



We'll navigate the tide
while you focus on the horizon

Marine, Cargo and Logistics Insurance

ajg.com.au/marine



Gallagher

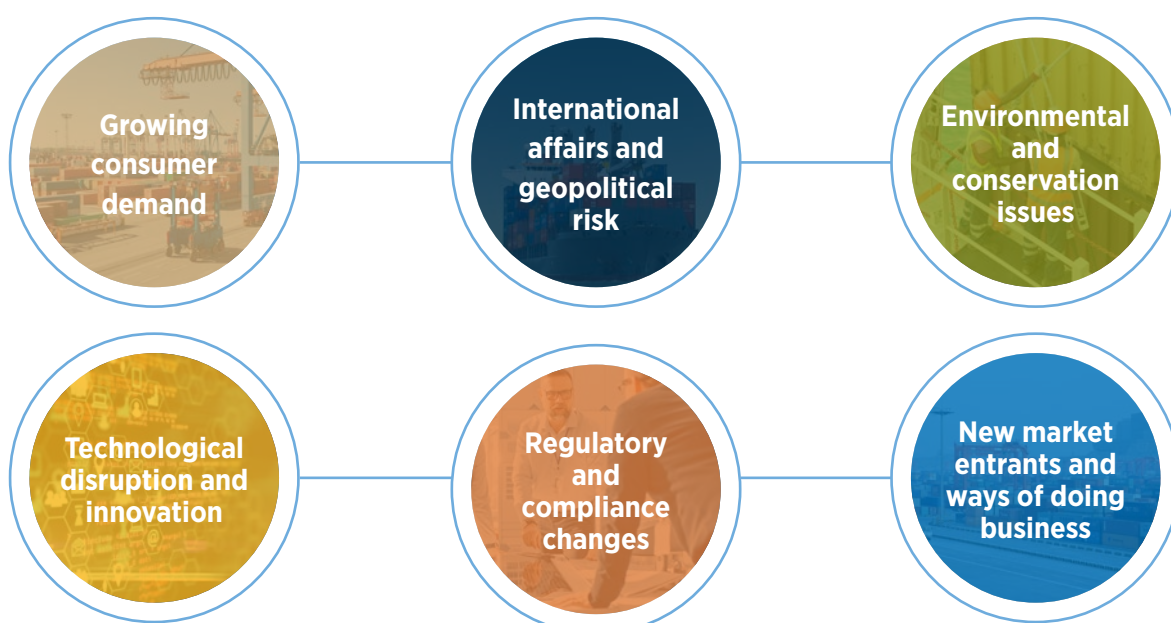
Insurance | Risk Management | Consulting



A fresh perspective

In a global economy shaped by significant disruption and change, Gallagher is constantly on the look out for new perspectives and insights to help us navigate marine industry risks and help you focus your attention on long-term growth and success.

Based on our deep experience of providing risk advice and insurance solutions to the sector, here are the factors we see shaping the marine landscape.



Growing consumer demand

The world's shipping and container industry is experiencing turbulent times, with some of the toughest trading conditions in recent history. A rise in consumer spending in developing markets will bring long-term growth opportunities for container ships. More numerous and larger container ships will require investment in ports, infrastructure, technology, and services to ensure that the flow of business remains efficient.

International affairs and geopolitical risk

Ongoing trade sanctions and unstable global economic growth are driving decisions that carry both short and long-term material impact for the maritime industry. The threat of piracy, armed robbery and escalating tensions in the South China Sea all have the potential to disrupt shipping channels and trading.

Environmental and conservation issues

We're seeing a growing focus on liabilities arising from exposure to seepage and pollution, and increasing concern about the risks posed by climate change and regulations around emissions control. Environmental groups continue to lobby against the impact of underwater noise pollution and the volume of traffic passing through marine parks and conservation areas remain a focus area.

Technological disruption and innovation

Data-driven decision making is placing the power back into the hands of shipping companies, giving them the ability to source optimal shipping paths, reduce fuel consumption and adapt trading routes. But with new technology comes new cyber risk exposures, for which a majority of the industry is not yet prepared or adequately insured.

