

# Curriculum Vitae

## 1 - PERSONAL DATA

**Full name:** MARCOS ANDRES GUNN

**Date of Birth:** March 13<sup>th</sup>, 1970      **Age:** 38

**Place of Birth:** Buenos Aires, Argentina

**Address:** 37 Holland Green - Singapore

**Home Tel.:** 65 6405 0576      **Mobile:** 65 9788 7794

**e-mail:** marcos\_gunn@yahoo.com

**Spouse's name:** Claire Louise Moss      **Age:** 32

**Children:** 2 boys      **Ages:** 5

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## 2 - PROFESSIONAL EXPERIENCE

**CURRENT JOB - COMPANY NAME:** ACE Latin America.

**Address:** Miraflores 222 piso 17 – Santiago / Chile

**Title:** Chief Operating Officer – Latin America Region

**From:** July 2007 to Date

**Summary of functions and main activities:**

Complete responsibility within the region for:

- 5 Countries (Colombia, Peru, Ecuador, Chile, Puerto Rico),
- 3 Lines of Business (Property Casualty and Marine)
- 3 Functional Areas (Operations, IT, Legal)

**PREVIOUS JOB - COMPANY NAME:** ACE Asia Pacific.

**Address:** 600 North Bridge – 17/01 Parkview Square - Singapore

**Title:** SVP / Head of A&H – Asia Pacific

**From:** February 2007 to June 2009

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**Summary of functions and main activities:**

Regional head of the Accident & Health division. Responsible for the strategic direction of the division, implementation and supervision of new sales initiatives through a wide range of distribution channels, underwriting and operational plans within Asia Pacific (Australia, NZ, Indonesia, Thailand, Malaysia, Philippines, Singapore, Hong Kong, Taiwan, Korea, Vietnam, and China)

**Main achievements:**

The team achieved the following results:

Year on year forecasted GWP growth of 15%, writing a total of u\$s 418 million in 2008 whilst growing our Gaap Underwriting profit by 22%.

Rolled out critical service platforms and expense reduction initiatives, such as our Shared Services Unit in the Philippines.

**PREVIOUS JOB - COMPANY NAME:** ACE Latin America.

**Address:** Miraflores 222 – Piso 17 – Santiago Chile

**Tel.:** 56 2 549 8391

**Title:** Vice President A&H – Latin American Region

**From:** July 2005      **to** February 2007

**Summary of functions and main activities:**

Regional head of the Accident & Health division. Responsible for the strategic direction of the division, implementation and supervision of new sales initiatives through a wide range of distribution channels, underwriting and operational plans within the Latin American Region (Argentina, Brazil, Chile, Peru, Ecuador, Colombia, Mexico, Puerto Rico, Caribbean and Central America)

**Main achievements:**

The team achieved the following results:

Year on year GWP growth from u\$s 215.6 million to u\$s 281.5 million (31%).

Reducing the Combined Ratio from 86.9% to 83.1%, thus increasing Gaap Underwriting profit 75%.

Improved the service to our customers and partners by enhancing operational capabilities.

**PREVIOUS JOB - COMPANY NAME** ACE SEGUROS S.A. (CHILE)

**Title:** President & CEO

**From:** October 2003 to July 2005

**Summary of functions and main activities:**

Country manager. Responsible for the strategic direction of the company in Chile. Prepared and implemented a 5-year strategic plan, targeting sustainable long-term profitable growth in a highly competitive market.

**Main achievements:**

Successfully restructured the company. Retained key professionals while balancing the mix of business between Corporate P&C and Personal Lines (A&H + PL) following our 5-year plan. This resulted in a year on year GWP growth of 66%, from u\$s 19.5 million to u\$s 32.4 million, reducing the Combined Ratio from 99.3% to 86.9% - increasing Gaap Underwriting profit 2723%.

**PREVIOUS JOB - COMPANY NAME** ACE SEGUROS S.A.  
(ARGENTINA)

**Title:** P&C Manager

**From:** June 2000 to September 2003

**Summary of functions and main activities:**

Reporting directly to the CEO of Argentina and to the P&C Regional Vice President, I was responsible for the management of the P&C commercial network and its underwriting results.

