



## Gard underwriting at the heart of the London market

Gard's underwriting team in London handles a broad range of marine insurance products and has recently been further strengthened with additional strong market expertise.

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The London market is central to the world of marine insurance and Gard has had an Underwriting team based in London since the late 1980s.

The underwriting expertise in the London office encompasses fixed and mutual P&I, H&M, Builders' Risk, Charterers & Traders, and Energy, including offshore wind. With our extensive portfolio of covers combined with Gard's financial strength, our London based underwriters can be your first point of contact to discuss any risk falling within the scope of Gard's portfolio. The recent addition of US surplus lines of business to the London managed portfolio means we can now also look after your US based clients.

## **Experienced leadership**

Head of Gard's London office is [Magne Nilsen](#) , Managing Director and Chief Underwriting Officer, London with global responsibility for Shipowners risks, Offshore, Energy and Builders' Risks. Magne joined Gard from the oil industry some 20 years ago. He is also Chair of the Production Operations and Specialist Craft Committee of the International Group of P&I Clubs.

The London Underwriting team is led by [Stephen Mulcahy](#) , Vice President and Head of Underwriting London. Steve joined Gard in 2006 having spent many years as a broker handling both P&I and Hull & Machinery risks. Steve has a Master's degree in Maritime Law and sits on the IUA Marine Technical Committee.

## **Steve Mulcahy, Vice President and Magne Nilsen, Managing Director and Chief Underwriting Officer, London**

## **A global reach covering covering the marine industries**

In addition to leading the London Underwriting team, Steve also underwrites P&I and Hull & Machinery risks with a primary focus on the UK, Middle East and Turkey.

[Jun Lin](#) , Vice President, focuses primarily on larger clients and complex covers as well as Gard's war risks insurance/reinsurance. Jun is a qualified actuary and is Vice Chair of the IUMI Facts & Figures Committee. He joined Gard from a major insurance broker in 2013.

[Edward Gregory](#) , Senior Underwriter, joined Gard in early 2020 and has over 18 years in the London Company and Lloyd's markets. He has considerable experience handling accounts for US clients and is today responsible for both P&I and H&M covers in the Gard portfolio.

The London underwriting team has for a number of years been responsible for Gard's P&I and H&M portfolio in South America. [Paul Grehan](#), Senior Underwriter, joined Gard in September 2020 from another P&I Club and looks after both P&I and Hull & Machinery risks with a primary focus on South America. He has considerable experience dealing with owner's P&I accounts and related covers, including in the offshore support sector.

\*\*Paul Grehan and Ed Gregory \*\*

In May 2021 [Fergas Wong](#), Senior Underwriter, transferred from Gard's Hong Kong office to London, having joined Gard in 2016. He brings with him extensive knowledge of Asian markets and years of specialist underwriting experience in ports and terminals, freight logistics and container equipment.

For some years, Gard has taken following positions on a number of yacht slips. Today, [Claire Osborne](#), Deputy Underwriter is responsible for Gard's yacht portfolio. Claire joined Gard in 1997 and has held a number of different roles before moving to Underwriting eight years ago. She also provides general support to the team of underwriters based in London.

\*\*Claire Osborne and Fergas Wong \*\*

## **Charterers & Traders**

Gard's considerable charterers and traders' portfolio is also supported by underwriting in London. [Kim Toher](#), Underwriter, joined Gard in July of last year. With over 10 years' experience in the London market, both as a marine liability broker and more recently as an underwriter at a specialist charterers' liability provider, Kim, who is currently on maternity leave, brings strong specialist expertise to the team. The Charterers and traders team was further strengthened with the addition of [Jamie Green](#), Underwriter in May 2021. Jamie has 12 years' experience in the P&I industry, including a Lloyd's broker and two International Group P&I clubs. His legal qualifications, together with his experience of contract review and of underwriting additional covers in his previous roles means he can provide the best possible support to our clients as a member of our specialist Charterers and Traders team. Together with underwriters in Arendal and Asia, Kim and Jamie look after our global Charterers & Traders portfolio.

Jamie Green and Jun Lin

## **Taking our business online**

The digital transformation in marine insurance is gathering pace. You can find us on the PPL trading platform and we recently joined WhiteSpace.

## **Get in touch!**

Members of our London underwriting team are always available to discuss your insurance and coverage requirements, whether that be new opportunities or Members' and clients' additional insurance needs or coverage issues. Get in touch!

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