

McGill and Partners moves into ports and terminals with multiple strategic hires

London, 31 January 2023: McGill and Partners, the boutique specialist insurance and reinsurance broker, has expanded its marine offering to include a dedicated Ports and Terminals Team with the appointment of Julien Hubbard as Head of Ports and Terminals. Julien is joined by Mark McKinnell, Daniel Wells, Alex Jonesco, Dan Green and Elena Stefanova. These colleagues bring a wealth of experience in Ports and Terminals as well as an additional breadth of knowledge to the McGill and Partners growing Logistics and Transportation book.

Julien joins McGill and Partners from Tysers where he led the drive into marine liabilities, ports and terminals and war risks for the last 19 years. While at Tysers he was also a member of the Marine, Aviation and Terrorism Board and was instrumental in the successful push into Asia and Latin America. Earlier in his 33-year career Julien was a marine broker with CE Heath and latterly Miller.

Mark McKinnell joined McGill and Partners in June 2022 having spent 9 years at Tysers working in the ports and terminals team focussing primarily on Caribbean and European business. Prior to that he was at Cooper Gay & Co for 27 years working in the marine division concentrating on South American and Caribbean business.

Daniel Wells joined McGill and Partners in April 2022. He had formerly worked for Associated British Ports (ABP) the UK's largest port group. Daniel is well versed in all manner of marine operations and is an Institute of Occupational Safety (IOSH) certified cargo handler with cargo handling in ports (CHiPS) certification. He is also a former junior officer in the Royal Naval Reserve and has a master's degree in international relations.

Alex Jonesco also joined McGill and Partners in April 2022; he had previously been at Tysers where he helped manage the global marine liability portfolio. Alex has also been an underwriter at Carina, a fixed P&I carrier, and held positions at RBS and Chubb. He has worked in the insurance industry for more than 10 years.

Dan Green has been with McGill and Partners since June 2022 when he started as a partner and dedicated claims specialist. He previously spent 10 years at Tysers. Dan has also worked at the Financial Ombudsman and has a Bachelor of Law degree.

Elena Stefanova joined the firm as a partner in the claims team in January 2023. She specialises in claims advocacy, technical processing, and liaison with all parties, involved from initial notification through to collection of funds and settlement. In her 15-year career, most recently she was associate director at Tysers, overseeing the ports and terminals claims team and holds a MSc International Finance degree.

Julien Hubbard, Partner and Head of Ports and Terminals at McGill and Partners

said: *"I am looking forward to heading up this immensely capable team and expanding McGill and Partners' marine team with this new line of business. It is an exciting time to*

join a firm that is going from strength to strength, I look forward to being part of the wider team as we continue to broaden the scope of what McGill and Partners offers its clients and partners."

Gordon Longley, Head of Marine and Cargo at McGill and Partners commented:

"Julien, Mark, Daniel, Alex, Dan and Elena bring a wealth of experience in ports and terminals and having a team of dedicated experts in this area also complements our existing marine expertise. I am delighted to welcome them on board and look forward working with them as they play their part in the development and growth of the McGill and Partners."

ENDS

Notes to editors:

About McGill and Partners

McGill and Partners is one of the fastest growing independent insurance and reinsurance brokers in the world. It was launched in 2019 and the firm has significant backing from funds affiliated with Warburg Pincus, a leading global private equity firm. McGill and Partners is headquartered in London with offices in the US, Bermuda, and Ireland. McGill and Partners is focused on larger clients and clients with complex or challenging needs. As a newly launched business it does not have the burden of legacy systems and benefits from the fact it operates a digital first approach.

For further information, please visit www.mcgillpartners.com

Media contacts

Alistair Kellie / Peter Tulupman / Zoë Sibree / Charlotte Coulson
SEC Newgate
Email: McGillGlobal@secnewgate.co.uk

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