



**EDITORIAL**



*Dear members,*

*I invite you to take part in the survey which will be conducted in March on the risk management function by an independent third party organisation. The more risk managers who participate, the more useful the responses will be for them to benchmark against their own situations. The confidentiality is protected. and we do not see the identity of those who respond, only the total figures.*

*There are also major developments on European issues with Quantitative Impact Study 4 (QIS4) in the Solvency II project, which will impact the captive industry and will take place from April until June 2008. It is important to take part to get your voice heard as the results of QIS4 will feed into the development of implementing measures.*

*The CEA issued a report entitled "The Environmental Liability Directive: Enhancing Sustainable Insurance Solutions".*

*Kind regards,*

*Marie-Gemma Dequae  
President*

**FEDERATION OF EUROPEAN RISK MANAGEMENT ASSOCIATIONS - FERMA AISBL.**  
**Avenue L. Gribaumont 1 / B4 – B-1150 Brussels - Belgium**  
**Phone : +32 2 761 94 32 - Fax : +32 2 771 87 20 – Email: [info@ferma.eu](mailto:info@ferma.eu) - Website:**  
**[www.ferma.eu](http://www.ferma.eu)**

*This Newsletter is produced by FERMA. If you have any questions concerning this Newsletter, please contact Florence Bindelle at FERMA on +32 2 761 94 32 ([florence.bindelle@ferma.eu](mailto:florence.bindelle@ferma.eu))*

*© Copyright 2008 FERMA. All Rights Reserved. No distribution or reproduction of this issue or any portion thereof is allowed without our written permission except by the recipient for internal use only within the recipient's own organisation.*

# FERMA HIGHLIGHTS

## Ferma Risk Management Forum 2007 – Best Student Report

The best report has been awarded by the education committee of FERMA to Ms Nafy NIANG, student selected by SIRM, Switzerland. As reward, Ms Niang will be invited to attend the FERMA 2008 Seminar.

## Future of FERMA – Members views

Ferma launched a survey in December to get members views on the present and the future of Ferma. 137 members answered. The Executive board tackled the results and identified the areas for improvement during their monthly meeting in January. The Executive Board will now address a proposal to the Board of Directors in March.

The Key messages from the survey are:

- Most relevant activities provided by FERMA are FERMA forum, surveys, seminars and EU Affairs
- Time constraint is the main reason for not attending the FERMA events
- Quality of topics of FERMA events is significant
- Large demand for information on risk management practices and techniques / on E.U. issues affecting members
- Large demand to increase the communication around FERMA's actions/activities
- While being positive about what FERMA is doing and could do in the future, there was a low level of interest in providing active support/involvement mostly due to time constraints

Full results available on the following link:

[http://www.surveymonkey.com/sr.aspx?sm=PjLCZqC0peQzsVIPm4R3NATnEUozlFrcSvM0V9ZgIlo\\_3d](http://www.surveymonkey.com/sr.aspx?sm=PjLCZqC0peQzsVIPm4R3NATnEUozlFrcSvM0V9ZgIlo_3d)

Password: **sharesurvey07**

The analysis is available in a PDF format in the Risk Managers only section of the FERMA website:

<http://www.ferma.eu/RiskManagersOnly/RiskManagementhottopics/tabid/131/Default.aspx>

## Ferma Risk Forum 2009 4 to 7 October 2009, Czech Republic - Prague

The first meeting of the Forum Committee will take place on 12<sup>th</sup> March under leadership of Chairman Franck Baron. The objective of the meeting is to brainstorm the format and structure of Forum 2009 including discussions on the contents of the Scientific Programme.

## Fourth European Risk Management Benchmarking Survey Begins in March

The fourth risk management benchmarking inquiry will start this spring in cooperation with sponsors Axa Corporate Solutions and Ernst & Young. The results will be announced at the FERMA seminar, which will take place in Brussels on 30 September-1 October 2008. The survey, which has been conducted every other year since 2002, asks risk managers belonging to national associations that are members of FERMA to respond to about 30 questions on risk management policy and practices, support and relationships, risks and objectives, communications and insurance.

The FERMA seminar, a biennial event which alternates with the larger FERMA Forum, has been extended this year to take place over one and a half days. It is a risk manager's only event and free for them to attend. The afternoon of 30 September will be devoted to European issues, such as the environmental liability directive and competition in commercial insurance, with which FERMA is involved. The survey results will be presented on 1 October with copies provided free to risk managers in the member associations.

