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## 7<sup>th</sup> MEETING OF THE BSEC-URTA *AD HOC* WORKING PARTY ON INSURANCE

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TOBB Plaza  
Istanbul, Turkey  
Friday, 27 July, at 10:00 hrs

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### REPORT

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The 7<sup>th</sup> meeting of the BSEC-URTA *ad hoc* Working Party on Insurance was held at the premises of TOBB Plaza in Istanbul on 27 July 2018.

BSEC-URTA management, Observers and invited insurance companies from Turkey, Moldova, Georgia, Azerbaijan and Russia participated the meeting.

The list of participants is given in **Annex 1**.

#### **Background**

The 6<sup>th</sup> Meeting of the Working Party took place in Istanbul on 7 February 2018 with the participation of BSEC-URTA Member Associations, Observers, IRU and invited insurance companies as well as the representative of Russian Law Company "URVEST".

In conclusion, at its sixth meeting, the Working Party agreed as follows:

- 1) Clarification with Swiss Re possibility of including Turkey into the CMR+ Pilot Project.
- 2) Market search for evaluation of proposals on creation of IT-platform.
- 3) Technical analysis and elaboration of Financial Plan for IT-platform and generally for the CMR+ Project.
- 4) After 3-4 countries are determined for participation in the CMR+ Pilot Project and concrete steps in creation of IT-platform are elaborated the International Secretariat submits to the IRU fund for financial support. As B Plan be ready to elaborate other mechanisms of searching donors/investors such as BSTDB.
- 5) Elaborate the Road Map for CMR+ initiative with duly written steps, and then approve it on the 33<sup>rd</sup> Meeting of the BSEC-URTA General Assembly on 8 June 2018 in Sofia, Bulgaria.
- 6) Preparation of legal basis, regulatory documents (like MoU, agreements etc.) between BSEC-URTA, Associations and insurers and reinsurers.
- 7) Hold intermediate meeting(s) for comprehensive work on CMR+ Project (coordinational, organizational, technical, legal etc. issues) for better readiness to present it on the 33<sup>rd</sup> Meeting of the BSEC-URTA General Assembly.

Also, on its 33<sup>rd</sup> meeting, the BSEC-URTA General Assembly took note of the Report of the 6<sup>th</sup> meeting of the Working Party on Insurance presented by the WPI Chairperson Ms. Natalia Polunina and decided to approve it.

#### **Summary of the 7<sup>th</sup> Meeting**

BSEC-URTA President Ms. Asli Gozutok and Honorary President Mr. Vladimir Florea delivered their opening remarks and Chairperson Ms. Natalia Polunina chaired the meeting welcoming all the participants.

Then the Chairman, Ms. Natalia Polunina, took the floor. She held a presentation of the Single Insurance Product CMR+, modified taking into account the proposals received from carriers and insurance companies in the course of the previously conducted survey. The insurance product was presented in three variants: CMR-Economy, CMR-Standard and CMR-Premium. At the same time, each carrier gets

an opportunity to choose the most suitable variant of insurance. Each insurance option provides a service agent package, formed on the basis of Economy, Standard and Premium option (**Annex 2**).

Then the participants of the meeting asked questions and gave their suggestions on the insurance product, and also formulated questions to the service agent - the law company "URVEST".

In the second part of the meeting, the Chairman, Ms. Natalia Polunina, demonstrated the participants the work of electronic calculator, which enables the carriers (members of Associations) to select the insurance options on the website and calculate the insurance premium.

All participants of the meeting positively evaluated the development of the electronic calculator and formulated additional requirements for it (<http://tlkgr.ru/cmrculc/>).

Participants agreed that in order to encourage the creation and presentation of the regional Product CMR+, the following steps should be taken.

#### **Next steps and further actions:**

- 1) To ask the questions formulated by the participants of the meeting, to the law company "URVEST" and to receive answers to them.
- 2) To work on concluding a Memorandum of Cooperation between BSEC-URTA and the law company "URVEST" in order to create a network of correspondents in Europe and Asia in cooperation with BSEC-URTA.
- 3) Work out with Swiss Re on CMR insurance and reinsurance issues with Turkish insurance company AK Sigorta.
- 4) To finalize the electronic calculator for the Product CMR+ taking into account the comments and wishes expressed during the meeting.
- 5) The participants of the meeting decided to present the results of the Project at the 34<sup>th</sup> General Assembly of BSEC-URTA to be held in October 2018 in Yerevan.

#### **Next meeting**

The Working Party agreed that Chairperson will announce venue and date of the next meeting in consultation with the International Secretariat after all necessary steps review.

