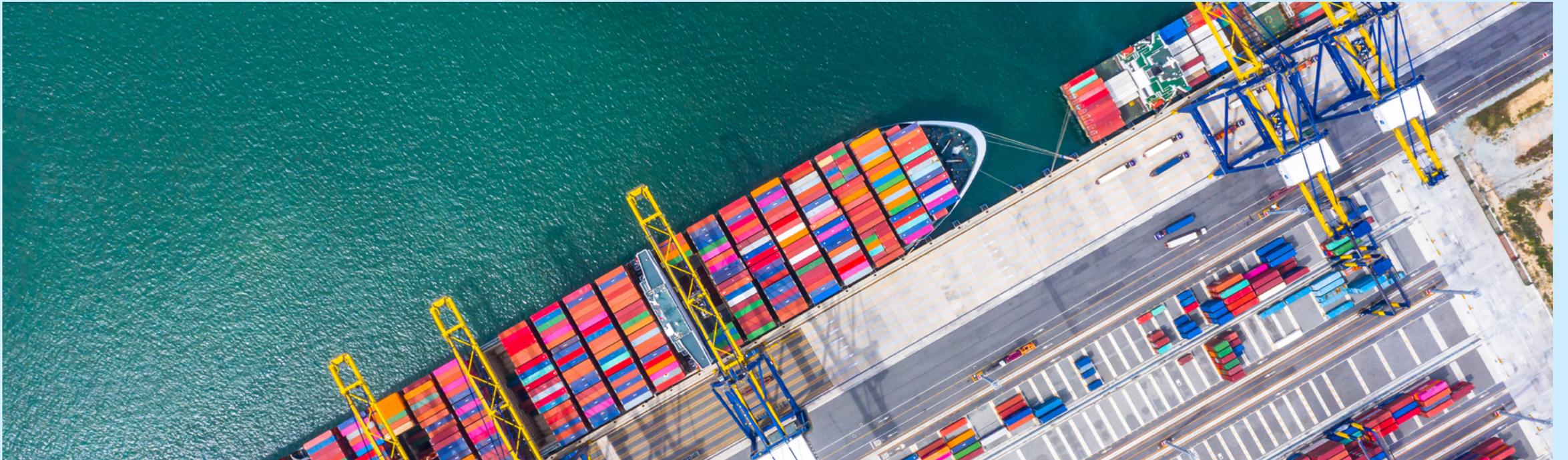


MARSH

Global maritime, cargo, and logistics insurance market trends

Our assessment and capabilities
Q4 2025



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Methodology: observing and operating in international insurance markets

Marsh's Marine, Cargo & Logistics specialty leaders and brokers convene quarterly to review the current state of the marine, cargo, and transportation insurance markets compared to the same period the previous year. This analysis is conducted regionally and focuses on four key metrics:

Capacity

Rate change

Commerciality

Policy wordings and clauses

These themes provide a framework to evaluate market conditions by assessing insurance capacity availability, year-on-year rate movements, shifts in insurers' willingness to provide coverage and terms (commerciality), and changes in policy wording and clauses. Together, they offer insights into pricing, risk appetite, and policy conditions across various regions and insurance lines.



Market summary, Q4 2025

The Q4 Maritime, cargo and logistics insurance market trends was completed prior to the recent escalation of conflict in the Middle East. While the global insights and analysis contained within remain relevant, they do not reflect the latest developments in the region. Marsh is actively monitoring the situation and its potential impact. Please continue to reach out to your Marsh representative for any insights or support required.

Cargo insurance

In the fourth quarter, cargo insurance rates continued their downward trend, registering a median year-on-year decline of 10% to 15% on stock throughput policies. This trend was primarily driven by increased competition and expanded capacity, particularly from new market entrants and managing general agents (MGAs) with increased appetites.

The Asia and Pacific regions experienced even steeper declines, with cargo transit-only rates decreasing by 30% in some cases. Typically, these rate reductions applied to clients with loss records viewed favorably by insurers.

Despite lower rates, underwriters scrutinized risks in high-risk geographies and for complex product classes.

Commercial terms

Accounts with favorable risk profiles benefited from flexible negotiation strategies, often trading lower rates for enhanced coverage terms or, in some instances, securing improvements in both pricing and coverage. Other negotiation factors included adjustments to policy limits, retentions, and deductibles.

