

creating  
**choice**  
through specialist  
**insight**

JLT Specialty Limited (JLT Specialty) is a member of the Jardine Lloyd Thompson Group of companies. Jardine Lloyd Thompson Group plc is an international group of Risk Specialists and Employee Benefits Consultants. Listed on the FTSE 250 index of the London Stock Exchange, Jardine Lloyd Thompson Group plc is one of the largest companies of its type in the world.

# creating **Choice**

At JLT Specialty we provide our clients with specialist insurance broking, risk management and claims consulting services.

By focusing on clearly defined industry and risk sectors we have become a strong global market performer with a distinctive culture and style of service that gives our clients the power of choice.

It's choice that creates opportunity and helps our clients make more profitable insurance and risk management decisions.

# strength creates **choice**

JLT Specialty has more than 860 highly skilled and motivated employees and an annual revenue of more than £200m. By steadily growing our business we've been able to develop strength in depth across our specialties and maintain the flexibility, entrepreneurialism and swift decision making that you would normally expect of a much smaller business.

It's these qualities that have helped us become a broker of choice for clients and employees alike.

A white silhouette of a briefcase with a handle, centered on a blue background. The briefcase is open, and the text is displayed on its front panel.

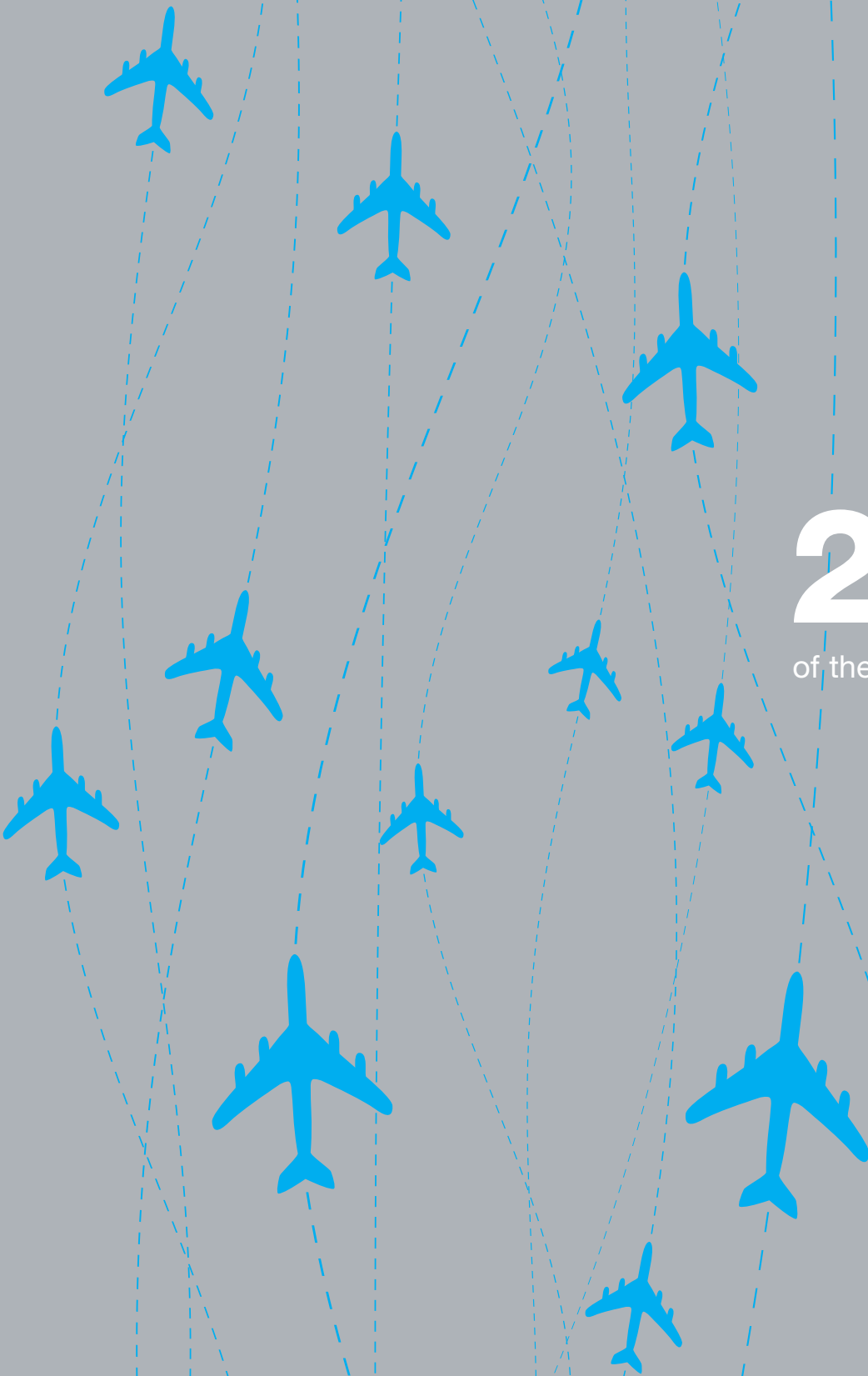
We work with over  
**30%**  
of the **FT Global 500**

