

## Autumn Update – management promotions and other news

The London P&I Club is pleased to announce two important promotions involving our team in Asia. From 20 February 2020, Frank He and Deborah Yu will be appointed respectively General Manager and Deputy General Manager of our Hong Kong office.

Frank and Deborah will oversee a team that has grown to 16 people, reflecting the increase in the Club's business drawn from the region.

Frank says: "I'm excited to be stepping into this new position, especially at a time when we've made strong progress in attracting entries to the Club from new as well as existing Members across the market.

"Entries from Asia now account for about 33% of the Club's overall Membership, supported by growth in our core mutual business as well as our tailored products and extensions for charterers, smaller ships and war risks. Our co-operation with strategic partners in the region has continued to flourish and I believe that the size

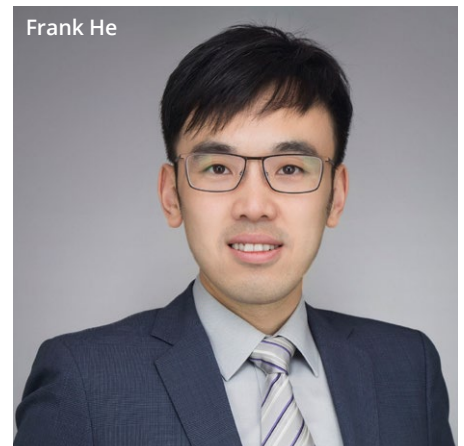
and strength of our team – especially our local claims and underwriting expertise – means that we are well placed to further spread the Club's business here."

Frank adds: "The team has an effective blend of legal, commercial, and shipping backgrounds and experience. This includes the know-how of my predecessor, John Williams, who we are anticipating will remain involved in the business."

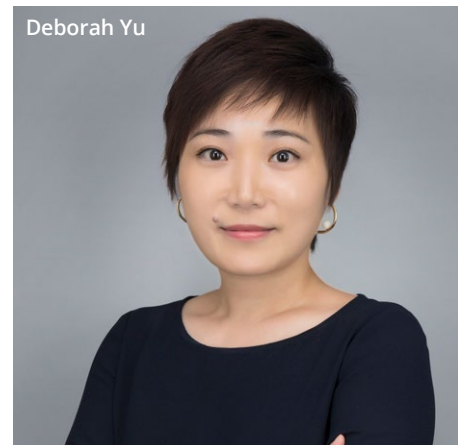
In other news, the Club recently issued details of its arrangements for the 2020/21 renewal, and further information on this and other recent developments are given in our *Position & Performance Review 2019* which can be read [here](#).

Also in this edition of *Club News*, we highlight several recent seminars and other events involving the Club at various venues around the world. There is also news from the Management team, including a profile of one of our underwriters, James Giles, in the 'Club People' section.

Frank He

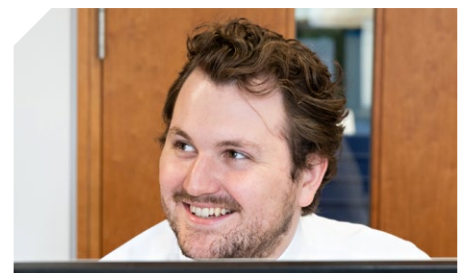


Deborah Yu



Meeting Members and friends


p/2 & 3



Club people  
James Giles

p/4

# Meeting Members and friends



Members of the Club and our management team



Many guests attend the event in the picturesque surroundings

## Athens

The Club's annual reception took place in the magnificent gardens of the Goulandris Natural History Museum in Kifissia. September's event celebrated the Club's strong links with the Greek shipping industry. In welcoming the guests, chief executive, Ian Gooch, said that despite the challenges facing the insurance market, the Club is securely placed to deliver on its main purpose of supporting all our Members with a friendly and expert P&I service.

## Vietnam

Last month, we held a successful event at the Hilton Hanoi Opera in Vietnam where the Club's Ian Barr, Nigel Martin and John Williams presented at a seminar on marine casualties which was followed by a reception. The seminar was an opportunity to thank the attendees for over 20 years support of the Club's involvement in Vietnam and was followed by presentations on the fast-approaching IMO 2020 regulations, including two high-profile case studies which had involved the Club.

## Seoul

The Club was delighted to host the second annual seminar and reception in Seoul with more than 95 guests. The event was held at the British Embassy, with the reception at the Ambassador's Residence. The event was again organised by the Club's representative JShip in conjunction with the Operations Department for International Trade at the embassy. Stephen Grainger from London solicitors, Mays Brown, presented a talk on charterers' damage to hull claims. The Club's underwriting director, Reto Toggwiler, also gave an update on the Club's progress and strategy in the market.



Club director, Ian Barr, discusses marine casualties at the seminar



The British Embassy plays host to nearly 100 guests at the seminar



The Club's underwriting director, Reto Toggwiler (far left), and guests at the reception



The seminar at the Hilton Hanoi Opera



Hamburg

### Hamburg

The Club's autumn committee meetings were held in Hamburg during October and were followed by a reception at the splendid Anglo-German Club. This successful event was held to mark the Club's appreciation to its Members and friends in the German shipping market for their continued support.



UK China  
Ian Gooch (second from right),  
with fellow panel members

### UK-China Maritime Services Exchange

The Club's chief executive, Ian Gooch, chaired a panel discussion during a UK-China Maritime Services Exchange event held as part of London International Shipping Week in September. The subject was *Digitalisation of shipping: how UK expertise can support the adoption of new technologies within the Chinese insurance sector*. Joining Ian on the panel were Shaun Crawford of EY, Tina Liu of Elane Inc, and Nick Maddalena of Windward.