Overall, the rate declines reflect a competitive market environment characterized by ample capacity, balanced by thorough underwriting practices and evolving policy terms. The forthcoming publication of the US National Transportation Safety Board's (NTSB) findings on the Dali containership allision is expected to have significant implications for marine insurers. Given the potential quantum involved, the outcome could materially impact the P&I Club's group reinsurance program. Related legal proceedings may extend over several years.

Marine hull market

Rates declined by 5% to 10% year-on-year, in Q4 2025. More significant reductions were observed in the Middle East, Latin America, and Pacific regions, supported by ample capacity from new insurers and MGAs, which increased competition levels. The London market continued to offer lower rates. Appetite for hull and marine property risks remained strong, particularly among clients with favorable loss histories, some of whom increased coverage and limits.

Q4 2025

10% to 15%

Median cargo and STP rates generally declined by 10% to 15%; with regional variations ranging from a 5% decrease in the US and Canada, and 30% in Asia.

5% to 10%

Median marine hull rates were flat to declines of 5% to 10%, with exceptions for companies with loss ratios insurers viewed as favorable.

Global maritime market snapshot (November 2025 vs. November 2024)

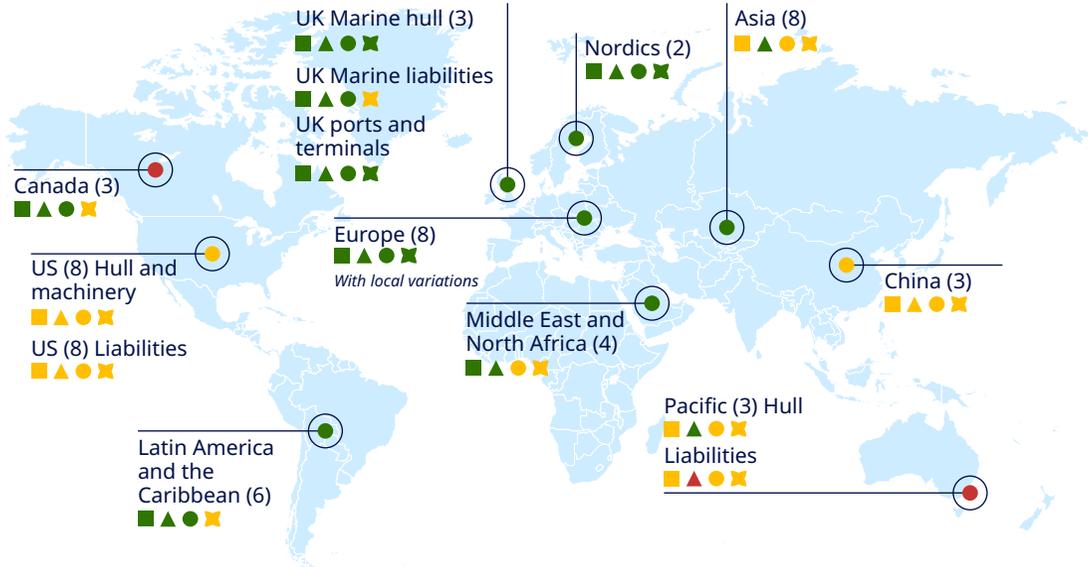
The map illustrates regional market conditions for hull and machinery, marine liabilities, and port risks. It is color-coded to show changes compared to the same period last year.

Numbers in brackets indicate the number of Marsh Marine, Cargo & Logistics offices in each region.

