Insurance Institute of India, COI, Kolkata

Classroom Training Session on Managing Marine Hull, Oil and Energy Insurance - Underwriting & Claims (CT)

13 to 14 October, 2026

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 Date:

13 to 14 October 2026

Program Duration:

2 days (CT)

Program Time (IST):

10.30 am to 05.30 pm

Program Coordinator:

Mr. Sudip Dutta, Faculty,

Email: dutta@iii.org.in,

Contact: 9769606484

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.

Please follow below link for Training Venue
Click Here

REGISTER NOW

Program ID : CPG

Program Concept and Objectives

Marine Hull, Oil & Energy business are niche products for both insurers and intermediaries, and hence of less competition. Ship owners and Charterers are very few but are resourceful clients. Oil & Energy risk owners are basically companies engaged in off-shore/on-shore oil exploration business. As this subject is highly technical and mostly RI driven it is required to groom executives to deal with this subject effectively from the points of view of marketing as well as managing the line of business professionally as well as to meet the customers' expectations.

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 orientation on:

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

Program Fees:

- **Participants requiring residential facilities: Total amount Required – Rs. 11800/-i.e. (Rs. 10000/- plus 9% CGST + 9% SGST).**
  (The fees cover tuition, course material, A/C single room accommodation in the Institute's campus and full boarding (bed tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility.
  Rooms are reserved from 12.00 noon onwards the day prior to the commencement of the program. The participants can stay till 12.00 noon next day after the conclusion of the program.)
- **Non-residential participants: Total amount Required – Rs. 5900/- i.e. (Rs. 5000/- plus 9% CGST + 9% SGST).**
  (The fees cover tuition, course material and day boarding (i.e. breakfast, lunch and tea/coffee during tea breaks for actual days of training).

PROGRAM TEAM:

Ms. Yogeeta Kulkarni	Any help/queries mail to college_insurance@iii.org.in	022-69654255
Ms. Rupali Thakur		022-69654284
Ms. Sakshi Pawar		022-69654251
Mr. A. G. Madwal		022-69654254
Mr. P. H. Ekke		022-69654234
Ms. Akshara Nagpal		022-69654266
Ms. Meghana Shivtarkar		022-69654249
Ms. Sneha Pednekar		022-69654270
Ms. Mrunal Satam		022-69654216

Website: **www.insuranceinstituteofindia.com**