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

Unlocking opportunities for your business
through an insurance and risk management
solution that's tailored to your business.



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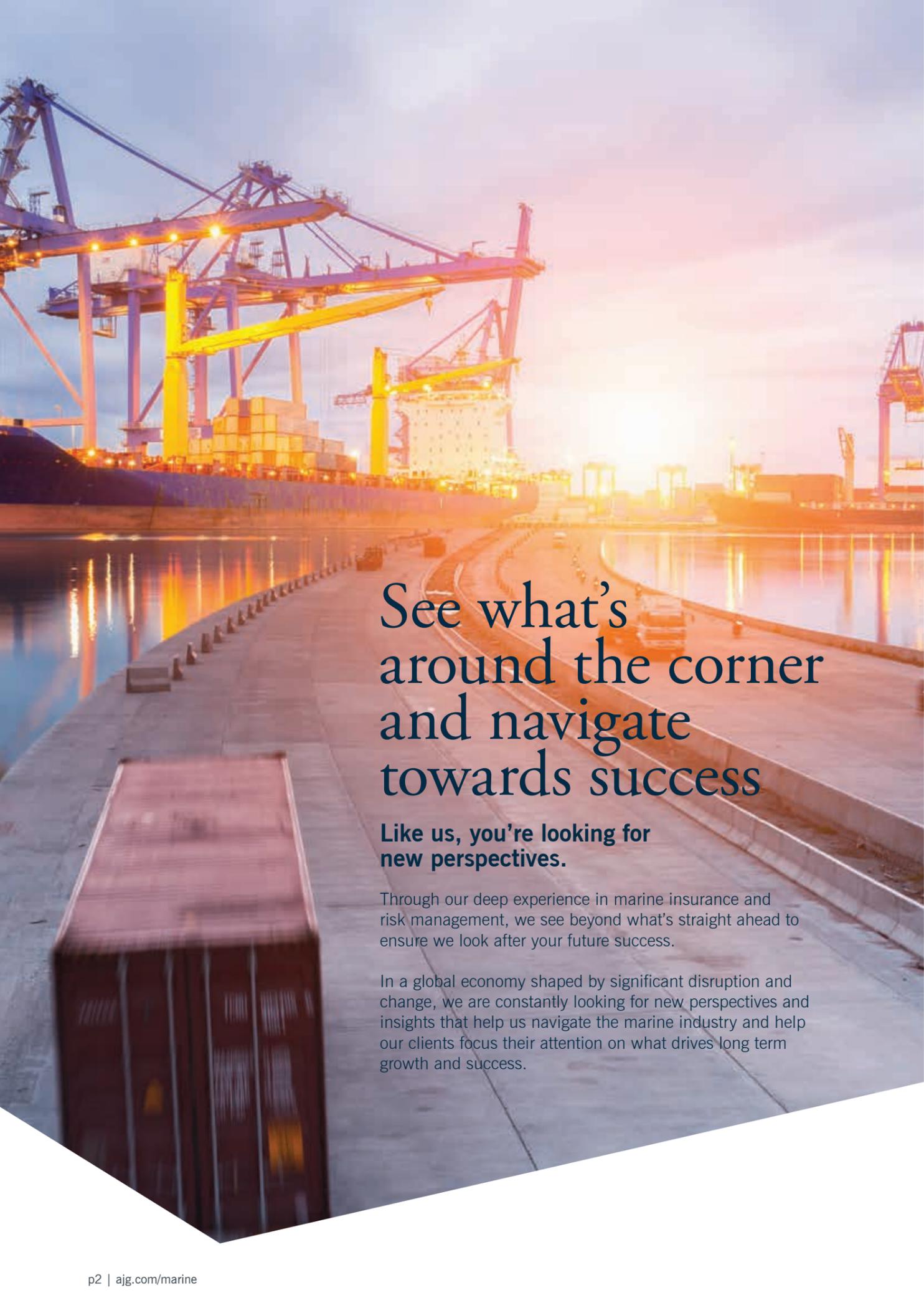
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Arthur J. Gallagher



See what's around the corner and navigate towards success

Like us, you're looking for new perspectives.

Through our deep experience in marine insurance and risk management, we see beyond what's straight ahead to ensure we look after your future success.

In a global economy shaped by significant disruption and change, we are constantly looking for new perspectives and insights that help us navigate the marine industry and help our clients focus their attention on what drives long term growth and success.