# focus creates choice

By concentrating our efforts, we have a deep understanding of the key industries and risk sectors that affect our clients.

Our focus benefits clients through improved insurance coverage and risk management practices and the creation of ever more innovative insurance solutions, facilities and products.

And we provide this expertise in all corners of the world, either directly or working with local independent intermediaries.



JLT represent  
approximately

**23%**

of the airline market

# people create **choice**

Central to our culture is the way we work together with our clients, collaborating to leverage our skills from the entire Group and delivering tailored, distinctive and creative solutions for our clients. It's this that sets us apart from our competitors.

We continue to invest in people, products and software platforms, together with selective acquisitions to further enhance our service.

Global leader in Public Private  
Partnership Investments with over

**350**

PPP contracts



# Specialist **Insight**

## RENEWABLE ENERGY

The JLT Group is the largest provider of renewable energy insurance services.

JLT Specialty:

- Has expertise across all project phases - planning and construction, through to operation, maintenance, and decommissioning
- Our bespoke policy includes delay in start-up and non-damage BI enhancements

## DIRECTORS & OFFICERS

Experience in all markets worldwide.

- Exclusive products available:
- Developed an advanced D&O 'Health check' review to demonstrate technical capabilities
- Act for more than 25 FTSE100 and FTSE250 companies as well as many other leading global brands

## FINANCIAL & PROFESSIONAL SERVICES

Specialists in solutions for financial institutions (Directors & Officers, Professional Indemnity, Crime, Cyber, Employment Practices, Pensions Trustees):

- Focus on quality, market leading (in some cases exclusive) products for: Insurance companies, Securities industry (Investment Managers and Stockbrokers) and Banks & Building Societies
- Experienced team that demonstrates leading technical, sector and market expertise

## LEISURE

Over 25 years leisure experience including visitor attractions, hotels, casinos and amusements arcades:

- Preferred broker for JLT and Condé Nastie JLT recommended hotels of the UK's entertainment and attractions
- Exclusive insurance cover and wordings

## MARINE

World leaders with a global client base and experience:

- Annually place USD 250m premium, handle 1,500 claims
- Largest broker of gas carriers and FPSO conversions
- Insure one of the top terminal operators in the world
- Other specialities include commercial COFR guaranty, floating power barges, offshore support vessels, marine construction, ship finance, contingency risks and superyachts

## ENERGY

Placing more than USD 650 million premium into the market annually:

- Experts in Upstream and Downstream, Power & Utilities, Liabilities and Offshore Construction
- Managed construction projects valued over USD 120 billion in the last five years
- Experience with NOC's, oil majors and junior oil and gas

## CLAIMS & CLAIMS CONSULTING

Provide pre and post loss services to assist in settling large and complex claims:

- Qualified loss adjusters with industry qualifications in accounting, legal, surveying, health & safety and engineering
- Major loss experience including three of the largest power construction claims in the London market

## CONSTRUCTION

The largest team in the London Market in terms of staff and premiums handled:

- Dedicated Contractor and Owner servicing teams
- The biggest portfolio of PPP business
- Unrivalled expertise in high risk areas - infrastructure, tunnelling, power generation, mining & onshore oil and gas

## ENGINEERING & MANUFACTURING

Our team has worked with some of the largest and most complex companies in this sector:

