



# Marine Insurance Türkiye

20 May 2026

in association with  
**Esenyel Partners**  
LAWYERS and CONSULTANTS

**Marine Insurance Türkiye**  
**20<sup>th</sup> May 2026**  
**The Sheraton Istanbul Ataköy Hotel, Istanbul**

(All Times in TRT)

08.15-08.55	<i>Registration and Coffee in the Pre-Function Area sponsored by Ertem, Rivero &amp; Partners</i>
08.55-09.00	<b>Welcome Address: Daniel Creasey</b> , Managing Director, <i>Cannon Events</i>
09.00-09.40	<b>Panel Discussion: The Turkish Marine Insurance Market in 2026 – Capacity, Competition and Long-Term Sustainability</b> <p>This session provides a comprehensive overview of the Turkish marine insurance market as it stands in 2026, examining its maturity, resilience and evolving structure. It will explore the role of domestic insurers, the balance between local and international capacity and the implications of a buyer driven pricing environment. Challenges such as limited local underwriting capacity in Hull &amp; Machinery and P&amp;I, reliance on reinsurance and the concentration of premium among a small number of carriers and brokers will be addressed in detail. The discussion will also assess how Turkish insurers are positioning themselves for long-term sustainability amid rising claims costs, inflation and selective international appetite. The session will showcase Turkey’s marine insurance ecosystem in its regional and global context.</p> <p>Moderator: Panellists: <b>Bart Mertens</b>, Chief Underwriting Officer, <i>West of England P&amp;I Club</i> <b>Gillian Martin</b>, Divisional Director – Marine, Cargo and Logistics, <i>Howden</i> <b>Cenk Ecevit</b>, Owner, <i>ECB Insurance &amp; Reinsurance Brokers</i> Turk P&amp;I TBC</p>
09.40-10.00	<b>Presentation: Cheap Policy vs. Right Policy – Understanding the Real Cost of Marine Insurance Decisions</b> <p>Under intense cost pressures, many shipowners face difficult decisions between lower premiums and broader, robust cover. This session addresses the ‘cheap policy versus right policy’ dilemma through practical examples. It will demonstrate how lower limits, restrictive clauses or weaker security can significantly increase financial exposure when a claim occurs. The discussion will equip owners with the knowledge of a clear framework for making informed decisions by exploring how insurers price risk, what is opted out in cheaper policies and how owners can better evaluate insurance as a risk management tool rather than a pure cost line.</p> <p>Presenter: <b>Julien Horn</b>, Partner – Ports and Terminals, <i>McGill and Partners</i></p>

10.00-10.40	<b>Panel Discussion: Risk Management in the Bosphorus – Insuring One of the World’s Most Challenging Waterways</b>
	<p>The Bosphorus is one of the most congested and complex maritime corridors in the world, presenting unique navigational and liability challenges. This session examines the specific risk profile of transiting the Turkish Straits, including convoy-style traffic management, restricted manoeuvrability, cross-traffic from ferries and high-density vessel movements. The discussion will focus on collision, grounding and pollution exposures, as well as the implications for Hull and Machinery and P&amp;I insurers. Speakers will also address traffic control regimes, mandatory pilotage considerations and the financial impact of incidents in such a sensitive waterway. The session aims to provide insurers, brokers and owners with a clearer understanding of how Bosphorus risk is assessed, priced and mitigated.</p>
	<p>Moderator: Panellists: <b>Türker Yildrim</b>, Partner, <i>Esenyel &amp; Partners</i></p>
10.40-11.10	<i>Coffee and Networking Break</i>
11.10-11.50	<b>Panel Discussion: Sanctions, Compliance and Shadow Fleet Exposure – Managing Unseen Risks in Turkish Waters</b>
	<p>Sanctions and shadow fleet activity remain one of the most complex risk areas for marine insurers operating in or through Turkey. This session examines the practical exposure faced by insurers, P&amp;I Clubs and shipowners when sanctioned or ‘dark’ vessels transit the Bosphorus or trade to and from the Black Sea. Topics include liability risks when tugs, pilots, salvors or responders interact with sanctioned vessels, regulatory uncertainty surrounding cargo destinations and the increasing compliance burden on insurers and brokers. Rather than focusing on geopolitics, the discussion will concentrate on operational realities, underwriting considerations and claims implications. Attendees will gain insight into how compliance frameworks, policy wordings and internal controls can be strengthened to manage sanctions risk effectively.</p>
	<p>Moderator: Panellists: <b>Dimitris Ampatzidis</b>, Senior Risk and Compliance Analyst, <i>Kpler</i> <b>Tim Davies</b>, Head of Claims (Eastern Team), <i>West of England P&amp;I Club</i> <b>Michael Greenwood</b>, Legal Director, Shipping – UK, <i>Hill Dickinson</i></p>
11.50-12.30	<b>Panel: War Risk Insurance and EWRI Structures – Volatility, Capacity and Voyage Economics</b>
	<p>War risk remains a critical concern for Turkish shipowners, particularly those trading in or near the Black Sea. This session explores the evolution of war risk insurance, including the growing demand for Extra War Risk Insurance and bespoke voyage specific solutions. The topic will focus on premium volatility, capacity constraints and how sudden geopolitical developments translate into immediate underwriting and pricing changes. The session will also examine the commercial impact of war risk premiums on voyage economics and owners’ decision-making. How can insurers structure war covers that balance cost, scope and responsiveness, while ensuring clarity around exclusions, triggers and claims handling in high-risk trades.</p>
	<p>Moderator: Panellists: <b>Emin Yaşacan</b>, Founder and Managing Director, <i>Kuzey Marine Insurance Brokers</i> <b>Ben McKeith</b>, Senior Underwriter, <i>The London P&amp;I Club</i></p>
12.30-12.50	<b>Presentation: Claims Handling in the Turkish Marine Market</b>

