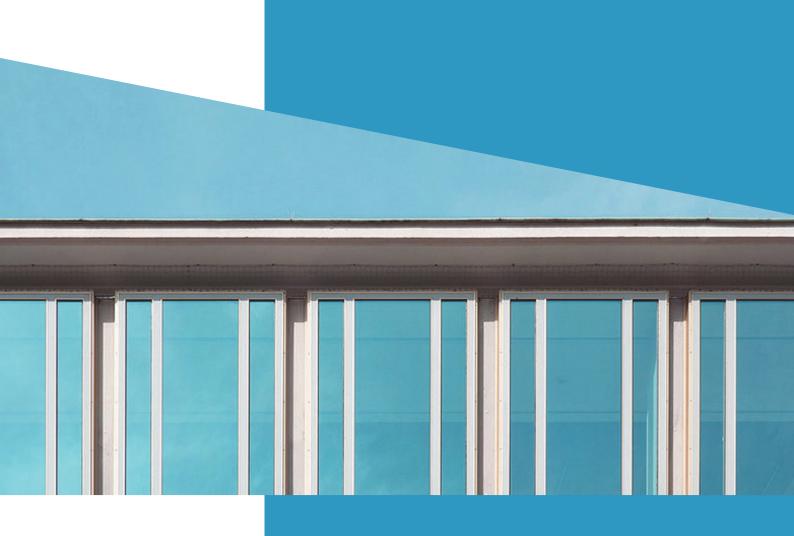


Up-to-date Insurance E-Almanac



Introduction

Historically, the almanacs were pithy collections of useful information on a particular topic.

They were an indispensable tool of any professional community, a kind of platform that allowed them to exchange views and receive relevant information.

In insurance, such collections on a regular basis have never been created until now. The Union of Insurance Experts and Adjusters begins to fill the existing gap with the help of the first issue of the Up-to-date Insurance Electronic Almanac.

In 1827, Russian poet Alexander Pushkin wrote: "The almanacs have become the representatives of our literature. In time its movement and successes will be judged with reference to them."

Based on this quote, we hope that our almanac will eventually become a representative of our insurance market and will be the frame of reference by which to judge its movement and successes in the future.

The Union of Insurance Experts and Adjusters





Contents 3

Mills Balan Variable	
Victor Petrov, Vegas Lex Fairness of the insurance indemnity amount in the judicial arbitration practice of Russia	4
Flemming Jensen, Dmitry Norkin, MDD Forensic accountants Evolution of business interruption insurance in the Global Market Place	6
Alexey Sergeev, Swiss Appraisal, Russia & CIS Historical, initial, residual and book value. What is the difference and what to do with them?	8
Vlad Prykmeta, BTVK Advisory Business interruption – latest trends and techniques	10
Nick Frei, Rosgosstrakh insurance company Key sales channel	12
Sergey Bukreev, Cunningham Lindsey Russia Adjuster and facts	13
Vera Rikhterman, Pavel Darnicyn, EPAM JSB The insured has misrepresented the facts that should have anyway been known to the insurer: whose side would the court take in proceedings over invalidation of the insurance contract?	e 14
Viktor Petrov, Vegas Lex Interpretation of insurance clauses by courts in the Russian Federation	16
Mikhail Vasilyev, Willis Towers Watson Currency clause: details matter	18
Nikolay Kuznetsov, RNRC Insurer's risk management system: a view from a corporate client	19
Alexey Sitnikov, Swiss Appraisal, Russia & CIS Valuation is needed! What to do? How often do the clients approach an appraisal company?	20
Sergey Bukreev, Cunningham Lindsey Russia Adjuster and trade credit insurance	22
Evgeny Malachinsky, Cunningham Lindsey Russia The Adjuster: trends	24
Egor Chilikov, юридическая фирма Петроль, Чиликов Legal expenses insurance: is there any prospect in Russia?	25