Symbol guide

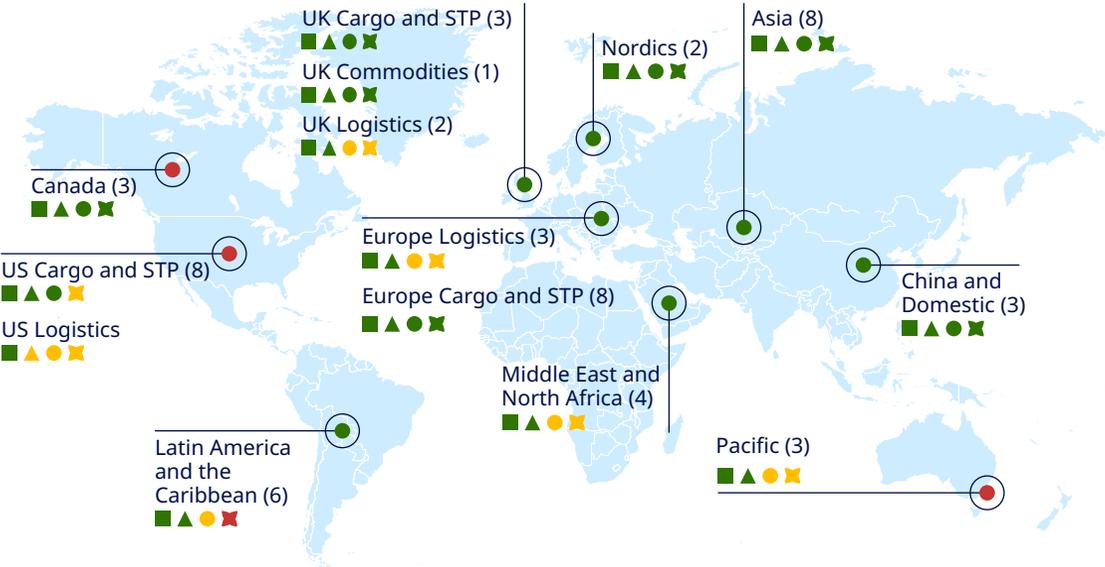
| | | | |
|--|---|--|---|
| ■ Capacity (in aggregate or deployed line sizes by insurers) | ▲ Rate change (on prior year) | ● Commerciality (placement negotiation process) | ✘ Policy wordings and clauses (Coverage) |
| ■ Decrease: insurers limiting or existing | ▲ Rising premiums | ● Very difficult with little or no negotiation | ✘ Exclusionary clauses are often and broadly applied |
| ■ No change in capacity | ▲ Flat or marginal change | ● Placement challenging, requiring clear negotiable prioritization with insurers | ✘ Restrictive clauses are sometimes added dependent on type of risk |
| ■ Increase: new capacity entering | ▲ Falling premiums | ● Considerable negotiating flexibility | ✘ Coverages remain generally broad |
| ● Little or no insurer appetite for non-domestic risks | ● Established market with insurer appetite for non-domestic risks | ● Some insurer appetite for some non-domestic risks | |

These directional indicators are based on observations by Marsh's senior brokers in each market.



Global cargo and logistics market snapshot (November 2025 vs. November 2024)

The map illustrates the regional market conditions for marine cargo, stock throughput, marine delay in start-up and logistics. It is color-coded to compare against the same period one year ago.



Numbers in brackets indicate the number of Marsh Marine, Cargo & Logistics offices in each region.

Symbol guide

| | | | |
|--|---|--|---|
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Spotlight

Asia

Maritime

The Asian marine insurance market continued its dynamic of falling rates and the ability to negotiate broader coverage. Fleets with favourable loss and measured expansion plans secured rate reductions of 5% to 10%. Capacity growth was driven by new market entrants and MGAs, increasing levels of competition and further decreasing premiums.

From a commercial perspective, exposure levels, policy limits, and deductibles remained broadly stable year-on-year. Broker-managed MGAs are growing their teams. Early placement and marketing efforts, including using Marsh SlipStream and Fast Track facilities, have been successful strategies.

Local cedents remained relatively cautious but attractive compared to international markets. Singapore's market showed improved engagement and stable capacity, while MGAs remained eager for expanded business.

P&I renewal discussions for 2026 are underway amid a challenging outlook for pool claims. Clubs have announced their general increases, with general excess of loss (GXL) rates expected to remain flat. Some premium increases can be anticipated.



The geopolitical environment remained volatile, causing concern among shipowners and charterers, though trade flows persisted. Clients drew on Marsh's consultancy services, such as crisis management and cyber consulting, to aim to bolster resilience. The sanctions regime tightened. War risk rates remained volatile but affordable, with new war-exclusive insurers offering capacity. A recent spike in Indian Ocean war risk rates was brief and has since stabilized.

Emerging areas of interest included carbon capture and storage, which attracted growing attention from clients and insurers.

Policy wordings and clauses were largely unchanged from previous quarters.