- Supply chain risk management services and tools e.g. SCAIR™
- Assess the risk and insurance issues associated with global trade and with complex contractual and product liability exposures

## TRANSPORT

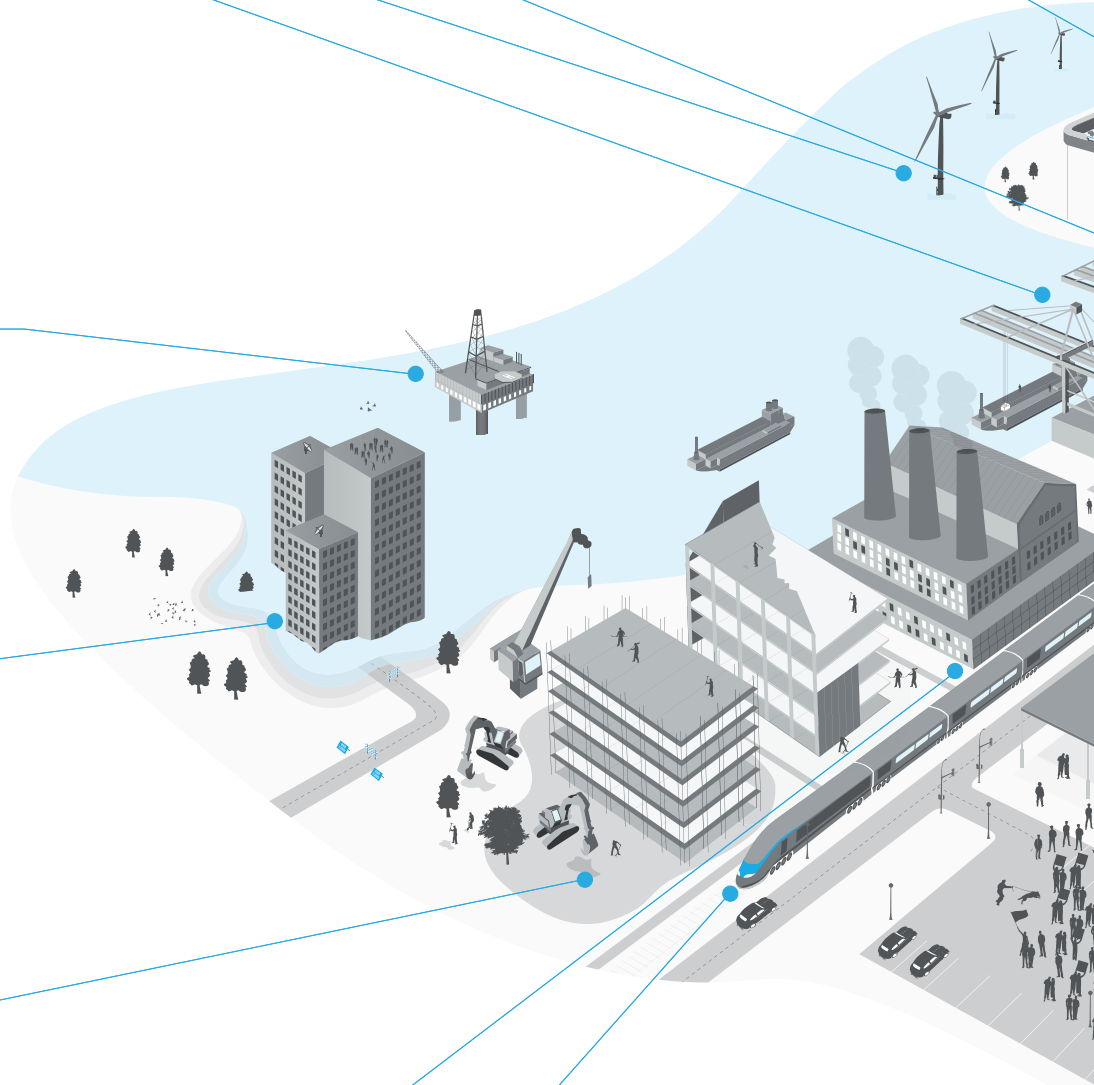
Significant transport sector expertise with a deep understanding of risk issues affecting rail and bus companies across the world:

- Team includes ex-risk manager of Network Rail
- Excess liability facility offering a cost effective solution to international rail companies requiring high policy limits

