

dun & bradstreet

SAFELY NAVIGATING MARINE RISK

Unique D&B Shipping Intelligence
for Marine Insurance Underwriters



The danger is in the detail

Until now insurance professionals and underwriters have struggled to accurately leverage marine data to underwrite marine cargo insurance. The industry has been left navigating the frequent information gaps in marine trade, creating a potentially poor understanding of the 'accumulation of values' in cargo onboard the vessels.

Thanks to Dun & Bradstreet, there's a way to leverage data insight to accurately underwrite marine cargo - assessing the accumulation of values within the containers on each vessel, which enables you to:

- ▶ **Create multi-risk insurance policies** unique to a business, across its complex supply chain network
- ▶ **Improve visibility with state-of-the-art track & trace technology** to monitor cargo you've underwritten in near real-time
- ▶ **Strengthen your underwriting process** to embrace data on the ownership of cargo and vessel operators
- ▶ **Accelerate your insights** into cargo values, fraud and other risks

What you don't know can hurt you

D&B Shipping Intelligence helps you to answer the following questions:

- Are you relying solely on information provided by your insured clients?
- Do you really know what's on board each vessel you're insuring and what it's worth?
- Can you see who really owns each shipping vessel for the cargo you're underwriting and the counterparties involved in its journey?
- Do you know the best way to factor maritime transportation into the actuarial process when you're insuring manufacturers?
- Are you able to monitor actual shipping routes taken versus what was planned and get visibility into the supply chain network vulnerabilities/ strengths of each business?
- Can you leverage historical information on shipment velocity and value by exporter/importer to make smart loss adjustments?
- Are you able to refill and validate data for insurance claims?



Our unrivalled experience. Your market advantage.

Some of the world's top marine underwriters trust Dun & Bradstreet to deliver business-changing insights. For over 180 years, clients around the world have depended on Dun & Bradstreet's global data to make smarter decisions. Now we're expanding our comprehensive expertise and evolving capabilities into the exciting marine sector.

A truly global view that gives you more

Benefit from complex industry-sourced data connecting global counterparties, spanning 900 million Waterborne Imports and Exports, from over 200 countries.

MORE COUNTERPARTIES

- Up to **six DUNS-Numbers per row**
- **Over 5 million unique D-U-N-S Numbers**
- Requester - **Shipper** - Forwarder - **Consignee** - Notify Party
- D-U-N-S Number links to **identity, firmographic, linkage and risk data**

MORE DETAIL & DEPTH

- **Line-item level data** - includes freeform **Cargo Description** field contains text with **detailed descriptions of shipment contents**

MORE CONSUMABLE FORMATS

- **Parsed, Cleansed and Enhanced** with DUNS Numbers
- Waterborne Import / Export data without any heavy-lifting
- Standardized **4-digit Harmonized System Codes** enhanced with **custom parsing and leveraging advanced Machine Learning covering:**
 - Shipping data elements
 - D&B points of differentiation



Searchable shipping data elements

With Dun & Bradstreet you can retrieve exactly the data you want, in exactly the way you need it.

Optimise decision making with Machine Learning

Advanced machine learning helps us to guarantee the description of all the commodities being shipped.

ENTITY / COMPANY

- **Requester** Name & Address
- **Shipper** Name & Address
- **Forwarder** Name & Address
- **Consignee** Name & Address
- **Notify Party** Name & Address
- **Carrier** Name
- **Vessel** IMO

COMMODITY / PRODUCT

- Origin Vessel Name (IMO)
- Container Number
- Container Type
- Move Type
- Equipment / Container
- Bill of Lading (multiple types)
- Cargo Description
- Harmonized System Code (HS)
- Approximate Cargo Value USD\$
- Hazmat IMO Class
- Package Count
- Package Type
- Weight
- Volume
- Allocated Container Count
- Allocated TEU Count

TIME & LOCATION

- Year & Month
- Origin
- Destination
- Origin Port
- Destination Port
- Direction
- ETD and Actual Departure
- ETA and Actual Arrival
- Transaction ID
- Booking Number
- Voyage Number

HARMONIZED TARIFF CODE (HS CODE)

The HS Code is a numeric code which describes the commodity in the shipment, but the field is not consistently populated. It helps to:

- Quickly & easily identify prospects by shipment contents
- Locate potential suppliers
- Track commodity flow

PARSING & MACHINE LEARNING

The Cargo Description or Shipment Contents fields describe the shipment, and often contain an HS Code in the text:

- Customised Parsing
- Machine Learning
- Derived Cargo Approximate Value (USD)
- Leveraging Cargo Description and HS Code

PARSED HS CODE

Parsed HS Code field has been derived:

- HS Codes from the HS Code field when present
- HS Codes parsed from the cargo description/contents fields
- Inferred using Machine Learning Technology

What makes our Shipping Intelligence different?

► **Timely & up to date**

Dun & Bradstreet's Shipping Intelligence marine data has a longer lead time over any other source out there (often between 4-8 weeks). That's because it's gathered at the point of booking, taking into account any changes and updates to routes for example. Other sources are based on publicly available data and shipping instructions which are put together closer to departure. Dun & Bradstreet data is also published prior to each vessel's arrival at its destination and before customs clearance.

► **Comprehensive Global Coverage**

With Dun & Bradstreet, you enjoy the most comprehensive data available compared to any other single source - offering you nearly universal coverage of markets. Benefit from 57% visibility over market data covering a stunning \$1.425 trillion in maritime trade. That includes highly sought-after trades where very limited data otherwise exists, such as China/Asia to and from Europe and Europe to and from Latin America.



Underwrite marine cargo the smart way

Unique D&B Shipping Intelligence for marine insurance underwriters is finally taking the uncertainty and risk out of your industry. It also makes it easy to factor in complex changing factors such as which countries have global sanctions on them for direct or indirect shipments, helping to keep your activities and accounts compliant.

Secure your reputation and improve your loss ratios

Our experts are ready to talk you through our bespoke products and game-changing data solutions, giving you the tools and support you need to make fast, accurate and appropriate underwriting decisions.

Get in touch.
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About Dun & Bradstreet®

Dun & Bradstreet, a leading global provider of B2B data, insights and AI-driven platforms, helps organizations around the world grow and thrive. Dun & Bradstreet's Data Cloud fuels solutions and delivers insights that empower customers to grow revenue, increase margins, manage risk, and help stay compliant – even in changing times. Since 1841, companies of every size have relied on Dun & Bradstreet. Dun & Bradstreet is publicly traded on the New York Stock Exchange (NYSE: DNB). Twitter: @DunBradstreet

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