The lines of business under my supervision were: Property, Technical Lines, Casualty, Marine and Financial Lines (D&O).

**Main achievements:**

There were two major challenges that the team had to confront during the period in which I served as P&C Manager Argentina.

In June 2000, P&C's GWP was u\$s 17.5 million and it was running at a combined ratio of 134%, thereby generating a Gaap Underwriting Loss of u\$s 6 million. We therefore immediately initiated a re-underwriting process with the cooperation of the underwriting heads of ACE International. We had a clear plan after one month and this was successfully implemented and completed by year end.

The above resulted in a portfolio that made a minor profit whilst sustaining the GWP volume in 2001. In 2002, we grew the book 16% and made an underwriting profit of u\$s 5.6 million (Combined Ratio of 74.2%)

The second challenge was to successfully manage the business through the economic crisis that affected Argentina at the beginning of 2003.

In these circumstances, we assisted our team members through the changing economical environment. We were also able to maintain volume of production in "historical" dollars (+4%) and make an underwriting profit of u\$s 3.1 million (Combined Ratio of 86.4%).

**PREVIOUS JOB - COMPANY NAME** CHUBB ARGENTINA S.A.

**Title:** Underwriter - Commercial Insurance Department

**From:** October 1997 to May 2000

**Summary of functions and main activities:**

Responsible for the commercial relationship with brokers and agents, as well as the underwriting of Property, Technical Lines (mainly Energy) and Casualty coverages for commercial accounts.

**Main achievements:**

Chubb Argentina had only been granted the licence a year before I joined them, so it was a great challenge to implement the business plan laid out by Senior Management whilst learning underwriting, technical portfolio management, commercial relationship management and business development through the creation of a new broker and agent network.

As the company was so new, all products had to be filed by the Argentine Insurance Superintendency, and it was my responsibility to handle this task by coordinating internal and external counsel, regional underwriters and local management to ensure completion in less than one year.

**PREVIOUS JOB - COMPANY NAME** AYLING MARSH S.A. (ARG)

**Title:** Marine Manager – Broking Department

**From:** June 1996 to September 1997

**Summary of functions and main activities:**

Responsible for the placement of Marine Cargo and Inland Transit insurance programs within both local and London markets.

**Main achievements:**

Enhanced the standard of local products, including new coverages and program management terms that were clear differentiators when competing for new and/or renewal business.

**PREVIOUS JOB - COMPANY NAME** ALEXANDER HOWDEN (UK)

**Title:** Non-Marine Fac Broker (trainee)

**From:** June 1995 to June 1996

**Summary of functions and main activities:**

In the Non-Marine Fac Division, I spent one month in each of the following departments placing business in the London Re-insurance market: Property – Technical Lines - Casualty – Professional Indemnity –Energy – Captives and the Global Account Servicing Unit.

**Main achievements:**

Here I strengthened my technical knowledge of re-insurance and the servicing of large corporate accounts. On a personal note, this experience had a significant impact on my life since it gave me further confidence and the knowledge that I could enjoy living abroad.

**PREVIOUS JOB - COMPANY NAME** AYLING BARRIOS S.A. (ARG)

**Title:** Account Manager – Energy Division

**From:** September 1993      **to** May 1995

**Summary of functions and main activities:**

Responsible for the commercial relationship and management of insurance programs for large Energy related accounts.

**Main achievements:**

Learnt key aspects of the insurance industry, its dynamics and players.

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**3. EDUCATION AND TRAINING**

**School and Universities:**

- UNIVERSIDAD CATOLICA ARGENTINA (Buenos Aires)
  - Degree in Business Administration
  
- SAINT ANDREWS SCOTT SCHOOL (Buenos Aires)
  - Primary & Secondary School
  - “O” & “S” Level Cambridge Exams

**Courses related to the position:**

- CHARTERED INSTITUTE OF INSURANCE (London)
  - General Insurance for International Students
  
- CEPAO (Buenos Aires)
  - Ontology of language - Coaching

**Languages:** Native English & Spanish

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#### **4. OTHER INFORMATION**

**Sports:** Golf, spinning, skiing, squash.

**Club or entity membership:** Jockey Club Argentino, Buenos Aires Golf Club, Prince of Wales Country Club (Chile).

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