

DUAL Europe expands Marine Business with a new team in Hamburg, Germany

New location adds third key Marine hub reflecting DUAL's plans for further growth in this sector

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DUAL Europe is expanding its Marine business with a new team in Hamburg, Germany. This is the third new Marine hub opened by DUAL Europe in less than two years, with Rotterdam and Genoa established in 2023 and 2024 respectively. This strategic expansion reinforces DUAL's commitment to the Marine market and its ambition to be a partner of choice for brokers in the maritime business across Europe.

The Hamburg team is led by Klaus Weber, who joins as Head of Marine, DUAL Deutschland. With over 30 years of experience in marine insurance and 25 years at the GDV in the Hull Insurance Working Group, Klaus brings extensive industry expertise to DUAL. He also contributed to the IVR, a pan-European specialist group for inland shipping, for 10 years, including two years as President. Klaus will be joined by underwriters Steffen Thormann and Tereza Alisch.

DUAL offers access to a comprehensive suite of Marine solutions, including Ocean and Inland Hull, Builders Risks, Cargo, and Land-based Equipment to the international broker market.

Olaf Jonda, CEO, DUAL Europe, commented: "I am delighted to welcome Klaus and his team to DUAL. Their combined expertise, together with our new hub in Hamburg, will be instrumental in further driving our Marine division forward, ensuring that DUAL Europe remains a market leader. This expansion of our Marine business marks a pivotal step in our growth strategy. We are committed to further expanding our Marine offer and delivering unparalleled expertise and innovative solutions to our clients. With Marine teams in Italy, the Netherlands, and Germany, we are strategically positioned to continue leading in the Marine insurance market."

Andrea Cupido, Executive Chair, DUAL Marine Europe, added: "Expanding our Marine business into Germany is a significant milestone for DUAL. Our client-centric approach and commitment to providing tailored solutions make us the partner of choice for brokers in the Marine sector: we are always committed to meeting the evolving needs of our clients. Our new hub in Hamburg strengthens our presence in Europe's leading maritime centers and underscores our ambition in this sector."

Klaus Weber, Head of Marine, DUAL Deutschland, said: "I'm very much looking forward to joining the DUAL Marine team, along with Steffen and Tereza. They both have a strong background in the Marine Hull market, and together we will deliver an outstanding service, excellent value for money, personalised solutions, and swift response times to brokers."