### Executive Board: Paul Taylor becomes vice-president ad interim



Paul Taylor, Director Group Risk Management & Insurance for Swiss based packaging company Tetra-Laval, has been named interim vice-president of FERMA. He replaces Hans Gorrée, president of the Dutch risk management association, NARIM. Mr Gorrée, who stepped down because of the demands of work and his role with NARIM, will continue as a member of the FERMA board of directors. FERMA is grateful for his contribution to the association and appreciates the important role he is playing in NARIM. Mr Taylor's appointment will go before the board of directors in June for confirmation, as required by the FERMA constitution.

---

# EUROPEAN AFFAIRS

---

## Solvency II – Impact on Captives

During the Public Hearing on Solvency II and QIS4 on 28 January 2008, the European Commission focused on the overall Solvency II project and the importance of the Fourth Quantitative Impact Study (QIS4) within the process. It discussed the implementation of the proportionality principle, especially with respect to SMEs, involved an exchange of views on Group solvency and the question of Internal Models. The event was extremely well attended with over 230 people present, and many others watching the event over the internet using the webstreaming facilities. During the closing speech, Director General Jörgen Holmquist indicated that the adoption of Solvency II would set a world-leading standard and it was therefore crucial that all stakeholders worked together to ensure that the solvency II timetable is maintained.

The summary of the day and presentations made by the speakers are available on: [http://ec.europa.eu/internal\\_market/insurance/solvency/index\\_en.htm#qis4](http://ec.europa.eu/internal_market/insurance/solvency/index_en.htm#qis4)

The European Commission (EC) recognizes that the solvency 2 project must be adapted to allow reinsurance captives activity. The next testing phase would include new rules. Luxembourg authorities in liaison with Dublin are working on technical details. Insurance captives would not be in the scope because EC thinks that countries members having no captives would be flexible for reinsurance captives having no third party business but would reject any direct writing having a special regime. FERMA is currently working on the implementation of specific measures for captives with the EC; and follows with European Parliament and CEIOPS representatives.

FERMA encourages the members who have captives managers to take part in the QIS 4 Impact study.

## Intermediation Directive

It seems established that the Intermediation Directive is under review by the European Commission to bring transparency and FERMA follows currently the topic.

## Environmental Directive

The Comité Européen des Assurances (CEA) unveiled its new publication entitled 'The Environmental Liability Directive: Enhancing Sustainable Insurance Solutions' at a CEA workshop in Brussels on 13<sup>th</sup> February 2008. The aim of the report is to stimulate and further deepen the

discussions with key stakeholders on the insurance provisions of the Environmental Liability Directive and to highlight areas in which insurers might provide affordable risk transfer solutions in this new field of sustainable development and environmental protection. The report also sets out the progress of Member States in transposing the Directive. By 1 January 2008 fewer than half of the Member States had enacted the Directive into national law.

At a time when some insurance solutions are starting to appear in European insurance markets, the report highlights areas in which underwriters may wish to provide protection against the environmental risks envisaged in the Directive.

CEA's work is focused on fundamental research and the identification of possible building blocks for insurance products. However, as the European Commission starts to pursue legal action against the 16 Member States who failed to transpose the Directive by the 30 April 2007 deadline, the CEA report acknowledges that a clear legal framework and a close relationship to the Directive are keys to the development of sustainable insurance solutions.

The CEA workshop on Environmental Liability was attended by around 130 key stakeholders, including Member State transposition authorities, national insurance associations, European Commission officials, insurance providers and brokers.

The report is available on: [http://www.cea.eu/uploads/DocumentsLibrary/documents/1202904244\\_environmental-liability.pdf](http://www.cea.eu/uploads/DocumentsLibrary/documents/1202904244_environmental-liability.pdf)

## Coinsurance

FERMA has met with DG Competition and CEA to define some guidelines to be established between consumers and insurers to meet the expectations of the European Commission. The EC welcomes this initiative. The CEA is producing a position paper and following the result will consider establishing a Working group with FERMA.

## Block Exemption Regulation (BER)

The EC launches a consultation in March on the opportunity to keep the BER, to keep it with some conditions or to leave it. FERMA will not take position on this due to the different opinions between members but individuals interested can answer and contact FERMA in March.

---

# MEMBERS NEWS

---



## **AGERS – ASOCIACION ESPANOLA DE GERENCIA DE RIESGOS Y SEGUROS – SPAIN**

In order to continue developing the risk management awareness as well as the visibility of our association in Spain, AGERS has increased the professionalism of its staff, establishing a new position of General Manager. The position has been covered by Mr. Javier Navas, former risk manager of Telefónica de España, one of the leading companies in risk management in Spain and in Latin America.

Mr. Navas is multiplying the contacts of AGERS with all the institutions connected with the risk and insurance management in Spain, and has launched a survey to better know the needs and expectations of the AGERS members.

On March 25<sup>th</sup> AGERS will launch the first Prize Julio Saez for the research in risk management. This important prize has been established by the association in the memory of his president, sadly dead one year ago, and who did important contributions for the development of the risk management in Spain.