	<p>This session analyses why claims are often delayed, focusing less on technical disputes and more on communication, coordination and process failures. It will cover topics like incomplete documentation, delayed reporting of mitigation measures, lack of active file management by brokers or owners and multi-jurisdictional complexity. It will discuss best practices for transparent, proactive claims handling, including regular updates, clear timelines and early engagement with insurers and reinsurers.</p>
	<p>Presenter:</p>
12.50-13.40	<p><i>Lunch and Networking Break sponsored by West of England P&amp;I Club</i></p>
13.40-14.00	<p><b>Presentation: Crewing, Human Factor Risk and Insurance Outcomes</b></p> <p>Human factors remain a leading cause of marine casualties, particularly in markets with ageing fleets and crew shortages. This session explores the relationship between crewing standards, training and insurance performance. It will discuss post-Covid shortages of experienced seafarers, the challenges of matching modern operational demands with older vessel technology and the direct link between crew competence and claims frequency. From an underwriting perspective, the session will highlight how safety culture, crew retention and training programmes influence risk assessment and pricing. The discussion will also consider the role of insurers and P&amp;I Clubs in supporting crew wellbeing, loss prevention initiatives and long-term safety improvements.</p> <p>Presenter: <b>Capt. Kostas Karavasilis</b>, Regional Loss Prevention Director Greece, <i>The UK P&amp;I Club</i></p>
14.00-14.20	<p><b>Presentation: Ship Recycling and Fleet Renewal – Turkey’s Role in a Changing Global Market</b></p> <p>Turkey is one of the world’s leading ship recycling nations, yet it often loses business to competitors such as India. This session explores the commercial, regulatory and insurance related factors influencing ship recycling decisions. It will uncover topics around environmental standards, pricing competitiveness, liability exposures and the impact of emissions targets on accelerating fleet renewal. The session will also examine how insurance considerations affect owners’ choice of recycling location and how Turkish yards can strengthen their position. It will also place ship recycling in the broader context of decarbonisation, ESG expectations and the gradual removal of older, less efficient tonnage from the global fleet.</p> <p>Presenter: <b>Can Seven</b>, Marine Lines Director, Vice President, <i>Marsh</i></p>
14.20-15.00	<p><b>Panel Discussion: Turkish Shipyards and Repair Markets – Insurance Support When Capacity is Constrained</b></p> <p>With Asian shipyards operating at or near full capacity, Turkish yards are increasingly well positioned to capture repair, maintenance, and conversion work. This session examines the opportunities and challenges facing Turkish shipyards, including rising repair volumes, higher value vessels and more complex technical work. It will discuss the insurance implications of this growth, focusing on ship repairers’ legal liability, general liability and interaction with Hull and Machinery and P&amp;I covers. The session will also address quality standards, claims arising from delays or damage during repair and how insurers assess and support yard risk.</p> <p>Moderator: Panellists: <b>Giray Kincal</b>, Principal Surveyor, <i>Ertem, Rivero &amp; Partners</i> <b>Selçuk Esenyel</b>, Founding Partner, <i>Esenyel &amp; Partners</i></p>
15.00-15.20	<p><b>Presentation: Cyber Risk and Digital Vulnerability in Turkish and Black Sea Shipping</b></p> <p>As ships and fleet management systems become increasingly digital, cyber risk is moving rapidly up the marine insurance agenda. This session examines cyber threats</p>