## CREDIT & POLITICAL RISK/KIDNAP & RANSOM/ TERRORISM

Structuring bespoke solutions to mitigate and transfer risks:

- The only broker with a risk modelling tool ([www.worldriskreview.com](http://www.worldriskreview.com))
- Places on average USD 40 billion of political risk insurance cover at any one time
- Dedicated Kidnap and Ransom and Terrorism teams



## NUCLEAR

Expertise in decommissioning, construction and operation of nuclear power facilities:

- Practical knowledge of Paris and Vienna conventions, Price Anderson Act, nuclear pools and mutuals
- First and only team to settle a Paris Convention Nuclear Liability claim
- Bringing together construction, private finance and nuclear expertise

## MERGERS & ACQUISITIONS

Provide bespoke advice to the M&A community on insurance products which have been designed to remove obstacles that could prevent deal closing:

- Only independent broker with dedicated global capabilities
- Experienced individuals across Europe, Asia Pacific and Canada
- Significant experience on placement of products for both multi-billion international deals and SME domestic transactions

## AEROSPACE

One of the world's leading experts in aviation insurance and also the fastest growing:

- Place around USD 1bn insurance premium into the market
- Approx 23% share of the worldwide airline market
- Track record of successfully handling complex claims (e.g. Qantas 2010 A380 engine explosion)

## FOOD & DRINK

A dedicated, experienced client service team:

- An exclusive range of JLT negotiated policy wordings
- Competitive insurance protection from a wide panel of leading insurance companies and Lloyd's Syndicates
- Access to specialist non-damage BI covers

## COMMUNICATION, TECHNOLOGY AND MEDIA

We serve companies who develop, manufacture, advertise and sell communication, technology and media solutions. Clients include:

- Several of the world's largest telecommunications companies
- The world's largest mobile phone manufacturer
- The UK's largest independent producer and broadcaster

## ACCIDENT & HEALTH

A&H treaty, Facultative and direct business in the same team:

- Private health, death and disability and corporate travel
- Underwriting facilities for intermediaries
- Tailored policies and wordings based on strong partnerships with major emergency assistance and third party administration providers

## SPORT/ENTERTAINMENT

Specialist dedicated practice with Olympic and World Cup experience dating back more than 10 years and expertise developing products for:

- Sporting events and federations and athlete disability
- Music industry clients including promoters, event organisers and artist management
- Film production covers provided to organisations around the world

## REAL ESTATE

Recognised industry leaders within the insurance market and real estate sector:

- Work with major property investors, managers and pension funds
- Innovative online management service
- Is the preferred Insurance Broker to the Royal Institute of Chartered Surveyors

## CYBER & IT RISK

We have developed a range of technology and cyber risk products providing third party liability, first loss property and business interruption coverage:

- Pioneers, placing our first cyber risks facility in 1997
- Bespoke policy forms
- Recognised as industry leaders