The third Risk Management Master at the Republic of Ecuador organized by AGERS in collaboration with the Business School of the "Universidad Politécnica de Cartagena", Spain, and the "Universidad Metropolitana de Quito", Ecuador, is being developed so well.

AGERS is preparing his annual Congress which will take place on 27 and 28 of May in Madrid. All the current issues for risk management will be analyzed in this important Congress.

The other AGERS educational activities continue with a course in January about oral communication and efficient presentations.

To better know AGERS and its activities please go to [www.agers.es](http://www.agers.es)



## **AIRMIC – ASSOCIATION OF RISK AND INSURANCE MANAGERS – UK**

When risk managers gather in Edinburgh in June for the annual AIRMIC conference, they will be able to discuss a particularly turbulent and interesting year for our profession. Here are some of the main features.

2007 saw the culmination of a successful project within the London insurance market to deliver "contract certainty," so that clients receive policy wordings at inception. Risk managers continue, however, to have real concerns about the clarity of wordings and the lack of certainty over claims payment.

Against this background, AIRMIC has begun work on a claims index to compare insurer performance. This is, of course, a very complex exercise, but we have defined what we think we can achieve and how. We have identified the three main project strands, and hope soon to announce a pilot project. Our initiative has already pushed claims payment higher up the agenda.

AIRMIC has also strongly welcomed proposals by the UK Law Commission to reform insurance law, which would introduce a fairer balance between buyers and insurers and bring greater clarity.

We have, meanwhile, responded to the EU Commission sector enquiry whose initial report suggested that the current practice of sharing risks in London was inherently anti-competitive. AIRMIC saw things differently. We were pleased, therefore, to learn from EU officials that they had broadly accepted this argument.

Broker remuneration remains a hot issue. Most AIRMIC members now have the transparency they require, but this is not always the case with the SME market. Our regulator, the FSA, recently decided against requiring automatic disclosure by brokers for the time being. We believe strongly that best practice should be universally applied and are in discussion with the FSA before deciding our next move.

In the field of business risk, we expect soon to publish research into Enterprise Risk Management. AIRMIC commissioned Det Norske Veritas to investigate the effectiveness of ERM. We anticipate that it will provide an insight into the nature of ERM, and the conditions that make it most useful.

Finally, we look forward with great anticipation to our annual conference. Naturally, our European colleagues are welcome too, and I hope to welcome many of you to the event in June.



**AMRAE – ASSOCIATION  
POUR LE MANAGEMENT  
DES RISQUES ET DES  
ASSURANCES DE  
L'ENTREPRISE - FRANCE**

The 16th AMRAE Conference took place in Deauville, on January 23-25, 2008.

The theme was: "Risk: between fear and Reason", presenting the job of risk manager as the needed "actor of reason" able to minimize the fears on current and future risks like climate change, terrorism, water and energy shortages. The meeting presented 30 workshops and a roundtable debate.

On this occasion, the New President of AMRAE, Gérard Lancner, stressed the fact that Risk Managers are in need of help in the current unstable Global Economic Environment. He said that one of his ambitions for 2008 was therefore to reinforce the professionalization of AMRAE. The Association will develop working groups to address actual risk trends like climate change, Solvency II, pandemics, etc. Its goals are to become a place of debate and knowledge that could lead to the development of solutions, and to make these solutions available to the public through publications. The promotion of the risk manager job and its expertise in the companies and also in public bodies is another main goal of AMRAE.

The 2009 conference of the AMRAE will be held in Strasbourg, on January 28-30, 2009.



**APOGERIS –  
ASSOCIAÇÃO  
PORTUGUESA DE  
GESTÃO DE RISCO E  
SEGUROS –  
PORTUGAL**

APOGERIS is organizing in March with Business Insurance a Round Table with Portugal leading risk management and insurance community players. This event will detail the insurance market situation in the country and what are its current hot topics.



**POLRISK– POLISH RISK  
MANAGEMENT  
ASSOCIATION –  
POLAND**

POLRISK invites the risk managers to attend its International Conference on "Risk Management in Corporate Strategy" next April 14-15<sup>th</sup>, 2008 at the Holiday Inn in Warsaw, Poland.



**NARIM  
NEDERLANDSE  
ASSOCIATIE VAN RISK  
EN INSURANCE  
THE NETHERLANDS**

In 2008, Narim will pursue the professionalization of the communication with its members through its website and a new newsletter, and the intensification and reinforcement of its contacts with its major partners in the field of insurance and risk management in the Netherlands.

The 12<sup>th</sup> Annual NARIM Congress, which is the main Risk- and Insurance-event of the year in the Netherlands, will take place on 29 and 30 May 2008 in Ermelo. This is the most important platform of knowledge exchange and networking in the country.

