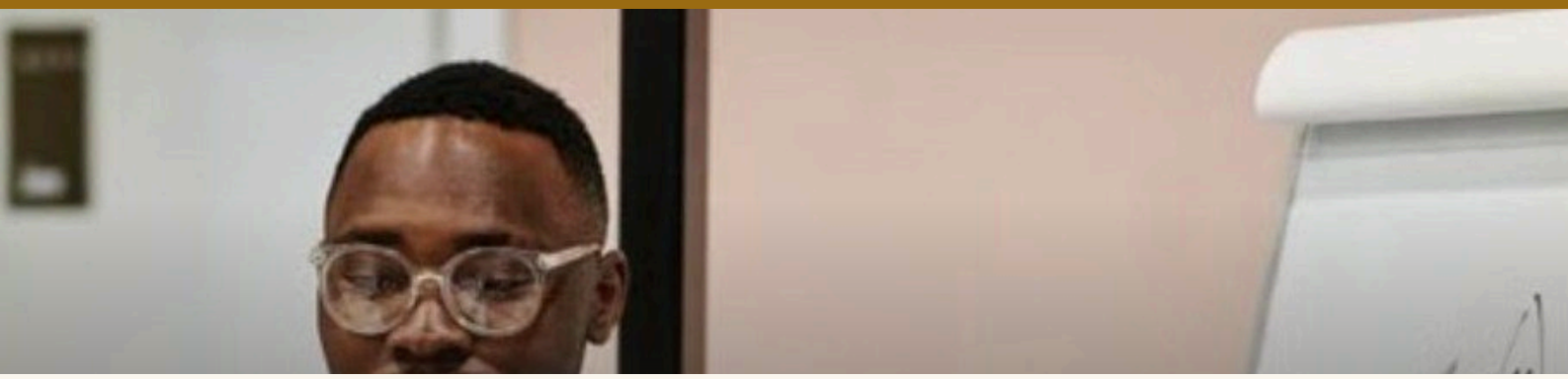


SEYA CAPITAL
INSIGHT · STRATEGY · GROWTH

INSURANCE

Marine Cargo Insurance, Risk Evaluation, Underwriting and Claims Management

From Risk Assessment to Claims Settlement Across the Cargo Supply Chain

SECTOR	FORMATS	FEE FROM	2027 SESSIONS
Insurance	5 days & 2 weeks	US$ 2,100	3

OVERVIEW

About this course

Marine cargo insurance sits at the heart of global trade, protecting goods as they move by sea, air and land through supply chains that are longer, faster and more exposed to disruption than ever before. Underwriting this class well requires a sound understanding of cargo risk, packaging and transit exposures, while managing claims fairly and efficiently demands a firm grasp of policy wordings, survey practice and the legal principles that govern cargo loss.

This Seya Capital course gives delegates a practical, end-to-end understanding of marine cargo insurance — from risk evaluation and underwriting through to claims management — equipping underwriters, claims professionals and brokers to assess, price and settle marine cargo business with confidence.

2027 SCHEDULE

Dates, venues & fees

DATES	VENUE	FORMAT	FEE PER DELEGATE
15 – 19 Nov 2027	Arusha, Tanzania	5 days	**US$ 2,100**
22 Nov – 3 Dec 2027	Johannesburg, South Africa	2 weeks	**US$ 3,960**
29 Nov – 3 Dec 2027	Johannesburg, South Africa	5 days	**US$ 2,200**

Fees exclude travel and accommodation. This course is also available in-house, on dates and at a venue of your choice.

OBJECTIVES

By the end of the course

Participants will be able to:

- Understand the principles and structure of marine cargo insurance
- Evaluate cargo risk across different modes of transport and commodity types
- Apply sound underwriting practice to marine cargo risks
- Manage marine cargo claims effectively from notification to settlement
- Understand the legal framework and Institute Cargo Clauses governing cover
- Identify emerging trends and risks affecting marine cargo insurance

WHO SHOULD ATTEND

Designed for

This Seya Capital course is suitable for a wide range of professionals, including:

- Marine cargo underwriters and technical underwriting staff
- Claims handlers and claims managers in marine insurance
- Insurance brokers and intermediaries placing marine cargo business
- Risk managers within shipping, logistics and trading companies
- Marine surveyors and loss adjusters

PROGRAMME

Course outline

Day One: Foundations of Marine Cargo Insurance

- The principles and structure of marine cargo insurance
- Key parties: shippers, carriers, insurers and consignees
- Overview of the global cargo supply chain and its exposures
- Types of marine cargo policies: single transit, open cover and annual policies
- Insurable interest and the placement of marine cargo cover

Day Two: Risk Evaluation and Cargo Risk Assessment

- Assessing risk by commodity type, packaging and value
- Evaluating risk across sea, air, road and rail transit
- Route, transhipment and storage risk considerations
- Assessing carrier and logistics provider risk
- Practical exercise: evaluating a marine cargo risk submission

Day Three: Marine Cargo Underwriting Practice

- Underwriting criteria and risk selection for marine cargo business
- Rating factors and premium calculation for cargo risks
- Applying warranties, conditions and exclusions
- Managing accumulation and catastrophe exposure in cargo portfolios
- Practical exercise: underwriting a marine cargo policy

Day Four: Marine Cargo Claims Management

- The claims process: notification, survey and documentation
- Assessing general average, particular average and total loss claims
- Working with surveyors, adjusters and salvage professionals
- Subrogation and recovery from carriers and third parties
- Practical exercise: managing a marine cargo claim

Day Five: Legal Framework, Institute Clauses and Emerging Trends

- Understanding the Institute Cargo Clauses (A, B and C)
- Legal principles governing marine cargo insurance and carriage of goods
- Dispute resolution in marine cargo claims
- Emerging risks: supply chain disruption, cyber and climate-related exposures
- Course summary, key takeaways and action planning

METHODOLOGY

How you will learn

This Seya Capital course combines structured presentations with case studies, claims scenarios and group discussion. Delegates work through real underwriting and claims examples drawn from marine cargo practice, building the practical skills to evaluate risk, apply policy wordings and manage claims professionally.

IMPACT

The return on learning

For your organisation

- Improved risk evaluation and pricing accuracy for marine cargo business
- Stronger, more consistent underwriting practice across cargo risk types
- More efficient and fair claims handling, reducing disputes and delays
- Enhanced understanding of policy wordings and coverage application
- Greater organisational readiness for emerging cargo and supply chain risks

For you

- A clear working knowledge of marine cargo insurance principles and practice
- Confidence to evaluate and price marine cargo risk
- Improved ability to interpret and apply Institute Cargo Clauses
- A practical understanding of marine cargo claims handling
- Stronger awareness of emerging risks in global cargo movement

CERTIFICATION

Seya Capital certificate

On successful completion of this Seya Capital training course, delegates will be awarded a Seya Capital Certificate of Completion.

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Register or enquire

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