Spotlight

Asia Pacific

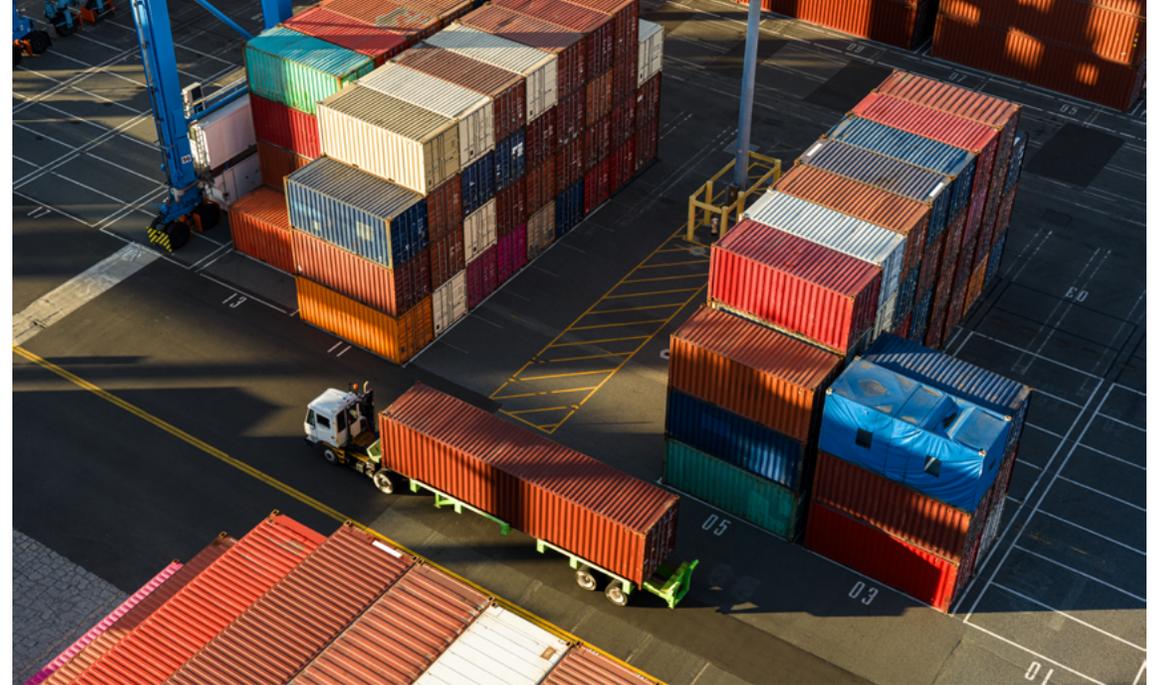
Cargo and logistics

Established lead insurers in Asia increased their line sizes amid ongoing rate declines. Follow market capacity expanded, driven by new entrant insurers and MGAs. Excess of loss capacity for stock-only policies expanded, often without corresponding primary placements, as new entrants sought to secure panel positions, particularly supporting semiconductor and high-tech accounts. More than US\$250 million in capacity was available. Interest in cold supply chain risks (for example, pharmaceuticals and food) also increased. However, appetite for auto risks remained limited.

Transit-only cargo rates declined by 20% to 40%, while stock throughput rates decreased by 15% relative to the corresponding period in the previous year.

War risk coverage in the Middle East and Red Sea is offered separately, with one insurer offering a war-only solution. Persian Gulf war risk rates decreased, while Red Sea rates remained stable. Underwriters demonstrated more flexibility with exposure levels, policy limits, and deductibles remaining stable, supported by strong lead terms and increased local underwriting authority, which facilitated easier placements. Multiyear deals and profit commissions to clients are becoming increasingly common.

Policy wordings are evolving to reflect emerging risks and market conditions. Cyber exclusions have been updated, misappropriation coverage increased (often with deductibles), and accumulation limits were raised. There was a growing emphasis on replacement value considerations driven by tariff risks.



Absolute exclusions continue to apply to Russia, Belarus, and Ukraine, except for humanitarian goods. Insurers remained cautious on ESG and reputational risks, with treaty exclusions cascading down to direct markets. Supply chain complexity led to broader attachment and termination clauses.

Domestic markets vary across the region. Domestic insurers carriers in China remained competitive, while international insurers focused on large or complex risks; Taiwan's reliance on reinsurance strengthened international pricing; South Korean insurers maintained an aggressive stance; Singapore's market is saturated but remains competitive; Indonesia's market experienced growth with strong local transit appetite; and Thailand's market continued to face tender-driven pressure, keeping most of Asia's domestic markets generally competitive and affordable.

Global markets: how we operate

Our purpose is to help customers avoid, manage, or mitigate the impact of off-strategy risks, minimize disruptions to the maritime and logistics ecosystem, and stabilize trading volatility through tailored insurance solutions and specialized risk consultancy.