NARIM continues its work for the defence of the interest of the risk managers in participating in the discussion of the Commission on ISO 31000 standards.

NARIM keeps also contacts with the institutions developing courses in Risk Management.



**SIRM – SWISS  
ASSOCIATION OF  
INSURANCE AND  
RISK MANAGERS –  
SWITZERLAND**

With regards to the results of the FERMA Forum at Geneva in October of last year, SIRM too had made a very positive overall assessment, with the demonstration to Swiss risk managers, brokers and insurers that FERMA events are of great importance. Among else, SIRM had taken note with satisfaction of the stimulating report delivered by his invited student, Miss Nafy Niang, on ISO31000.

In the mean-time, the SIRM Committee is actively preparing the 2008 programme. One highlight will be again the SIRM General Assembly, scheduled on 23 April 2008 in Berne. At his occasion, SIRM members will look into the safety problems linked to Eurofoot 2008, starting with a lecturer given by the chief safety manager of the event.

The following highlight in the tube is the SIRM Forum, to take place in the Zurich region, Seedamm Plaza Pfäffikon, on 4/5 November 2008. The event of this year is placed under the brand topic of reputation risks, on how to prevent and to handle them. Other questions of high interest will also be dealt with, like in-house net-working of risk managers.

On this line, SIRM continues to promote exchange on the professional information for insurance and risk managers, while keeping an ongoing open interest about the activities carried by FERMA in the same fields.



**SWERMA – SWEDISH RISK MANAGEMENT ASSOCIATION - SWEDEN**

Since the last edition we have had further Board meetings in order to discuss our future strategy and how to fulfil the members requests. Regularly we invite our members to come and visit another members "home" and see that Company's activities, Risk Management work as well as get an insight in the Insurance structure. Lately we have visited the Swedish Post, The Insurance Company Trygg-Hansa (RSA/Codan) and we will soon have a possibility to look further into EON, the energy company. These 2 – 3 hours activities have been much appreciated.

The big event coming up is our annual **SWERMA RISK FORUM** gathering over 100 Insurance/Risk Management / Consultants / Brokers in Stockholm 27 – 28 March.

In the Agenda we find e.g. topics like ERM, Internal Control, Corporate Governance from an EU perspective, the effects of the Climate changes and the changes in the Swedish Insurance market. The first day ends with a Buffet in the evening.

For day 2 there will be two workshops, one re "Successful ERM implementation" and the other re "Risk transfer in practice".

The SWERMA RISK FORUM is the biggest "meeting points" for our colleagues during the year.



**Focus on a Member**



**Pierre Cambier**

AGC Europe  
(formerly Glaverbel),  
Risk Manager,  
President of BELRIM, Belgium

1. What is your favourite expression?  
*Look beyond*
2. Which talent would you like to have?  
*To play music*
3. What do you fear the most?  
*Dishonesty*
4. What do you like the best in life?  
*My kids*
5. What is your biggest challenge?  
*Getting old (mentally)*
6. What is your biggest weakness?  
*Getting old (physically)*
7. What is your biggest quality?  
*- ask my friends -*
8. What is your preferred hobby?  
*Sailing*
9. What lessons have you learned from your experience?  
*Intelligence and honesty pay*
10. What is your best souvenir in Risk Management?  
*The cruise on the Geneva Lake for the Belgian evening during the last FERMA forum*
11. What is your favourite book on risk management?  
*The AGC group detailed financial report (we call it the green book)*
12. What movie inspired you?  
*"2001 a space odyssey" from S. Kubrick: it is still an unrivalled movie, brilliant with the pictures, the music and the screenplay, raising an infinity of questions about the mankind*

**AGENDA**

March		April		May		June	
3	FERMA Executive Board – Conf. call	7	FERMA Executive Board – Conf call	5	FERMA Executive Board – Conf call	2	FERMA Executive Board – Conf call
5	FERMA – EU Affairs Conf. Call	14 & 15	POLRISK Conference - Warsaw	27 & 28	AGERS Conference - Madrid	17 & 18	AIRMIC Conference - Edinburgh
6	CEA – Solvency II Conference –Brussels	17	Strategic Risk Awards - Paris	29 & 30	NARIM Conference - Ermelo	19	BELRIM – General Assembly - Brussels
12	Committee Forum 2009 - Brussels	26 - 30	RIMS Conference – San Diego			25	FERMA Board meeting - Brussels
14	FERMA Board of Directors – Conf. call	29	FINNRIMA Conference - Helsinki			26	FERMA General Assembly - Brussels
27	SWERMA conference						
31	Meeting with Fueidi - Brussels						