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SINGAPORE  
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2017



# A smooth sea never made a skilful sailor

Lessons learned and applied

Gard Charterers & Traders Seminar, Singapore

25 April 2017



# A smooth sea never made a skilful sailor

## Lessons learned and applied

We look forward to welcoming you to Gard's Seminar for Charterers & Traders in Singapore, hosted in conjunction with the Port Authority of Singapore and Singapore Maritime Week 2017.

A panel of in-house and industry experts will discuss a range of issues challenging charterers in recent times, including counterparty risk, insolvency and hedging, with a practical focus on relevant legal and regulatory frameworks, risk assessment and mitigation, and insurance solutions. The topics and issues raised focus on the charterer's perspective, but will also be of interest to shipowners and others involved in maritime trade. The sessions will be moderated by Magne Nilssen, Chief Underwriting Officer, Specialty, Gard AS, Norway.

### Venue

Maxwell Chambers, 32 Maxwell Road, #03-01, Singapore 069115

### Time

Tuesday, 25 April 2017

Registration and coffee begin at 09.30. The seminar programme will be followed by a buffet lunch at 12.00.

### Programme

- **Key Note Presentation**  
**Safe trading: Managing counterparty risk**  
*Tim Eyre, Senior Legal Counsel, Noble Group Ltd*
- **Creditor vs Liquidator**  
**The enforcement of maritime claims and cross-border insolvency**  
*Craig Johnston, Senior Manager, Defence Asia, Gard (Singapore) Pte Ltd*
- **Over the Hedge**  
**Are hedging losses recoverable when an owner fails to perform?**  
*Kim Jefferies, Vice President, Charterers & Traders (Claims), Gard AS, Norway and Louis Shepherd, Senior Lawyer, Gard (Japan) KK, Tokyo*
- **Some lessons from the School of Hard Knocks**  
**An insurance perspective**  
*Terri Jay, Vice President/Area Manager, Charterers & Traders (Underwriting), Gard AS, Norway*

If you are interested in attending our seminar, please direct your enquiries to Shantha Nair, email [shantha.nair@gard.no](mailto:shantha.nair@gard.no).



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# Speakers



## Tim Eyre, Senior Legal Counsel, Noble Group Ltd

Tim Eyre is admitted to practice as a solicitor in both England and Wales, and Hong Kong. He has a Law Degree (LLB) from University College London. He began his career in 1993 with Richards Butler (now Reed Smith) in London, transferring to their Hong Kong office on qualification as a solicitor in 1995. He became a partner in 2001, moving to Noble Group in 2005. He is admitted to practice as a solicitor in both England and Wales, and Hong Kong. Tim serves as Senior Legal Counsel with Noble Group, based in their Hong Kong headquarters.



## Kim Jefferies, Vice President, Gard AS

Kim was a partner with a US Correspondent law firm specialising in maritime defence and recovery litigation and appellate work before joining Gard in 1999. In addition to claims for the Charterer and Trader market segment, Kim has experience in major casualty, pollution and criminal case management, particularly with respect to US litigation. She provides active underwriting support and is closely involved in insurance product development and cover review.



## Craig Johnston, Senior Manager, Defence Asia, Gard (Singapore) Pte Ltd

Craig is a qualified lawyer in South Africa, Hong Kong and England. He has a Bachelor of Laws degree from the University of Natal Durban. A former naval officer, Craig subsequently worked with South African and English law firms and another IG Club in London. Immediately prior to joining Gard, he worked with Holman Fenwick Willan in Hong Kong. Craig heads up Gard's Defence Asia team and is based in our Singapore office. He is a member of Gard's specialist Charterers & Traders team.



## Terri Lynn Jay, Vice President, Gard AS

She joined Gard in 1994. She has a law degree from Dalhousie University, Halifax, Canada, and was called to the Nova Scotia Bar in 1994. She also has a Bachelor of Commerce degree from the University of Ottawa, Canada, and a Masters in Social and Economic Administration from Université Montpellier III, France. She underwrites charterers and traders business in the Americas, France and South Africa and is responsible for charterers accounts worldwide.



## Louis Shepherd, Senior Lawyer, Gard (Japan) KK

Louis is a dual qualified English and Hong Kong lawyer. He has a BA degree in Philosophy and Politics from Manchester University and a Law degree from London University. He previously worked with Howse Williams Bowers and Reed Smith Richards Butler in Hong Kong. Louis works as a Lawyer with Gard's Defence Asia team and is based in our Tokyo office. He is a member of Gard's specialist Charterers & Traders team.



## Magne Nilssen, Chief Underwriting Officer, Specialty, Gard AS

Magne joined Gard in 2001 after having worked in the oil and gas industry for Norsk Hydro. He is a Master of Science in Petroleum Economics from the University in Stavanger. He has held various positions in the underwriting department in Gard, both as an underwriter and as a manager. He is currently Chief Underwriting Officer for Specialty which encompasses Charterers & Traders, Offshore, Energy and Builders Risk.



**Gard Charterers & Traders Seminar** is held in conjunction with the Singapore Maritime Week 2017 (SMW). SMW is the leading maritime event in Singapore driven by the Maritime and Port Authority of Singapore. SMW gathers the international maritime community in Singapore for a week of conferences, dialogues, exhibitions and social events in celebration of all things maritime. These events reflect the vibrancy and diversity of Singapore as a major international maritime centre.

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## About the Singapore Maritime Week 2017 (22 – 28 April 2017)

Singapore Maritime Week (SMW) is the leading maritime event in Singapore. Driven by the Maritime and Port Authority of Singapore (MPA), SMW gathers the international maritime community in Singapore for a week of conferences, dialogues, exhibitions and social events in celebration of all things maritime. The range of activities and events organised by MPA, the industry, and research and educational institutions, as well as the cosmopolitan profile of participants, reflect the vibrancy and diversity of Singapore as a major international maritime centre.

# Managing risk and its consequences

Providing first class support when catastrophes strikes is essential for our Members clients and we continuously invest in people and processes to ensure we can meet the needs of today and tomorrow. Our deep roots in, and commitment to, mutuality drives our attitude and culture to the benefit of Members and clients.

We make a contribution not just to each Member and client but also to the industries we serve - through our focus on loss prevention and participation in the general debate about global marine matters. Our Loss Prevention team delivers a wide range of updates, client training and safety related advice on an individual basis, with a focus on practical, up to date analysis and information that can be used to improve our Members' and clients own loss prevention systems.

Gard is a shipowner-controlled provider of P&I, marine and energy insurance products, with gross written premium in 2015 of USD 911 million and total assets of USD 3.0 billion. Gard is also a major underwriter of charterers' and commodity traders' risks, with a dedicated underwriting and claims team servicing this segment.

We have a Scandinavian heritage with over 100 years of consistent, reliable service. Our core purpose is "to help our members and clients in the marine industry to manage risk and its consequences". The company employs more than 460 staff in 13 offices around the world. We also maintain an extensive network of third party service providers, including correspondents, lawyers and experts in every major port.

All insurance operating entities within the Gard group; Gard P&I (Bermuda) Limited, Assuranceforeningen Gard, Gard Marine & Energy Limited and Gard Marine & Energy Insurance (Europe) AS are rated 'A+' (stable) by Standard & Poor's.



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