Regulatory and compliance changes

Proposed amendments to the Marine Insurance Act 1909 have the potential to change how marine, logistics and cargo companies contract out of risk. Evolving regulatory frameworks will place added pressure and compliance costs onto the maritime industry, particularly where compliance with complex regional and international regimes is required.

New market entrants and ways of doing business

Against the backdrop of tougher operating conditions, container ports and shipping companies are looking for simpler, more cost effective ways to do business. An ageing workforce and increased automation is highlighting the need to attract the next generation of seafarer and invest in training to safeguard against skills shortages and to provide sustainable career pathways.

How to respond to rising risks

Despite turbulent times for the sector, marine businesses that embrace change and adopt a future focus are best placed to enjoy long-term success. Partnering with established experts is part of that process.

In Australia and around the world, Gallagher services some of the largest marine insurance placements in the market. We're flexible and adaptable, with deep experience in developing and placing risk management and insurance programs for standalone or niche exposures.

What this means for you

- **Access to a team of marine specialists** made up of senior 'big risk' practitioners, always on hand to deliver proactive advice and support to your business 365 days a year - not just at renewal time.
- **You'll have tailored insurance** that responds to what you need, as well as risk management solutions.
- **You can access specialised market facilities** like our exclusive CargoExtra solution.
- **You'll enjoy priority claims service** with support and guidance when you need it most. We view claims as the ultimate test of our sales and service commitment.

The Gallagher marine team

We're in the business of building great relationships, and we're here to manage all your marine insurance requirements. Call or email us today to find out more about how we could help your business thrive.



Stephen Rudman

National Head of Marine

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As the National Head of Marine at Gallagher, Stephen is an experienced insurance professional. He demonstrates his leadership skills with people and brings a strong focus in marine insurance risks for commercial Hull, Cargo and Liability disciplines having previously worked in both underwriting and senior insurance broking roles, working with national and international firms, and representing a diverse cross-section of clients. Stephen has deep experience in managing holistic insurance programs for clients in all areas of the maritime industry and manages a team of enthusiastic and experienced marine brokers to create solutions for Gallagher clients. Stephen's skills include insurance program design, establishing risk profiling and risk management programs and his knowledge and experience has created industry recognition as a skilled negotiator and placement specialist.



Mark Rudman

Client Services Manager

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Mark is a respected senior broker in the National Marine Specialism, he brings a depth of experience in marine insurance broking with a strong focus in transport operators, logistics and supply chain management. Mark has experience managing his clients' holistic insurance programs including commercial vessels, through to large fleet operators across a broad spectrum of risks, including commodity traders and complex cargo risks. Mark has graduated with a Bachelor of Business with specialisation in Insurance.



Teena Mathews

Account Manager

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Teena is an experienced insurance professional and specialises on all marine whole of account risks and has a diverse marine portfolio. Her experience includes roles in Australia and Dubai, and, apart from marine broking, she has worked as a commercial property reinsurance broker, a terrorism reinsurance broker as well as in offshore and onshore energy underwriting. Teena graduated with a Masters in International Business from the University of Wollongong and is a Tier 1 licensed Australian insurance broker.



Daniel O'Neill

Account Manager

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Daniel has been with the marine team at Gallagher for several years and has deep experience across all types of marine insurance risks with a strong focus on Commercial Hull, Protection and Indemnity and Marine Liability insurance. Daniel has demonstrated capability in managing complex accounts and relationships, providing a professional, high quality service on a day-to-day basis. Daniel is a recognised expert within Gallagher and provides support to many insurance brokers in our network on complex marine related risks as part of the National Marine Specialism division.



Michael Gascoyne

Assistant Account Executive

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Originally from New Zealand, Michael graduated from the University of Waikato with a Bachelor of Business Analysis and Finance in 2012. Since then, Michael has worked in a variety of roles in the insurance industry. Michael spent the first four years of his career in underwriting before moving into broking in 2016. Currently, he supports senior brokers in the National Marine Specialism where he brings a strong sense of enthusiasm, a thirst for knowledge and professionalism.



