classification Societies and type of available covers
- Ship Builders' Risk Insurance
- Rating and Underwriting strategy
- Losses triggered by the perils of the sea causing H&M losses, TL/CTL, PA, GA, and the Liabilities
- P & I Club Covers
- Claims procedures and handling maritime fraud
- Management of Oil & Energy Risk Underwriting and Claims

## **PARTICIPANT PROFILE:**

The Program is designed for Junior/Middle/Senior level executives from insurance companies, Brokers, Surveyors and Customers who are in this trade or are intending to practice Marine Hull Insurance. Each participant shall be awarded with the Certificate on completion of the training.

**PROGRAM DURATION:** 2 days (CVT)

**PROGRAM TIME(IST):**

**PROGRAM DATE:** 14-15 October 2025

10.30 AM to 05.30 PM (6 Hrs. every day)

**PROGRAM FEES:** ₹ 7080/- (₹ 6000/- plus 18% GST)

**CERTIFICATE OF PARTICIPATION:** Online Certificate in PDF format will be issued to all the participants.

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## **PROGRAM VENUE:**

College of Insurance Insurance  
Institute of India, 2nd Floor –  
2A & 2C, CBD/1, Synthesis  
Business Park, Action Area II,  
Newtown, Kolkata – 700 156.

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Training Venue

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