

New cover and management update

In this *Club News* we look at recent developments and activities involving a new Club cover and members of our team.

The Club recently announced the launch of a new cover against Kidnap and Ransom (K&R) risks. Our K&R cover complements our P&I and war risks insurances – and enables Members to benefit from one-stop, comprehensive and streamlined support in the event of such a claim. A summary of this additional cover, which can include a loss of hire element, is available **here** and further information can be provided by your usual underwriting contact.

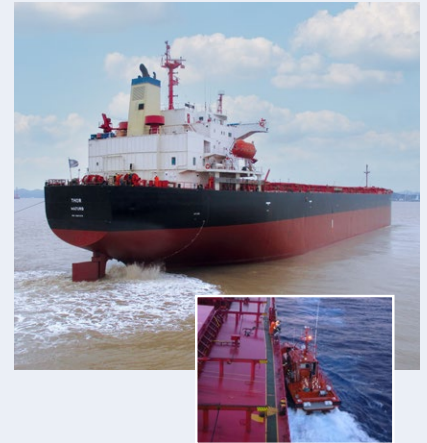
Also in this edition we report on the involvement of a Club Member's ship in a dramatic rescue, and on the Club's further work with the University of Piraeus during the pandemic. There are also updates on our management team, news of an addition to the AB Korea team in Seoul, and a profile of head of underwriting (Europe), Athina Sirimi.

Club Member's ship rescues crew of sinking boat

The bulk carrier *Thor*, entered with the Club by Primerose Shipping, answered a distress call en route from Poland to Saudi Arabia.

It was in the early hours of 21 May 2021 when *Thor* was notified that a fishing boat was in trouble off the Portuguese coast. The highly experienced master, Anatoliy Sorochynsky, and crew responded immediately and set a course for the boat's location. Within a few hours, five people onboard the sinking boat were retrieved and taken onboard *Thor*.

The rescued crew were given first aid and hot food, had their body temperature taken, and recovered



in a separate compartment before they transferred to another rescue ship.

The prompt and successful response to the emergency by *Thor's* master and crew was acknowledged with gratitude by the Maritime Rescue Co-ordination Centre (M.R.C.C.) TARIFA – something echoed by all of us at the Club.



Club continues work
with university

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Club expands
underwriting and
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Club people
Athina Sirimi

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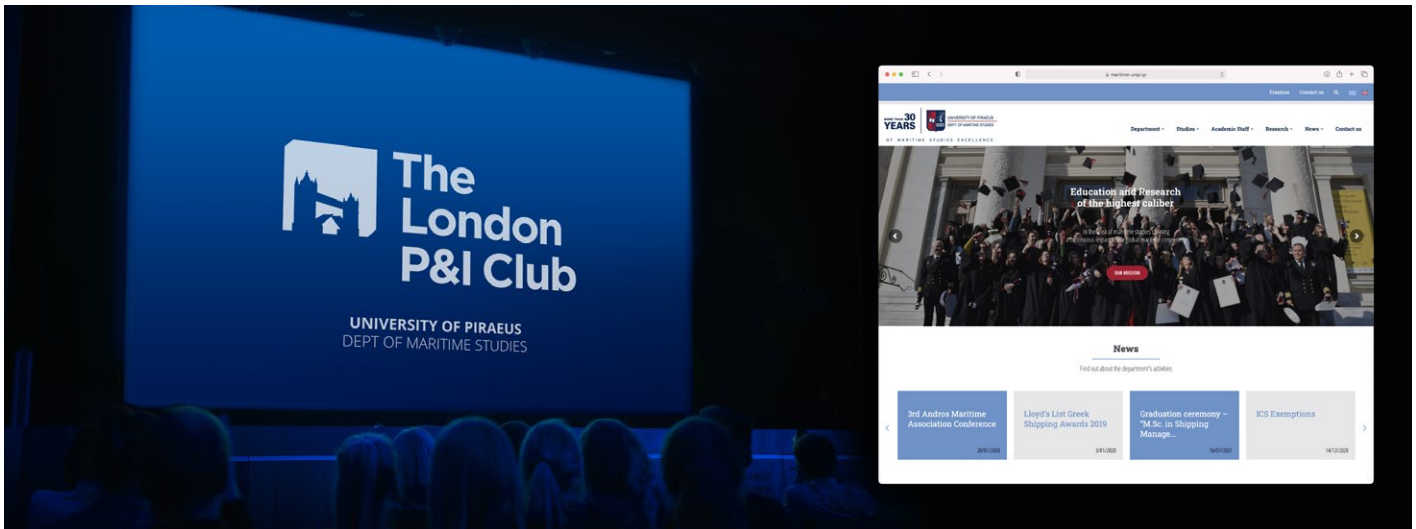
Club continues work with university

MORE THAN 30 YEARS



UNIVERSITY OF PIRAEUS
DEPT. OF MARITIME STUDIES

OF MARITIME STUDIES EXCELLENCE



More than 70 students from the University of Piraeus took part in a webinar with specialists from the Club in our third year of collaboration.