Con Baliotis

Assistant Account Executive

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Con commenced his corporate career with Gallagher as an Assistant Account Executive in the Marine Specialist Practice. He works closely with senior brokers on complex risks and brings enthusiasm and professionalism to all things he does. He is a graduate of the University of New South Wales where he completed a double major in Finance and Business Economics.



Ric Clarke

*Manager Corporate,
Practice Leader Marine*

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As the Western Australian Marine Practice Leader, Ric has over 35 years of experience in all facets of marine insurance (including considerable exposure to non-marine classes), with a particular focus on the technical complexities with policy construction to ensure that contracts of insurance favour the interests of the clients we represent. Ric is a strong advocate of excellence with client service delivery, a quality that sets Gallagher apart.



Brett Kynaston

Principal Broker, Marine

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Brett started his insurance broking career in 1993 and has specialised in marine risk for the past 21 years. He is experienced at managing clients with maritime backgrounds such as charter vessel owners, offshore support companies, fishing vessel owners, seafood processors and cold storage companies. His specialisms include placement strategy. Committed to service excellence, Brett oversees all claims settlements for his clients.



James Pickering

Senior Account Manager, Marine

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James has spent the past 16 years working in the specialist marine insurance field. He has extensive experience across all marine classes including Hull and Machinery, Protection & Indemnity, War & Strikes, Charterers Liability/Marine Cargo & Stock Throughput, in respect to both placement strategy and claims handling. James' client portfolio extends throughout the world and comprises commercial fishing fleets, barge, tug & line boat operators, offshore work vessels, commercial passenger ferries, seafood importers/exporters and luxury superyacht owners.



Jonathan Joe

Account Manager, Marine

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After completing his double degree Bachelor of Computer Science and Commerce, Jonathan joined our marine team as an Assistant Account Executive in 2008. Since then, he has worked closely with Ric Clarke managing complex accounts which involves contract reviews, bespoke insurance covers and complex claims management. Jonathan provides prompt, professional and high quality service on day-to-day basis to his clients.



Alex Dekoning

Account Executive, Marine

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After graduating Curtin University in 2015 with a bachelor's degree in Actuarial Science, Alex joined Gallagher's Marine Practice in Perth. In his role as Account Executive, he directly supports our Principal Broker, Brett Kynaston, providing day-to-day support in broking, from both a high level strategic point and also on a more granular task-based level. Drawing on the strong leadership and mentoring culture within our marine team, Alex continues to build on technique and competency in order to deliver customer service excellence.

