



FOCUSED ANALYSIS OF INSTITUTE CARGO CLAUSES (A,B,C)



FACILITATOR
MR.Muhammad Sohail Nazir

Course Contents

- Institute Cargo Clauses A,B,C
- Overview of ICC (A),(B),(C)
- Comparison table: Covered perils

Learning Outcomes

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

1. Understand the Clauses in full
2. Differentiate between Clauses A, B, and C in terms of coverage scope.

Target Audience

- Mid-level marine or cargo underwriters
- Insurance brokers or agents involved in marine placements
- Risk analysts and insurance trainees
- Claims handlers wanting a better understanding of cargo coverage's
- Logistics or freight professionals seeking insurance insights

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9:30 AM to 1:00 PM

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📞 **021-35611063-64**

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

Designation: Deputy Executive Director
Marine & Aviation Department Head Office
Company: EFU General Insurance Limited
Qualification: MSc in Economics
Professional Qualification: ACII
Started my career as a Junior Underwriter in Metropolitan Life Assurance Company Limited in the year 1995. Joined Commercial Union Pakistan in 1996 and worked there for 7 years in the Marine Claims department. Joined EFU in 2003 as an Assistant Vice President in the Marine & Aviation Underwriting Department at Head Office. Heading the department since 2010. Member of the underwriting and reinsurance committee of the company. Have conducted trainings at SECP, Institute of Bankers Pakistan, Pakistan Insurance Institute and more. Have played a pivotal role in the redrafting of the IAP's local marine transit clauses in line with the revision in Institute Cargo Clauses 2009. Currently is the Chairman of the Marine Technical Committee of Insurance Association of Pakistan (IAP). Represented IAP in front of Senate's standing committee on Marine Insurance Bill which was later on promulgated as Marine Insurance Act in 2018. Currently representing IAP on the National Trade and Transport facilitation Committee, a GoP's initiative and a public/private sector joint venture to promote trade in the country.