In previous years, students from the University have visited the Club's office in London for face-to-face seminars. The Covid-19 travel restrictions meant this was not possible, but the two organisations were determined to continue the event 'virtually' in April.

Many of the post-graduates already work within the shipping industry while studying for an MSc in Shipping Management. The co-operation with the Club gives them a practical introduction to the world of P&I insurance.

A series of webinars on the 'Principles and Practice of P&I Clubs' took place over three evenings. Students were given an overview of the function of P&I Clubs by Andreas Vrontakis, senior claims manager at the Club's office in Piraeus. Andreas and Joanna Pavlidis, the office's general manager, then brought the students up to date with the more common third-party liabilities faced by Shipowners – involving cargo and crew claims – and showed how these interact with Club rules.

Paul Amos, senior claims manager at the Club's London office, gave an

overview of collision risks and Ian Carter, associate director also in London, ran the students through a case example involving wreck removal issues. For those interested in receiving further and targeted training in every aspect of P&I work, John Warman explained the benefits of the International Group's P&I Qualification programme.

Joanna says: "We were so pleased to continue our work with the university despite the Covid-19 situation. We thank the university for its enthusiasm and interest, and we look forward to welcoming students in person at future events."



Joanna Pavlidis
Piraeus

Charity bike ride

The Club's Rodney Sundström-Cook took part in this year's Graig100 Bike Ride in September, completing the 'Full Monty' (100km) on a fixed-gear bike in the mountains around Cardiff. The charity event, organised by Graig Shipping, raised a total of £60,000 for two very worthy causes: Mission to Seafarers and Velindre Cancer Centre in Cardiff.



Nearly 70 riders representing a cross-section of the shipping industry gather for coffee at the Brewhouse & Kitchen by Cardiff's Sophia Gardens before setting off into the mountains on the 100km route.

Mark Esdale
Associate Director



George Dickson
Underwriter



Club expands underwriting and Korean teams

Two more experienced underwriting specialists have joined the Club.

Mark Esdale, who has worked in the P&I industry for 20 years, joins as Associate Director. Mark began his career with a leading P&I insurance provider, underwriting small craft business. He later moved to another Club to establish and develop the company's fixed premium facility. Mark's main focus at the London P&I Club will be to help grow its fixed premium business.

George Dickson has been appointed as Underwriter. George spent five years with a fixed premium insurance provider specialising in the European commercial market. At the London P&I Club George will cover both the fixed and mutual sides of the Club's business.

Reto Toggwiler, the Club's Director of Underwriting, says: "We are delighted to welcome Mark and

George to our team. Their extensive experience and market contacts will be invaluable in helping the Club to further diversify our business in new and existing markets."

Following the successful establishment last year of our joint venture with AB Korea, the team in Seoul has expanded with the hire of Joo Hyun Park.

Joo Hyun's arrival coincides with AB Korea moving into new offices, further underlining the Club's commitment to the Korean market.

Reto adds: "Under the leadership of Greg Hahn, AB Korea has already made good progress in supporting our growing number of Korean Members and assureds, including a positive recent P&I renewal season. Joo Hyun, with her wealth of experience, is an excellent addition to help the team go from strength to strength."



Joo Hyun Park
AB Korea

JOO HYUN, WITH HER WEALTH OF EXPERIENCE, IS AN EXCELLENT ADDITION TO HELP THE TEAM GO FROM STRENGTH TO STRENGTH

RETO TOGGWILER



Club people

Athina Sirimi

Head of Underwriting (Europe), Piraeus

Athina grew up on the Greek island of Chios, which has long been home to major shipping families. Her father was a chief engineer in the industry. "As a child, I was lucky enough to visit my father with my mother and travel with him," Athina recalls.

