



[For Immediate Release]

Hamburg, January 2017

Hanseatic Underwriters' personnel change notification

The managers of Hanseatic Underwriters are delighted to announce the following staff changes which take effect from 1 January 2017.

Helge Volger



Helge Volger becomes Technical Underwriting Director with responsibility for all underwriting initiatives and strategy.

Helge has been with the company since 2006 and has excellent expertise in P&I underwriting and many other lines of marine insurance. Helge has greatly contributed to our internationalisation in recent years, prior to which he gained invaluable and extensive experience in marine direct and reinsurance underwriting and broking within the group's Middle East operations.

Helge is well known in the international P&I markets. As Technical Underwriting Director, he will guide all underwriting teams in strengthening our global position as well as continuing the strategic focus of our underwriting approach. In addition, he will be responsible for the technical aspects of our underwriting guidelines and future product development.

Helge will report to Tobias Braun, Managing Director of the underwriting section.

Ian Cameron



Ian Cameron becomes Claims Director as successor to Peter Wölk who left our team on 31 December 2016 to join a marine service company.

Ian has more than two decades' of P&I claims management experience from within the International Group as well as the commercial markets. He joined Hanseatic Underwriters in 2012 to set up our London office from where he has gained an in depth knowledge of the company's global operations and successfully established our business within the London market.

Ian will be responsible for claims related strategic matters and the professional guidance of the global claims team. He will report to Capt. Bert Wardetzki as Managing Director for the claims section; based in London and Hamburg, he will also continue to spearhead the London branch office initiatives.

We thank Peter Wölk for his dedication to Hanseatic Underwriters and his continuous work to serve the needs of our clients and stakeholders as Claims Director during the past five years. He joins the highly respected brand MARINE CONSULTANTS GmbH here in Hamburg, a business with which we have developed close ties and so our association with Peter continues and it goes without saying we wish him all success in his new role.

Burghard Kamp



Capt. Burghard Kamp has been appointed as Senior Claims Executive and Team Leader of our Hamburg-based claims team. Burghard started his marine career in 1983. After 25 years' seafaring and law studies he worked with a German marine law firm as Attorney at Law.

In 2012 Burghard joined Hanseatic Underwriters as Claims Executive. He is particularly familiar with the Mediterranean and Turkish market and will maintain that special responsibility. In his new role he will be responsible for the internal organisation of day-to-day claims operations as well as management issues for German clients. He will report to Capt. Wardetzki and Ian Cameron.

Kerstin Maack-Persicke



Since 2011 Kerstin Maack-Persicke has been dedicated to business interruption insurance for cruise vessels that has recently been added to the Hanseatic Underwriters' product range. Under the brand name Hanseatic Cruise Cover we offer tailor-made BI insurance cover for river cruise and seagoing passenger vessels. In addition to her position as Senior Underwriter Specialties, and with immediate effect, Kerstin will support all group underwriting teams in their marketing and business acquisition activities.

Kerstin joined the Zeller Group in 2002. She has gained profound experience in marine underwriting as well as a deep knowledge of and a considerable network within the international cruise industry. She will report to Tobias Braun.

About Hanseatic Underwriters

Hanseatic Underwriters is the brand name under which Zeller Associates Management Services of Hamburg manages fixed premium P&I and Defence insurance for owners and operators of tonnage trading both locally and globally. The business is secured by a consortium of Lloyd's underwriters.

Hanseatic offers P&I and other specialty Marine Liability Insurance services covering a range of products across Europe, the Asia Pacific region, the Middle East and the Americas. All management of Hanseatic Underwriters' insurance consortia is handled in Germany as are all final decisions in claims handling. The company is headquartered in Hamburg, Germany.

Since its launch in 2005, the consortium of Hanseatic P&I has become a major international, quality-oriented Fixed Premium P&I alternative for small and medium sized vessels of all kind including feeder and coastal tonnage, river vessels, harbour craft and historic ships.

Hanseatic Underwriters and its Managers Zeller Associates Management Services GmbH are approved Coverholder of Lloyd's of London. Lloyd's of London is "A+" rated by Standard & Poors.

The Company is backed by the Zeller Group who keeps 100% of its shares.

Zeller Associates Management Services GmbH
as Manager of Hanseatic Underwriters

www.hanseatic-underwriters.com

Enclosure:

Helge Volger.jpg

Ian Cameron.jpg

Burghard Kamp.jpg

Kerstin Maack-Persicke.jpg