We maintain consistent processes, ethical standards, and transparency across all our offices located in the major marine, cargo, and transportation insurance markets worldwide.

This approach enables us to:

- | | |
|--|--|
| <p>1. Use local colleagues in key markets to broker risks directly with insurers using a unified set of standards, including those related to data integrity and compensation transparency.</p> | <p>2. Identify and consider the impacts of facultative reinsurance arrangements, including in fronting scenarios, where data integrity considerations and additional costs may arise.</p> |
| <p>3. Draw on multiple insurers across different marketplaces and generate competition among underwriters to design a cost-effective program to cover your risks.</p> | <p>4. Draw on emerging capacity to better serve your evolving need.</p> |

Additional tools:

- **Sentrisk™:** Marsh's proprietary platform that helps clients aim to understand risk accumulations and future-proof their supply chains.
- **P&I Rating Engine:** An actuarial analysis tool allowing insights into claims reserving and abatement cost allocations during renewal negotiations.
- **P&I Deductible Explorer:** A tool that models different deductible scenarios against loss record.
- **P&I and Hull and Machinery Benchmarking:** Structured around vessel data, tailored to fleet composition.
- **We publish an annual P&I market review.**
- **Marsh Market Information (MMI):** Provides detailed financial information, ratings, news, and analysis on global insurers.
- **Cyber self-assessment:** This tool allows companies to assess their cybersecurity posture and plan risk management improvements across 12 essential controls.

About Marsh's global Marine, Cargo & Logistics practice

Marsh's Marine, Cargo & Logistics practice has over 650 colleagues in 36 offices in six regions of the world, offering an international service in risk management and placement. In 2025, we brokered in excess of US\$4 billion in premium.

The breadth and diversity of our clients and their risks are attractive to a broad range of global insurers.

Our team works with ship owners, contractors, ports, shipbuilders, financiers, logistics firms, and cargo policies for all types of exports of manufactured goods or commodities.

We can draw on our experience across the entire maritime and logistics ecosystem to provide our clients with insights, knowledge, and advice that go beyond the insurance transaction.

Appendix

Rates

Rate change refers to typical (average) rate movement on a year-on-year, not a quarter-over-quarter basis.

Composite cargo insurance rate change by region 2025



Composite hull and machinery insurance rate change by region 2025

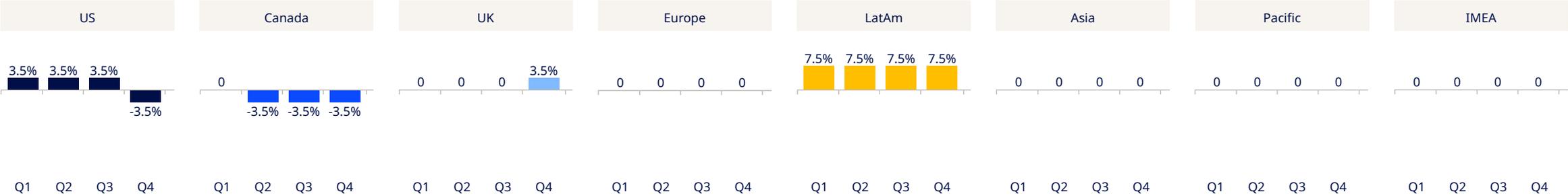


0% - stable

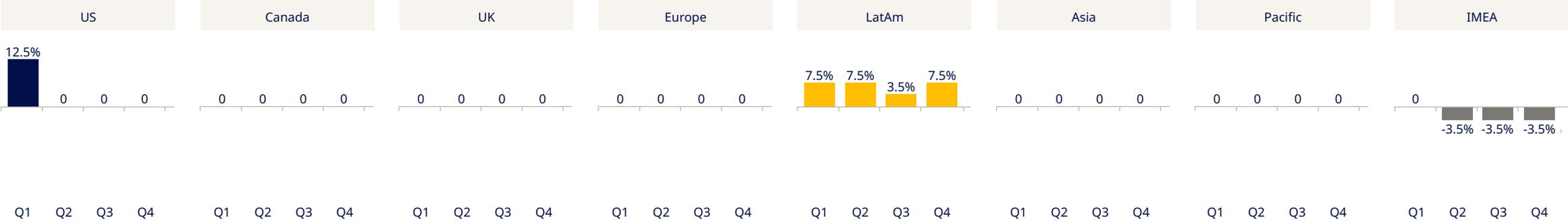
Exposure

Exposure is rating basis (e.g., TIV for ports' property, vehicle fleet size for auto liability, values for cargo, fleet value estimates for marine).