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ON INSURANCE**

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**LIST OF PARTICIPANTS**

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No.	MEMBER / OBSERVER / COMPANY /GUEST
1)	<b>Insurance Company « ROSGOSSTRAKH » (Russia)</b> - Natalia POLUNINA
2)	<b>TOBB (Turkey)</b> - Ahmet KARAKAS
3)	<b>Insurance Company AK Sigorta (Turkey)</b> - Eda PEKALP - Ozge GONUL
4)	<b>Insurance Company JLT SIGORTA (Turkey)</b> - Kerim GURKAN - Hulya BUYUKBEZISCI
5)	<b>GALA Insurance Company (Azerbaijan)</b> - Taleh YUNSUROV
6)	<b>Insurance Company Unison (Georgia)</b> - Nino BOKUCHAVA - Vasil AKHIAKHADZE
7)	<b>Moldcargo (Moldova)</b> - Valentin BAIKU - Svetlana SUBBOTINA
8)	<b>BSEC-URTA</b> - Asli GOZUTOK - President - Vladimir FLOREA – Honorary President - Adrian ALBU – Secretary General - Sancar SUER – Legal Adviser

Annex 2



UNION OF ROAD TRANSPORT ASSOCIATIONS IN THE BLACK SEA ECONOMIC COOPERATION REGION

# SINGLE INSURANCE PRODUCT CMR+

CMR  
INSURANCE



SERVICE



## INSURANCE CONDITIONS **CMR-ECONOM**

UNION OF ROAD TRANSPORT ASSOCIATIONS IN THE BLACK SEA ECONOMIC COOPERATION REGION

Risks	Limit of Liability	Deductible
Liability for the transported Cargo	200 000 EUR	1000 EUR per 1 accident or occurrence 1,500 EUR in case of refrigerated cargo or arisen out of robbery, fire, exposing to dampness
Third Party Liability for the damage caused by the transported cargo	100 000 EUR	500 EUR
Costs	In actual amount	Not applicable
<b>GENERAL LIMIT PER POLICY</b>	<b>300 000 EUR</b>	
<b>Package of additional services to assist in the territory of a foreign state in case of an accident, namely:</b> <ul style="list-style-type: none"> <li>- Organization of work of tow trucks, cranes;</li> <li>- Search for Parking and warehouses for transshipment of goods, organization of transshipment and placement of cargo;</li> <li>- Preparation of appeals to the traffic police on the fact of an accident;</li> <li>- Assistance in obtaining certificates and other documents about the accident;</li> <li>- Preparation of appeals to the customs authorities on the fact of an accident, accident, force majeure, etc.</li> </ul>		
Tariff per 1 truck per year including the cost of the service package of EUR 20		<b>250 EUR</b>

Risks	Limit of Liability	Deductible
Liability for the transported Cargo	200 000 EUR	1000 EUR per 1 accident or occurrence 1,500 EUR in case of refrigerated cargo or arisen out of robbery, fire, exposing to dampness
Third Party Liability for the damage caused by the transported cargo	100 000 EUR	500 EUR
Financial Losses <i>(as a result of violation of terms of delivery; violation of shipper's instructions; errors when filling out the waybill).</i>	75 000 EUR	500 EUR
Costs	In actual amount	Not applicable
<b>GENERAL LIMIT PER POLICY</b>	<b>300 000 EUR</b>	
<b>Package of additional services:</b>		
<b>1. to assist in the territory of a foreign state in case of an accident, namely:</b>		
<ul style="list-style-type: none"> <li>- Organization of work of tow trucks, cranes;</li> <li>- Search for Parking and warehouses for transshipment of goods, organization of transshipment and placement of cargo;</li> <li>- Preparation of appeals to the traffic police on the fact of an accident;</li> <li>- Assistance in obtaining certificates and other documents about the accident;</li> <li>- Preparation of appeals to the customs authorities on the fact of an accident, accident, force majeure, etc.</li> </ul>		
<b>2. to assist in the tracing of cargo, vehicles, cargo and drivers:</b>		
<ul style="list-style-type: none"> <li>- Operational coordination with the police and other state authorities;</li> <li>- Check for the detention of the vehicle by the traffic police;</li> <li>- Appeal to the police for initiating an inspection on the fact of loss of vehicle, cargo, driver and initiation of criminal proceedings;</li> <li>- Appeal to the customs authorities in the cases provided by the customs legislation;</li> <li>- Appeal to the police with a protest in case of refusal to initiate criminal proceedings;</li> <li>- Control over the transfer of found vehicles and cargo to the authorized person.</li> </ul>		
Tariff per 1 truck per year including the cost of the service package of 45 EUR		<b>350 EUR</b>

