

# MASTERING COMPREHENSIVE MACHINERY INSURANCE (CMI)



**WORKSHOP FACILITATOR**

**Mr. Shumail Iqbal**  
Country Head Underwriting  
MBA-MOS-ACII-AIDA-US-Are-US

Date: **May 14, 2025**  
Time: 10:00am to 1:00pm  
Duration: 3.00 hours



## Learning Outcomes

By the end of the workshop, participants will be able to:

- Understand the scope, structure, and key features of Munich Re's Comprehensive Machinery Insurance (CMI) policy
- Differentiate CMI from standard named perils Property All Risks (PAR) policies
- Identify coverage enhancements offered by CMI and where traditional policies fall short
- Recognize typical risk scenarios covered (or not covered) under different machinery-related policies
- Advise clients more effectively by matching their needs with the appropriate policy cover

## Target Audience

- Brokers and agents handling corporate accounts.
- Underwriters
- Claims professionals
- Risk engineers and surveyors

## Course Contents

- Overview of Middle East Insurance Standing vs Pakistan Standing
- Evolution of Machinery Insurance & Emergence of CMI
- Understand the origin and need for CMI
- What Can Be Insured?
- Policy Structure and Layout of the policy
- Explore the product's coverage, structure, and benefits
- Business Interruption under CMI
- Common Causes of Machinery Claim
- Machinery Breakdown, EEI, PAR vs. CMI — basic overview
- Benefit of CMI from the Cost and administrative perspective
- Basis of Claim & Indemnity Mechanism
- Extensions and limitation
- Customization options and endorsements in CMI
- Comparison table: CMI vs. MB vs. EEI vs. PAR
- Case example walkthrough of CMI wording
- Real-life claim scenarios and how different policies respond
- Identifying coverage gaps in traditional policies



**Venue** NIC Building, 6th Floor Abbasi Shaheed Road  
Shahrah-e-Faisal, Karachi.

## PAKISTAN INSURANCE INSTITUTE

NIC Building, 6th Floor, Abbasi Shaheed Road, Shahrah-e-Faisal, Karachi

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May 2, 2025

Circular No: PII - 10/2025

Pakistan Insurance Institute is organizing a half day workshop on the topic of:

**Mastering Comprehensive Machinery Insurance (CMI)**

Date : May 14, 2025  
Time : 10:00 am to 1:00 pm  
Refreshment break : 11:30 am to 11:45 am  
Venue : Institute's premises located at NIC Building  
6th Floor, Abbasi Shaheed Road  
Shahrah-e-Faisal, Karachi  
Participation fee : Rs. 10,000 per person  
Workshop Facilitator : Mr. Shumail Iqbal  
Country Head Underwriting  
MBA-MOS-ACII-AIDA-US-Are-US

You are requested to please send your nominations by **May 9, 2025**. For further details / information please contact the office of the Institute.

For further enquiries you are requested to please contact the office of the Institute or visit our website at [www.pii.com.pk](http://www.pii.com.pk)



Tabish Pervez  
Customer Service Assistant

## **Profile**

Shumail Iqbal  
Country Head-Underwriting  
TPL Insurance Limited

ShumailIqbal is a results-driven Chartered Insurer Risk Manager and Data Analytics professional with over 15 years of experience in the insurance industry.

Since joining TPL Insurance Ltd. in 2016, he has played a key role in the company's success and now serves as Country Head of Underwriting. He also holds the position of Secretary of the Underwriting Committee, contributing to strategic decisions and policy development.

Holding prestigious qualifications—**ACII, ARe, MBA, and MOS**. Shumail exemplifies a commitment to continuous learning and industry standards. Beyond his executive roles, he actively fosters talent through **training, mentoring, and consulting**, driving innovation and professional development within the field.

Before joining TPL Insurance Ltd., he served as Assistant Vice President at Jubilee General Insurance Ltd., gaining valuable experience under some of the industry's most respected mentors. With his deep expertise and strategic insights, Shumail continues to drive growth, innovation, and operational excellence in the insurance sector.