Composite cargo insurance exposure change by region 2025



Composite hull & machinery insurance exposure change by region 2025

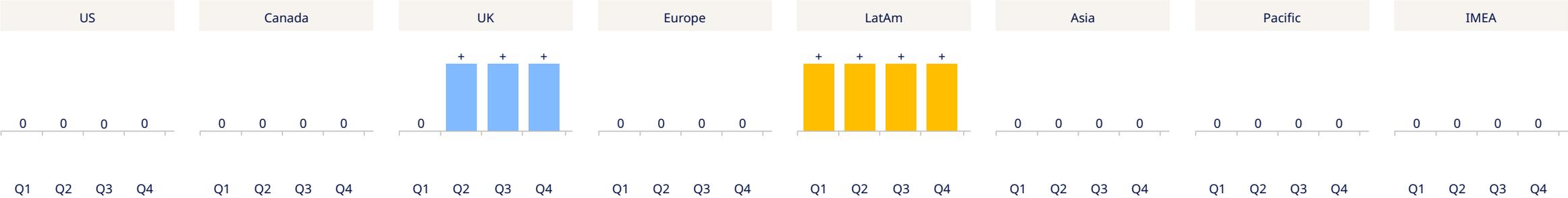


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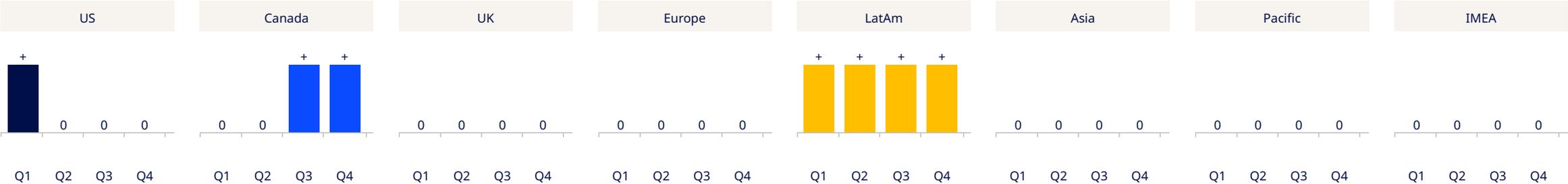
Limits

Limit refers only to the main program limit. Clients may opt to use changing premium rates to increase or decrease limits, holding premiums steady.

Composite cargo insurance limit change by region 2025



Composite hull and machinery insurance limit change by region 2025



Limits (annual change).

(+) Increase, (0) Flat and (-) Decrease

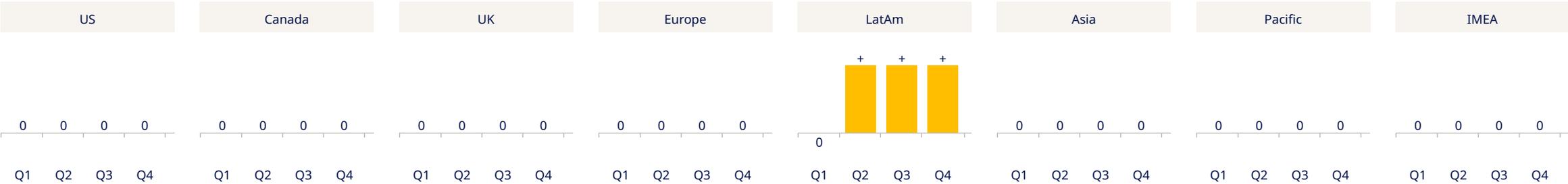
Retentions

Retentions refer only to the main program deductible. Marsh is able to model the limit and deductible according to risk appetite.

Composite cargo insurance retention change by region 2025



Composite hull & machinery insurance retention change by region 2025



Retentions (annual change).

(+) Increase, (0) Flat and (-) Decrease

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About Marsh

Marsh Risk is a business of [Marsh](#) (NYSE: MRSB), a global leader in risk, reinsurance and capital, people and investments, and management consulting, advising clients in 130 countries. With annual revenue of \$27 billion and more than 95,000 colleagues, Marsh helps build the confidence to thrive through the power of perspective. For more information about Marsh Risk, visit [marsh.com](#), or follow us on [LinkedIn](#) and [X](#).

Marsh Risk is a business of Marsh.

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