## LIFE SCIENCE/CHEMICALS

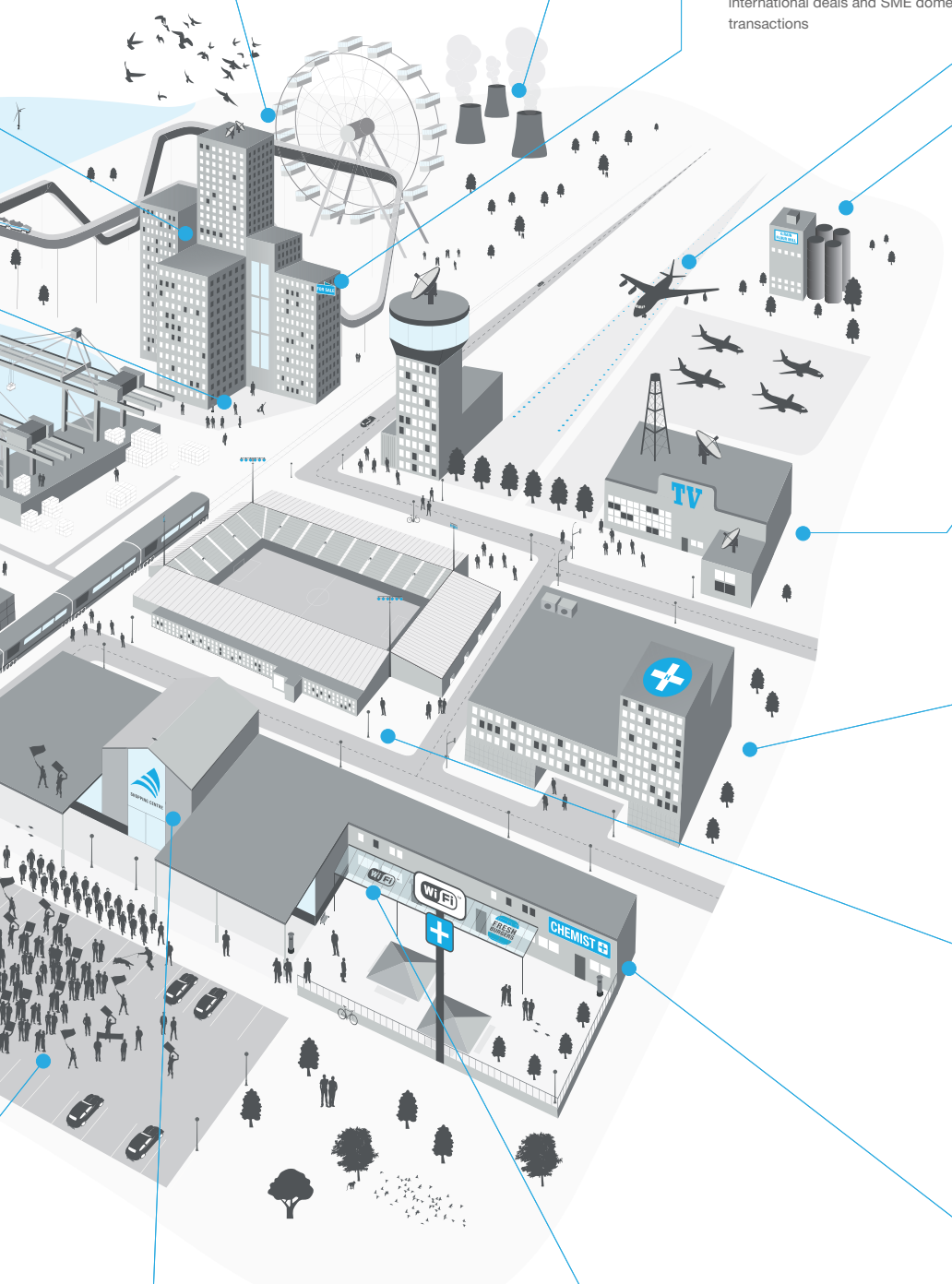
Industry insiders with an excellent understanding of all aspects of risk management:

- Providing services to over 50% of the top 20 global pharma companies
- Specialist insurance facilities including Excess Products Liability and Clinical Trials
- Unique Non-Damage BI solution

experience  
tions, luxury  
usement

IAAPA Europe  
phansens  
ls and over 50%  
ment parks

facilities and



# relationships

create

## choice

JLT Specialty places in excess of USD 3 billion of premium annually, which has helped us become London's leading specialty broker.

Placing this amount of premium annually means that we have the leverage and established market relationships to truly make a difference for our clients.

Our clients benefit from our ability to negotiate broader, more cost-effective insurance programmes and provide up-to-date risk management and insurance advice which accurately mirrors their needs.