Risks	Limit of Liability	Deductible
Liability for the transported Cargo	200 000 EUR	1000 EUR per 1 accident or occurrence 1,500 EUR in case of refrigerated cargo or arisen out of robbery, fire, exposing to dampness
Third Party Liability for the damage caused by the transported cargo	100 000 EUR	500 EUR
Financial Losses <i>(as a result of violation of terms of delivery; violation of shipper's instructions; errors when filling out the waybill).</i>	75 000 EUR	500 EUR
Costs	In actual amount	Not applicable
Additional Costs: - for salvage of vehicles - for salvage of cargo	10 000 EUR 10 000 EUR	Not applicable Not applicable
<b>GENERAL LIMIT PER POLICY</b>	<b>300 000 EUR</b>	



Since 2001

## INSURANCE CONDITIONS **CMR-PREMIUM**

UNION OF ROAD TRANSPORT ASSOCIATIONS IN THE BLACK SEA ECONOMIC COOPERATION REGION

### Package of additional services:

#### 1. to assist in the territory of a foreign state in case of an accident, namely:

- Organization of work of tow trucks, cranes;
- Search for Parking and warehouses for transshipment of goods, organization of transshipment and placement of cargo;
- Preparation of appeals to the traffic police on the fact of an accident;
- Assistance in obtaining certificates and other documents about the accident;
- Preparation of appeals to the customs authorities on the fact of an accident, accident, force majeure, etc.

#### 2. to assist in the tracing of cargo, vehicles, cargo and drivers:

- Operational coordination with the police and other state authorities;
- Check for the detention of the vehicle by the traffic police;
- Appeal to the police for initiating an inspection on the fact of loss of vehicle, cargo, driver and initiation of criminal proceedings;
- Appeal to the customs authorities in the cases provided by the customs legislation;
- Appeal to the police with a protest in case of refusal to initiate criminal proceedings;
- Control over the transfer of found vehicles and cargo to the authorized person.

#### 3. Operational assistance in the detention of vehicles and goods at border crossings, temporary storage warehouses, during the transportation of goods:

- Appeal to the customs authorities, transport control authorities, the police on the fact of detention of the vehicle, cargo.
- Preparation and sending of applications and complaints on the fact of detention of cargo to the above bodies;
- The direction of complaints to the higher authorities exercising control of actions of the persons who detained the vehicle, cargo.

Tariff per 1 truck per year including the cost of the service package of 80 EUR

450 EUR



Since 2001

## INSURANCE CONDITIONS **OPTIONAL**

UNION OF ROAD TRANSPORT ASSOCIATIONS IN THE BLACK SEA ECONOMIC COOPERATION REGION

Risks	Limit of Liability	Deductible
Customs Risks	100 000 EUR	1 000 EUR
Liability for containers	50 000 EUR	500 EUR
Liability for damage to the environment	100 000 EUR	1 000 EUR
Tariff per 1 truck per year	+ 10% for each of the risk	

<b>TERRITORY OF INSURANCE</b>	<b>Europe and Asia, except the territories of national excitements, zones of military or antiterrorist operations, or under the economic sanctions by the UN.</b>
<b>PERIOD OF INSURANCE</b>	<b>1 YEAR</b>
<b>PAYMENT OF CLAIMS</b>	<b>CLOSED LIST OF THE DOCUMENTS</b>
<b>REINSURANCE</b>	<b>SWISS RE (RATING A+)</b>
<b>INSURANCE PREMIUM*</b>	<b>CMR-Econom 250 EUR per 1 truck per year CMR-Standard 350 EUR per 1 truck per year CMR-Premium 450 EUR per 1 truck per year</b>
<b>* COSTS OF ADDITIONAL SERVICE ARE INCLUDED IN THE INSURANCE PREMIUM</b>	

### **What is the difference between BSEC-URTA Insurance Product «CMR+» and other CMR products on the market ?**

- ❖ Insurance coverage is available in 3 options for the choice of a carrier;
- ❖ It is possible to choose additional risks;
- ❖ **COSTS OF ADDITIONAL SERVICES ARE INCLUDED IN THE INSURANCE PREMIUM;**
- ❖ Package of Additional Services provided by BSEC-URTA SERVICE NETWORK - services for the settlement of claims on the territory of BSEC countries, EU and EEU countries, and some Arab countries;
- ❖ High limits of liability in combination with reasonable prices for the insurance product;
- ❖ The Product «CMR+» will be sold through the IT Platform;
- ❖ In the future the IT Platform will have the possibility to issue e-CMR.