With such a strong shipping background, Athina studied at the then newly-opened Department of Maritime Studies at the University of Piraeus, the port city where she now works at the Club's office. But it was several years before Athina joined the Club. From Piraeus, she went to the UK to gain a Masters in International Transport at the University of Cardiff.

She started her career at a Piraeus shipping company handling insurance and claims. Remaining in Piraeus, Athina later moved to another International Group Club working in underwriting. She says: "This was a pioneering move at the time because there were no other local P&I underwriters in any of the International Group Club offices in Piraeus." She gained a decade's experience there until she joined the London P&I Club in 2012.

Her enthusiasm for her work and the world of shipping remains constant. "P&I is a 'people business'," she says. "I really enjoy meeting the different people involved, from the Shipowners themselves to employees of shipping companies, brokers and others working in the

industry. It is a diverse mix of people and it is a unique privilege to be involved."

Athina believes one of the most important skills in her role is the ability to listen so that she understands and respects the situation of each Member. "I thoroughly enjoy being part of each Member's team," she says. "It is a great feeling to know that people trust you with their thoughts and problems."

Working at the Club, she is impressed by its integrity and how it deals with Members, as well as its inclusiveness for its employees. Athina joined when the Club was reviewing and refining aspects of its Charterers product and deductible strategies. "I was able to participate in the development of these areas which I found to be extremely interesting and where my previous experience proved useful."

Visiting Members in other countries is a key part of her role and one she greatly enjoys. Athina also knows Cyprus well – both as a country and as a shipping market – and hopes this knowledge will prove valuable for the Club's new subsidiary that serves its EU-flagged business.

Athina also gives presentations to university and other students on shipping topics and loves to see the eagerness and enthusiasm they show. Outside of work, she enjoys going sailing, cycling and tennis as well as gardening and reading.

MANAGEMENT NEWS

Since the last *Club News*, Underwriters Mark Esdale and George Dickson have joined us, working from the London office. They will focus on developing the Club's fixed premium business as well as the mutual side. More details on page 3.

We are also pleased to announce that Konrad Heene has been appointed Corporate Counsel alongside his existing position as Associate Director, Claims. Reine Gomis and Paris Pantelis now hold the posts of Senior Claims Managers. Rodney Sundström-Cook has been appointed Business Intelligence Analyst alongside his role as Underwriter while Guy Ingham has been appointed Underwriter and Connor Hammond becomes a Senior Underwriting Assistant.

In our Hong Kong office, Fiona Pounds is an Associate Director, Claims; Wenjie Gao is promoted to Deputy Underwriter and Mei Lau is a Senior Underwriting Assistant.

Additionally, the office has recently been joined by Almen Chu, Underwriting Assistant. Athina Sirimi, based in the Greek office, is now Head of Underwriting (Europe). Also in Greece, we have recently welcomed Claims Manager, Spiros Papadas.

We've also welcomed Paolo Vizioli as Reserving Manager in London and Mathilde Devillers in the same office as a Claims Manager along with Sudeeptha Krishtipadu who is with us on a fixed-term contract.

Finally, we welcomed Xanthi Ioannou as Risk & Compliance Manager (Europe) based in Cyprus.

The Club said farewell to Nigel Martin who retired in March after almost 40 years with the Club. Since joining in 1984, Nigel has been involved in underwriting the Club's business in Greece, South America, Germany, the Middle East and South East Asia. All at the Club send our thanks and best wishes.

We send the same to David Aitken who retired as credit controller at the beginning of July after nearly four decades with the Club.

Congratulations to Matt Stark, Claims Technician in London, and his wife, Angela, who became the proud parents of baby son, James, in April.

Also, congratulations to Ioanna Exadaktylou, Senior Claims Manager in Piraeus, and husband, Mark, whose daughter, Amelia, was born in May.

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,
11 Merarchias Street
185 35 Piraeus
T: +30 210 458 6600
F: +30 210 458 6601
E: piraeus@londonpandi.com

Hong Kong
Unit 3603
36/F Citicorp Centre
18 Whitfield Road
Causeway Bay
Hong Kong
T: +852 3761 5678
F: +852 2838 2001
E: hongkong@londonpandi.com

Cyprus
Esperidon 5
4th Floor
Strovolos, 2001
Nicosia
T: +357 25 26 08 00
F: +357 25 26 08 02
E: cyprus@londonpandi.com

Republic of Korea
In association with:
AB Korea
17th Floor
Gong-Deok Building
11 Saechang-ro
Mapo-gu
Seoul
T: +82 2 704 7440
E: london@ab-korea.com

