

2017/18 Results highlights: increased Free Reserves and Membership growth

The London P&I Club has recently published its Annual Report and Financial Statements for the year ended 20 February 2018, which are [available here](#).

During the year, there was an increase in claims – on the International Group Pool as well as within the Club's retained layer, where there was a rise in the cost of higher severity claims (in excess of US\$1.0m) involving damage to fixed and floating objects. Despite such challenges, the Club recorded an overall surplus of US\$6.6m, further increasing the free reserves to US\$194.6m.

The Club also continued to receive additional entries from new and existing Members. Following the February 2018 renewal, there was a year-on-year increase of 5.8% in the mutual Membership.

There were further positive developments for the Club's bespoke covers for Charterers and for the Owners of smaller ships. There is strong competition in each of these sectors but, as on the mutual side, the Club's reputation for top class service and support is an important distinguishing feature, providing a good platform for the growth seen in each line of business. As a result, the Club's combined entered tonnage increased to over 58m gt at the start of the current policy year.

The profile of the Club's global Membership is shown in our 2018 Overview, which can be [accessed here](#). One of the regions where we have seen strong progress recently is Asia – and on page 3 of this *Club News* we look at the part played in that by our growing Hong Kong office team. Elsewhere, we report on recent Club activities, with Posidonia

featuring heavily, together with other events held in shipping centres including Hamburg and Istanbul. And on page 4 we feature Harry Wathen from our underwriting team in London.



The 2017 built, 31,164 gt bulk carrier, **Top Confidence**, is entered in the London P&I Club by Topsheen Shipping Singapore Pte Ltd



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Club events for Members and friends

Athens photos by Patrick Tinios



Athens

Ian Gooch (second from right) and the panel at the Maritime London event held in the British Embassy, Athens



The grand surroundings of the British Embassy in Athens provides the backdrop for the Maritime London event as part of Posidonia

The Club has been hosting and attending various events recently, and those which took place in Greece, Germany and Turkey are featured here.

During Posidonia, Club chief executive, Ian Gooch, was at the British Embassy in Athens in June to take part in a panel discussion organised by Maritime London on the subject of 'UK-Greece – maintaining a close relationship post-Brexit'.

Also in Greece, our Piraeus office held an 'open house' in the run-up to Posidonia. It was an extremely well attended and successful afternoon, and we were delighted to be joined by Members and friends from Greece and other countries from all over the world.

Over in Hamburg, Germany, the Club hosted the latest in a series of successful receptions for Members, brokers and other friends at Der Hamburger und Germania Ruder Club in June.

The Club also held a reception in Istanbul for Members and others in May at L'Eclipse bar on the rooftop of the Le Meridien hotel in Etiler.



Piraeus

Nick Efthimiadis and Ioanna Mitrossili with the Club's Joanna Pavlidis (centre)



(Left to right) Capt Makis Kourtesis and Irene Logotheti and Capt Nondas Logothetis with the Club's Despina Melaxianaki



Hamburg

(Left to right) The Club's Victoria Papageorgiou and Simon Leslie with Janina Krenz, Stefan Scheuermann and Emmy Ameloot



The splendid setting for the Hamburg event at Der Hamburger und Germania Ruder Club



Istanbul

Garry Stevens and Guy Ingham from the Club with Marlon and Lorenz Weinstabl



The Club's Ben McKeith with Kemal Murat Guler and Ali Cakir



Simon Chapman from the Club with Burak Akartas, George Panagopoulos and Hakan Şahbaz

Club grows in Asia and strengthens team

HK office team

Left to right (standing) Derek Shum; Mei Lau; Kitson Fung; Frank He; Jim Chan; Minyi Wu; and Nick Lin
Left to right (seated) Queenie Choi; John Williams; Katie Lilley; and Raymond Chan



The London P&I Club's Membership in Asia has been increasing – with our Hong Kong office playing a central role in that success. And while the business has been growing, we have added to the strength, depth and effectiveness of our Hong Kong-based team. This further reinforces the high quality of the Club's local claims and underwriting services, backed by close support from our London-based Far East teams.

An important part of this development has been welcoming several new specialists in Hong Kong over the last year or two. These include Kitson Fung, who joined as an underwriter with plenty of experience working at marine insurance broking firms in Hong Kong. Working closely with Frank He, Kitson has been instrumental in the expansion of the Club's Hong Kong, Taiwanese and mainland Chinese businesses. Kitson was followed in February this year by underwriting assistant, Mei Lau, who had previously worked for one of the world's largest reinsurers. Mei's experience is of particular relevance to the Club's co-operation with local insurers such as PICC and CMI; and she is also heavily involved in the production of documentation for Owners' and Charterers' entries in the region.