	<p>relevant to Turkish and Black Sea shipping and discusses operational disruption scenarios, liability implications and the current state of cyber insurance solutions for marine risks. It will also explore integration of cyber cover with P&amp;I and Hull and Machinery policies, as well as the growing demand for cyber risk assessments, preventive advice and incident response services.</p> <p>Presenter: <b>Ülkem Gürdeniz</b>, General Manager, <i>LocktonOmni</i></p>
15.20-15.50	<i>Coffee and Networking Break</i>
15.50-16.30	<p><b>Panel Discussion: Salvage and Emergency Response in Turkey</b></p> <p>Turkey relies on a highly responsive salvage and emergency intervention framework, particularly in the Straits and coastal waters. This session examines the legal, operational and financial implications of salvage and emergency response, including mandatory intervention, escalating costs and tariff structures. It will address the big question around who ultimately pays for salvage operations, how costs are allocated between Hull and Machinery and P&amp;I insurers and how disputes can arise following major casualties. The session will also address the insurer's exposure to quick decision making, where avoiding waterway blockage or pollution often takes priority over cost control. Practical case examples will illustrate how early coordination between owners, insurers and salvors can significantly influence outcomes.</p> <p>Moderator: <b>Selçuk Esenyel</b>, Founding Partner, <i>Esenyel &amp; Partners</i>  Panellists: <b>Caglar Coskunsu</b>, Partner, <i>Cavus &amp; Coskunsu</i>  <b>Enam Hussain</b>, Head of Middle East Operations and Offshore, <i>West of England P&amp;I Club</i>  <b>Bénédicte Plé</b>, Head of Claims, Marine, <i>Willis Towers Watson</i></p>
16.30-16.50	<p><b>Fireside Chats: Ageing Fleets and Machinery Breakdown – Technical Risks, Claims Trends and Underwriting Responses</b></p> <p>A significant proportion of the Turkish controlled fleet consists of ageing vessels approaching third and fourth special surveys. This session explores the technical and insurance implications of older tonnage, focusing on machinery breakdown claims, maintenance standards and increasing difficulty in sourcing spare parts. It will discuss issues around claims frequency and severity rising with vessel age and how underwriters are differentiating between well-managed fleets and weaker risks. The session will also address the widening gap between older ship technology and modern crew skillsets, as well as the impact of inflation on repair costs. From an insurance perspective, the discussion will highlight survey requirements, deductibles and pricing strategies, offering practical guidance for owners seeking to remain insurable on sustainable terms.</p> <p>Participants: <b>Tugrul Ak</b>, Principal Surveyor, <i>Ertem, Rivero &amp; Partners</i>  <b>James Grindley</b>, Chief Executive Officer, <i>CEE Specialty</i></p>
16.50-17.10	<p><b>Fireside Chat: Decarbonisation, ESG and the Insurance Impact on Older Tonnage</b></p> <p>Environmental regulation and ESG expectations are reshaping marine insurance. This session explores how decarbonisation targets affect underwriting decisions, surveys and fleet strategies, particularly for older vessels. It will focus on topics like retrofitting versus replacement, alternative fuels and the insurance challenges associated with new technologies. Leading industry experts will discuss how insurers evaluate ESG risk, the role of classification societies such as Türk Loydu and how sustainability initiatives can influence pricing and capacity. The session will also address the financial and operational pressures owners face in meeting environmental standards and how insurance can act as both a constraint and an enabler in the transition process.</p>

	<b>Participants:</b>
17.10-18.30	<i>Drinks Reception in the Garden with Evening Party and UEFA Final Viewing sponsored by Esenyel &amp; Partners</i>

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