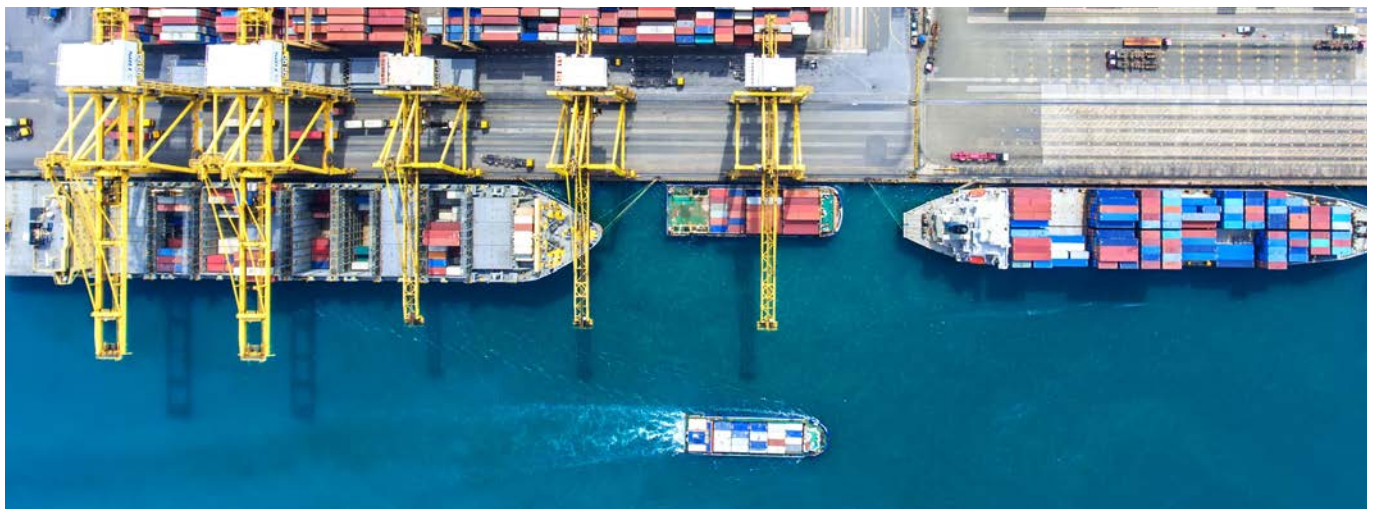


Yessica Pudja

Account Executive, Marine

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Yessica completed her double major in Accounting and Finance at Curtin University in 2009 and commenced her career at one of Australia's leading Financial Service Providers before moving to the insurance industry in 2013. She has secured her Tier 1 qualification and completed the Diploma of Insurance Broking. Yessica has been working closely with Ric Clarke on complex risks, with exposure to all classes of insurance both underwriting and claims management. Recognising that service delivery is a key feature to ensuring client expectations are maintained to the highest possible professional standards.





Why Gallagher?

Gallagher has one of the largest and most experienced marine practices in Australia, with two core marine specialist teams based in New South Wales and Western Australia, servicing clients both nationally and across the globe.

Through our national team, Gallagher provides a centre of excellence in marine insurance for the Gallagher network across the Asia-Pacific region. We have a proud history as a preferred provider of insurance broking and risk management services to the maritime industry, professional transport carriers, freight forwarders, commodity traders and logistics companies.

<p>Talk to us about</p>	<p>Marine Cargo</p>	<p>Project Cargo and Delayed Start Up Insurance (DSU)</p>
<p>Logistics Service Providers Freight forwarders and customs brokers, road couriers, supply chain risks, stock throughout and warehousing</p>	<p>Commercial Hull Trading & Superyachts</p>	<p>Ports & Terminals Operators Liability</p>
<p>Ship Builders' Insurance</p>	<p>Marine Professional Indemnity Marine engineers, surveyors etc.</p>	<p>Stevedores Liability</p>
<p>Charterers' Liability</p>	<p>Protection & Indemnity</p>	<p>Combined Marine & General Liability Ship repairers liability, marina operators and marine chandlery services plus more</p>

The Gallagher Difference

A client-led approach

A values-led culture

We'll fight for what's right

Creating tomorrow's solutions, today

Who we are

Gallagher is one of Australia's – and the world's – largest insurance broking and risk management companies. We're the broker of choice for more than 100,000 Australian businesses – from micro-SMEs through to multinational corporations and iconic brands.

With 30+ regional and metropolitan branches across Australia, we understand local business communities because we're part of them ourselves.

Globally, the Gallagher network of 950+ offices in over 45 countries enables us to leverage relationships with international insurance partners to create programs that achieve claims outcomes beyond the scope of many other brokers.

We're an ethical business, and proud of it

Gallagher has been recognised as one of the World's Most Ethical Companies by the Ethisphere Institute, a global arbiter of ethical business practice, since 2012, the only insurance broker in the world to achieve this distinction.

This recognition underscores Gallagher's unwavering commitment to ethical business practices and is validation that our enduring core values and corporate culture are true differentiators and provide a competitive advantage in the marketplace.

GLOBALLY

100+
insurance and risk
management solutions

1987
NYSE listed

#435
Fortune 500 company in 2019

950+
offices in more than 45 countries
150 network partner countries

AUSTRALIA

100,000+
Clients

30+
Metro and regional locations

1000+
Professionals

GLOBAL REACH

Asia
Australia

Canada
Caribbean

New Zealand
South America

UK
USA



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