Peter Gast regatta  
The Club's crew and guests make good progress

### Peter Gast Schiffahrtsregatta

Members of the Club's management team took part in the 37<sup>th</sup> Peter Gast Schiffahrtsregatta – the largest privately-organised sailing regatta in shipping. The annual event in August features teams battling it out to be the fastest to sail from northern Germany to Denmark and back. Our crew was delighted to welcome onboard Frank Lehmann and Janina Krenz of Marincon, Stefan Franitza of Elbdolphins, Stefan Pahl of Karl Kollner, and Annabel Ecks of Northern Lloyd. It was a fantastic regatta with glorious sunshine. A big 'thank you' to the organisers for such a great event.



Piraeus seminar  
The October seminar held at the in-house auditorium

### Piraeus

Members of the Greek shipping community were invited to an auditorium seminar at the Club's local office in October. Alex Macinnes and Sora Jeon of Tatham Macinnes gave a presentation on *Salvage and Wreck Removal – a real life scenario*. This was followed by another seminar last month when Ioanna Vitta of Penningtons Manches Cooper gave a presentation, *Play it safe in an unsafe port*.

Peter Gast regatta  
The crew enjoy glorious weather during the regatta





# Club people

## James Giles

Underwriting assistant, London

**Having a family background in the Merchant Navy and being a keen sailor himself, James' career in the shipping industry seems an instinctive choice.**

He was introduced to shipping very early on as his father was an engineer in the Merchant Navy where he would make voyages to New Zealand and across large parts of South America. Later, James took up sailing with his father and now takes part in regattas across Europe. James has been a regular participant in the Brest International Maritime Festival, which typically involves participants in over 1,500 traditional sailboats from Tall Ships to Pilot Cutters. He has also sailed in the Middle East and the Mediterranean.

James graduated from the London School of Economics and gained experience working at another International Group Club. He joined the underwriting team at the London P&I Club in 2018 where he deals mainly with Danish, Greek and South Korean Members.

James very much enjoys his work, saying: "I am fortunate to travel to the Far East and across Europe in my role. I like meeting new Members and clients from a variety of backgrounds and cultures. No two days are the same, which ensures I am continually learning and developing. Most recently, I've visited Members and brokers in Athens, Bangkok and Seoul."

He particularly likes the communication and interpersonal skills which are so important to his role. "I enjoy building and developing relationships with the brokers and Members across all parts of the globe," James comments.

And his colleagues? "Across all our offices, people are extremely friendly and motivated individuals. This makes the Club a very exciting environment with a great team that one can be proud to be part of. One of the best parts of my role is the satisfaction of winning new accounts."

Out of the office, James likes to head off to the countryside, where he can walk his dogs and play a bit of golf.

## Festive greetings

*All of us at the Club would like to send Season's greetings and best wishes to all our friends. We are once again very pleased to be making a donation to the Great Ormond Street Hospital for Children in London in place of sending cards.*



## MANAGEMENT NEWS

We've recently welcomed two new colleagues at the Club's London office – claims manager, Melika Theofilopoulou, and HR manager, Emma Bergin.

Deborah Yu and Frank He, from the Hong Kong office, visited Shandong Shipping Corporation in Qingdao during September where Deborah gave a talk on "A Case about Under Performance, Off-hire and Arrest" at the workshop held by Aon-Cofco.

Last month, Frank gave a presentation on the global market of ship management from a marine insurance angle at the Forum of Global Ship Management and its Development 2019 in Zhoushan, China.

John Williams, also from the Club's Hong Kong office recently attended the 25th anniversary celebrations of the Vietnam National Reinsurance Corporation (Vinare) in Hanoi. Vinare is the leading national reinsurer of many prominent Vietnamese underwriters including those with whom the Club does business. The Club first began working with Vinare 22 years ago.

At the end of last month, John attended the 25th anniversary celebrations of insurance company, Bao Minh, in Hochiminh City. John also recently gave a presentation at the 8th annual Magsaysay Shipping & Logistics insurance seminar in Manila. The theme was "Marine Insurance Claim & Case Management".

Friends and colleagues gathered for a special event at the London office to give Marcus Bucknall a memorable send-off for his retirement after almost four decades with the Club. Marcus first joined in 1980 and spent five years working at the Hong Kong office. His role later changed from claims handling to be secretary to the Club's Board and Members' Committee. Deborah Yu, visiting from the Hong Kong office, presented Marcus with a gift to mark the occasion.

Congratulations to Katie Lilley and her husband, Will, who became the proud parents of daughter, Hester ("Hettie") Rose Dobbin, in October.

Thanks to Lee Fitzgerald who celebrated a career landmark earlier this month, completing 40 years' service at the Club.

### Managers A. Bilbrough & Co. Ltd.

**London**  
50 Leman Street  
London E1 8HQ  
T: +44 20 7772 8000  
F: +44 20 7772 8200  
E: london@londonpandi.com

**Greece**  
Ionion Building  
Akti Miaouli & 2, II Merarchias Street  
185 35 Piraeus  
T: +30 210 458 6600  
F: +30 210 458 6601  
E: piraeus@londonpandi.com

**Hong Kong**  
Room 1802 Guardian House  
32 Oi Kwan Road  
Hong Kong  
T: +852 3761 5678  
F: +852 2838 2001  
E: hongkong@londonpandi.com