WHAT WE SEE SHAPING THE MARINE INDUSTRY IN 2016

Shifts in 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 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 global politics

Ongoing trade sanctions and unstable global economic growth are driving decisions that carry both short and long term material impact for the maritime industry. From trade sanction in the Middle East, plummeting oil prices, shifting demand from China and the end of the mining boom, we continue to monitor developments with interest.

Technological disruption and emerging innovation

The rapid rise of e-commerce and evolving buying behaviours are transforming the industry. Data driven decision making is placing the power back into the hands of the shipping companies to source optimal shipping paths, reduced fuel consumption and adapted trading routes. Analytics systems also provide intelligence around congestion points for loading and discharging cargo.

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 aging workforce and technology automation is highlighting the need for increased investment in training and attracting the next generation of seafarers.

Environmental and conservation issues

We are seeing a growing focus on liabilities arising from exposure to seepage and pollution. In addition, increasing concerns over the use of foreign flagged ships and a repetition of the Pasha Bulker incident continue to cause concern in the industry. 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.

Regulatory and compliance changes

A constantly changing regulatory framework is placing added pressure onto the maritime industry, especially where compliance to complex regional and international rules and regulations is required at all costs. Recently proposed changes to the Australian coastal shipping legislation have been met with fierce opposition in the Senate with proposals to change the taxation arrangements for shipping companies and the adoption of cabotage measures for the maritime sector not being taken up.

RESPONDING TO THESE RISKS

- **Working in close partnership** with your business to ensure we always stay one step ahead of future changes and disruptions;
- **Shaping the change, not just following it** – by monitoring regulatory and compliance updates that carry broad and material impact to our clients and working with the industry and regulatory bodies to better understand them;
- **Consistency in the 'unexpected'** – with a straightforward, comprehensive approach to managing any claims enquiries when the unexpected happens and looking after our relationship outside of renewal cycle.

First impressions count

We see this as an opportunity.

In Australia and around the world, Arthur J. Gallagher services some of the largest marine insurance placements in the market.

We're flexible and adaptable, with deep experience in developing and placing programmes for standalone or niche exposures.

What this means for you

- **A team of specialists that wraps around your business** – working a team of senior “big risk” practitioners, on-hand to provide proactive advice and supporting your business 365 days a year not just at renewal time;
- **Tailored solutions that respond to what you need** – Marine insurance and risk management solutions that can be as complex or as simple as you need them to be;
- **Access to specialised market facilities** – through our exclusive CargoExtra solution, enjoy cover tailored to your business;
- **Priority claims service** – offering support and guidance at the times you need it most. We view claims as the ultimate test of our sales and service commitment.

Meet the team

We are in the business of ‘great’ relationships and here to look after all your marine insurance requirements.

Call or email us today to tell us more about what you’re looking for from your insurance partner.



Stephen Rudman
National Practice Leader,
Australia - Marine

With 15 years in the insurance industry Stephen brings a strong focus in all marine classes of insurance including but not limited to Commercial Hull, Cargo and various Liability disciplines having previously worked in both Underwriting and Senior Broking roles.

Stephen has experience in managing holistic insurance programs for clients in all areas of the maritime industry with strong capabilities in Ports & Terminals. Stephen Manages the Marine Practice for AJG out of the North Sydney office managing a team of enthusiastic specialist marine insurance brokers and a client portfolio stretching nationwide.

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James Metters
Principal Broker

Jim has 40+ years of experience in the Marine Insurance industry in the capacity of Underwriter and as the specialist Marine Broker for 32 years for a Major International Broker.

Has experience across all types of marine Insurance lines including all aspects of insurance solutions in respect of Commercial Hull, P&I, Cargo, Shipbuilding / Repair and Marine Liabilities.

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Mark Rudman
Senior Account Manager

With 10 years within the industry Mark brings a strong discipline having previously worked in both Underwriting and Senior Broking roles. Managing a specialist underwriting agency and broking team, concentrating on innovative business solutions to customers’ risks.

Maintaining a focus on our specialised business portfolio to maximize our quality of advice to clients with a focused and professional underwriting/broking service to various industry sectors. Industry specific solutions for transport and logistics.