We arrange insurance for over

**5,000**

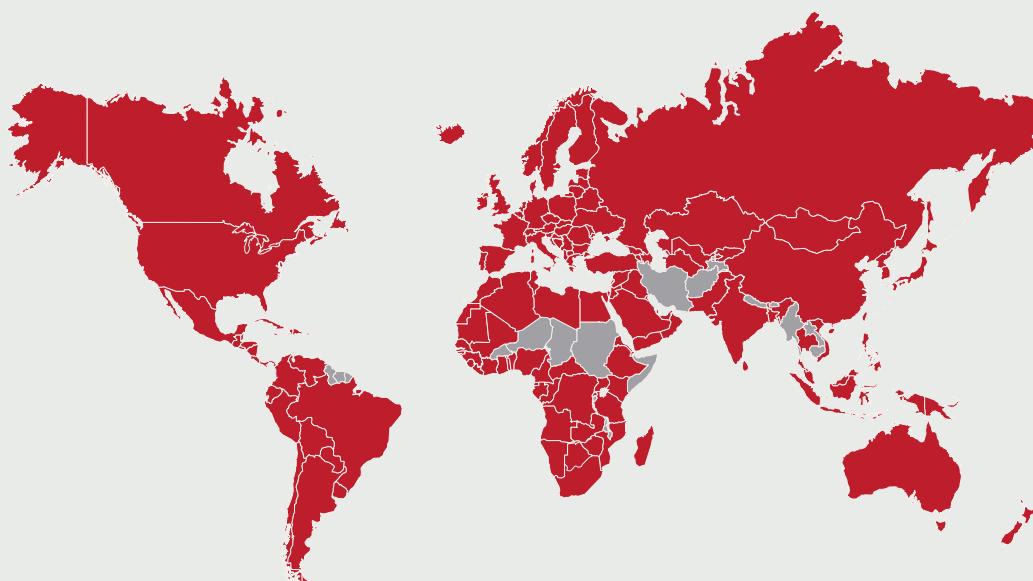
vessels



# global coverage creates choice

JLT Specialty has a dedicated Global Service Team that sits independently from the rest of our business. Their sole focus is the management of global insurance programmes. This provides our clients with a single management point to access and regulate global services.

And through the JLT International Network we are able to provide a local service in more than 130 countries. The emphasis we place on choice and flexibility and the way we develop, manage and control our service is what truly makes us different.

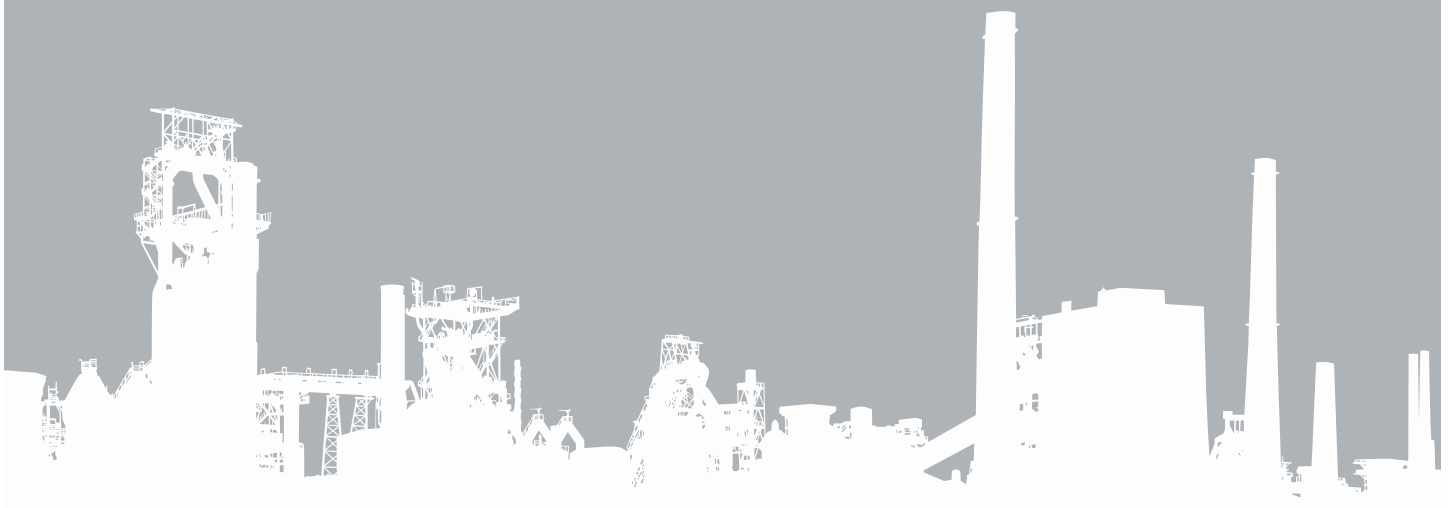


■ JLT International Network Partners and Members

■ Correspondents

(Offices in more than 50 countries wholly owned or part-owned by JLT Group)

JLT has placed over  
**\$120 billion**  
of insurance for energy construction projects since 2005