Then in May this year, Hong Kong-qualified lawyer, Vincent Leung (pictured above), joined the team. Vincent has broad marine and general commercial litigation skills, having practised at a boutique local shipping law firm. He joins our commercially-minded legal team which provides the Club's Membership with extensive experience in the handling of complex P&I and FD&D claims.

The team also continues to benefit from the highly knowledgeable Raymond Chan, now based in Vancouver. In his role as a consultant, Raymond assists with P&I claims primarily involving Hong Kong and Mainland Chinese Members, as well as fielding urgent matters outside of Hong Kong office hours.

Other important developments include the Hong Kong office gaining its underwriting licence, enabling Asian business to be underwritten locally as well as from London. The local underwriting authority for the Club's different lines of business is complemented by the resources that the Club has 'on the ground' to advise on underwriting inquiries – including any special extensions of cover required for risks excluded by standard P&I insurance. Overall, this has supported work to raise the Club's profile and attract business from several additional markets, notably Indonesia.

The Club has also been building its presence in the Korean market, thanks to the work of John Williams and Katie Lilley from the Hong Kong team, and Victoria Papageorgiou (from London). To that end, the Club is now co-operating with the Seoul-based J-Ship, which is supporting the teams' marketing activities and contacts with local shipping companies and brokers. Various initiatives are being planned with J-Ship, including the Club's first P&I seminar in Korea, which will be covered in a future edition of *Club News*.



Club people

Harry Wathen
Underwriter, London

Harry knows all about the 'nuts and bolts' of the shipping industry having studied marine engineering and naval architecture – and loves taking to the water himself as a competitive kitesurfer.

He grew up by the sea on the UK's south coast and began sailing and kitesurfing from a young age. "Also, spending most of my time in the Solent, I was always fascinated by these huge structures floating past going into Southampton," remembers Harry. "I soon took a greater interest in the design and architecture of them. It was at this point I knew that I wanted to learn more and someday become a part of the industry."

After completing his studies in Southampton, Harry worked for a trade publication creating technical reports on structural design, focusing on the craft taking part in the America's Cup. He wanted to become more involved in commercial shipping and worked at a major reinsurance broker before joining The London P&I Club in 2015.

Harry's work in the Underwriting section includes assisting the Club's mutual and CSL charterers' Members. He is also keen on the marketing side, as he comments: "I've really enjoyed helping in the launch and marketing of our fixed premium product for the owners of small and medium-sized ships."

"I enjoy getting heavily involved with the Club's work not only to build on our presence in established markets but also markets where we've had a lower profile but where I'm pleased to see signs of a real interest in the Club's supportive way of working."

Harry's work with the Club has taken him overseas to countries including Belgium, Germany, Latvia and Estonia to meet current and potential members, with plans to travel to Bulgaria and South America.

This fires his enthusiasm even more. "To be a part of an industry where you can see and feel the passion our Members have for what they do is very special," he says. "To have the opportunity to travel and meet people from different parts of the world, learn about their culture and what they do is always fascinating and a great privilege."

Learning how different markets work and affect each other is so important Harry believes, because: "Ultimately, without shipping global trade would grind to a halt." Members benefit from his overall engineering and naval architecture background, Harry believes, as it helps him to better understand the particular risks presented by different ship types, as well as the operational challenges faced by Members.

"The other important thing is listening," says Harry, "being interested and ready and able to respond accurately and quickly to inquiries from Members and brokers. This helps to build the trust and confidence which I find to be vital in our business."

Harry has also been overseas thanks to his love of kitesurfing, taking part in competitions in Europe and other locations around the world. When on terra firma, he is a keen rugby player and cricketer.

MANAGEMENT NEWS

We recently welcomed claims manager, Vincent Yeung, to the Club's Hong Kong office (as reported on page 3); Philip Phoon as a financial accountant in London, and Afroditi Karava who works as a ship inspection co-ordinator.

Most recently, Paris Pantelis has joined the London office as a claims manager.

In May, Garry Stevens spoke at the Supply Chain 2.0 conference in Odessa on blockchain and smart contracts.

Members and other friends gathered at the Greek office's auditorium in April for a seminar by Daniel Martin, partner at HFW, on current sanctions affecting shipping and trade.

Minyi Wu, Raymond Chan and Frank He from the Hong Kong office gave a presentation in March to Nanjing-based Member, SUMEC Shipping, which included a case study on a variety of bills of lading issues.

Congratulations to Guy Ingham, based at the London office, and Francesca who were married in June. Also, congratulations to Katie Lilley, from the Hong Kong office, and her husband Will whose baby boy, Roly, was born in June.

Our best wishes and thanks to Cecilia Chan from the Hong Kong office who retired in April after 41 years' service.

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