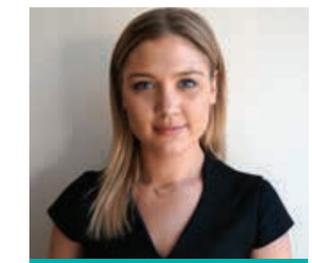
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Daniel O'Neill
Account Executive

Six years’ of experience within the insurance industry with two years working as a Marine Insurance Specialist with Arthur J Gallagher. Dan has experience across all types of marine insurance lines specialising in Commercial Hull and Protection & Indemnity.

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Alexandra Mansted
Assistant Account Executive

Alexandra offers six years’ experience within the insurance industry, four of which have involved working with and assisting an array of clients from SME to international companies, with large global insurance programs. Alexandra is now dedicating her focus to specialising in the Maritime industry being able to offer clients a “top to bottom” insurance service from General to Marine Insurance.

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Meet the team



Hannah Shankar Assistant Account Executive

During the 4 year pursuit of academia, Hannah has had experience in the agricultural sector, particularly in commodity valuation & trade.

Over the past year, Hannah has aided in the deliverance and management of complex risk management programs for the maritime sector with policies ranging from cargo through to liabilities and hull.

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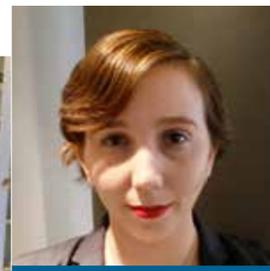
Collin Bentley National Technical Claims Manager

Collin leads A J Gallagher Claims on complex technical claims and manages the Sydney Claims Hub Team which looks after marine and corporate clients.

He has been dealing with re-insurance claims in various guises since early 1995. He has acted for brokers, insurers and other clients in relation to a wide range of insurance matters covering property and casualty, financial lines, fidelity and crime, trade credit, marine, reinsurance and coverage and dispute matters both litigated and non-litigated. He has handled claims in Australia and in jurisdictions as diverse as the People's Republic of China, Hong Kong SAR, the UK, United States, Finland and the Philippines.

He has extensive experience on P&C (all lines) and reinsurance claims handling (treaty, facultative and captives); insurance litigation, advocacy, and FOS disputes.

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Lauren Best Claims Executive

Lauren has had 8 years of experience handling claims within the Marine insurance industry acting as an advocate for clients.

She has experience across all classes of marine claims including hull sinking and salvage, cargo claims for corporate clients, road carrier's goodwill and liability claims and general marine liability claims, including those for Protection & Indemnity and Professional Indemnity clubs based internationally.

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Forging long term partnerships

We are invested in building productive relationships, achieved through a shared understanding of the risks and the creation of an effective solution through teamwork and collaboration.

The management and payment of claims are the ultimate test. We have invested heavily in developing a specialist claims team, dedicated to supporting our clients.

This involves fostering a partnering attitude not only with clients, but with supporting insurers too - encouraging stable, long term associations.

Delivering deep marine expertise

Tailored to the way your business works

Through our national team, Arthur J. 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 services to shipping and cargo container companies.

Nationally and internationally Arthur J. Gallagher services some of the largest marine insurance placements in the market but is equally adept at designing and placing programmes for standalone or niche exposures.

Specialist areas:

- Ship construction and repair
- Importers and exporters
- Aquaculture
- Freight forwarding
- Ship owners and charterers
- Terminal and port operations
- Transport
- Cruise, ferry and charter operations
- Sailing and pleasure craft
- Marine engineering
- Fishing vessel operations
- Maritime support services
- Offshore oil and gas operations

A little bit about Arthur J. Gallagher

Your 'locally grown' insurance broker

Arthur J. Gallagher is one of the world's leading insurance brokers and risk solutions providers. Globally, with more than 20,000 employees, located in 400 offices in 29 countries, we provide a comprehensive range of insurance and risk management solutions, competitively priced through access to our global insurance partner relationships.

In Australia and New Zealand, we're your local business partner. On your doorstep in the places where you do business, we've developed strong ties with the local community and are actively working with small enterprises through to multi-national organisations to support their future success. We make a difference by tailoring products and solutions to fit with the way you, and your business, wants to work.

Why? We believe that no two businesses are the same. Many have unique qualities that may require something different. We've earned a reputation for truly understanding our client's business and finding the best solution that covers you for all insurable risks and providing peace of mind for now and the future.

Call us today on **1800 240 432** to speak to our specialist advisers. Alternatively, visit our website at **ajg.com.au** for more information on our unique insurance solutions.