# our **service** and **expertise**

## Sectors

Aerospace  
Communications, Technology & Media  
Construction  
Corporate Recovery Risks  
Engineering & Manufacturing  
Entertainment  
Financial Institutions  
Food & Drink  
Leisure  
Life Science & Chemicals  
Marine  
Mergers & Acquisitions  
Nuclear  
Oil & Gas  
Ports & Terminals  
Power & Utilities  
Professional Services  
Real Estate  
Renewable Energy  
Sport  
Transport

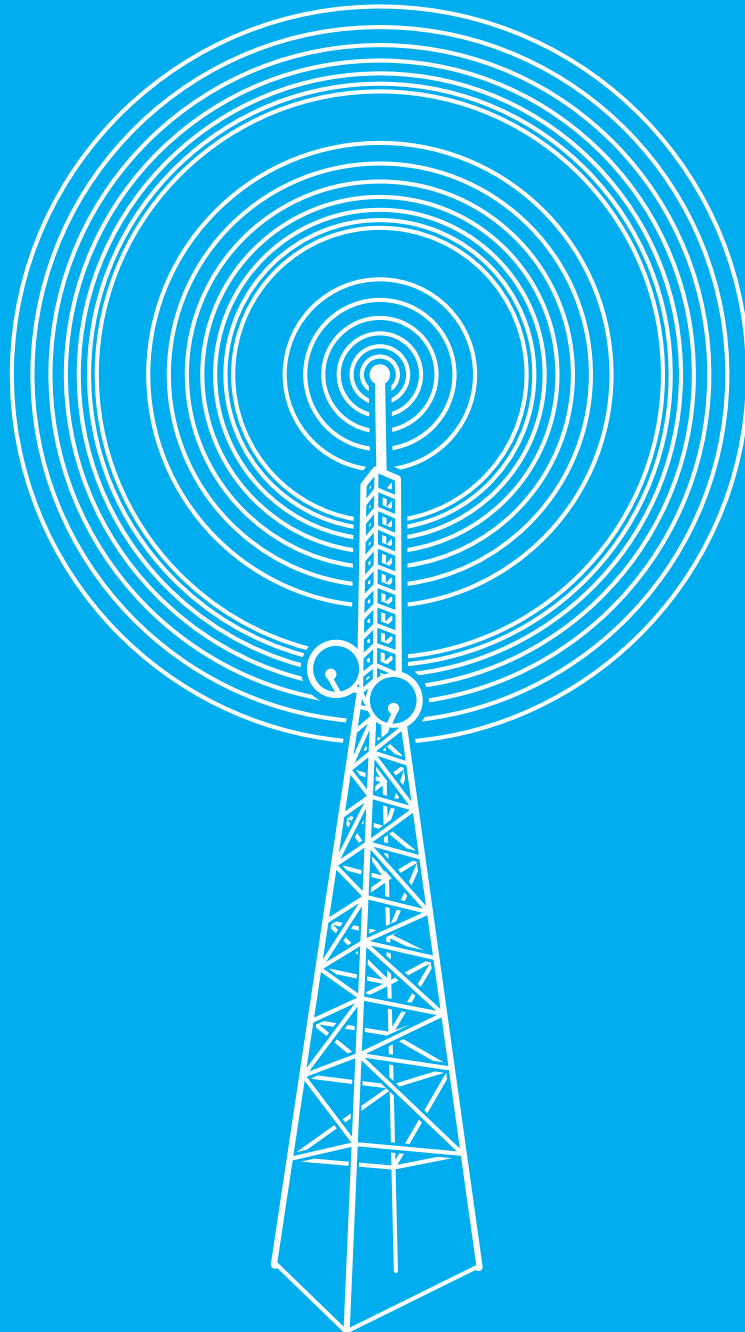
## Products and Services

Accident & Health  
Actuarial & Analytical Services  
Business Continuity & Supply Chain Risk  
Captives  
Casualty  
Claims  
Claims Consultants  
Credit & Political Risk  
Cyber & IT Risks  
Directors' & Officers'  
Environmental Impairment Liability  
Global Insurance Management  
Kidnap & Ransom  
Product Recall  
Professional Indemnity  
Property  
Residual Value Insurance  
Risk Consultancy  
Terrorism & Political Violence

JLT provide services to

**six**

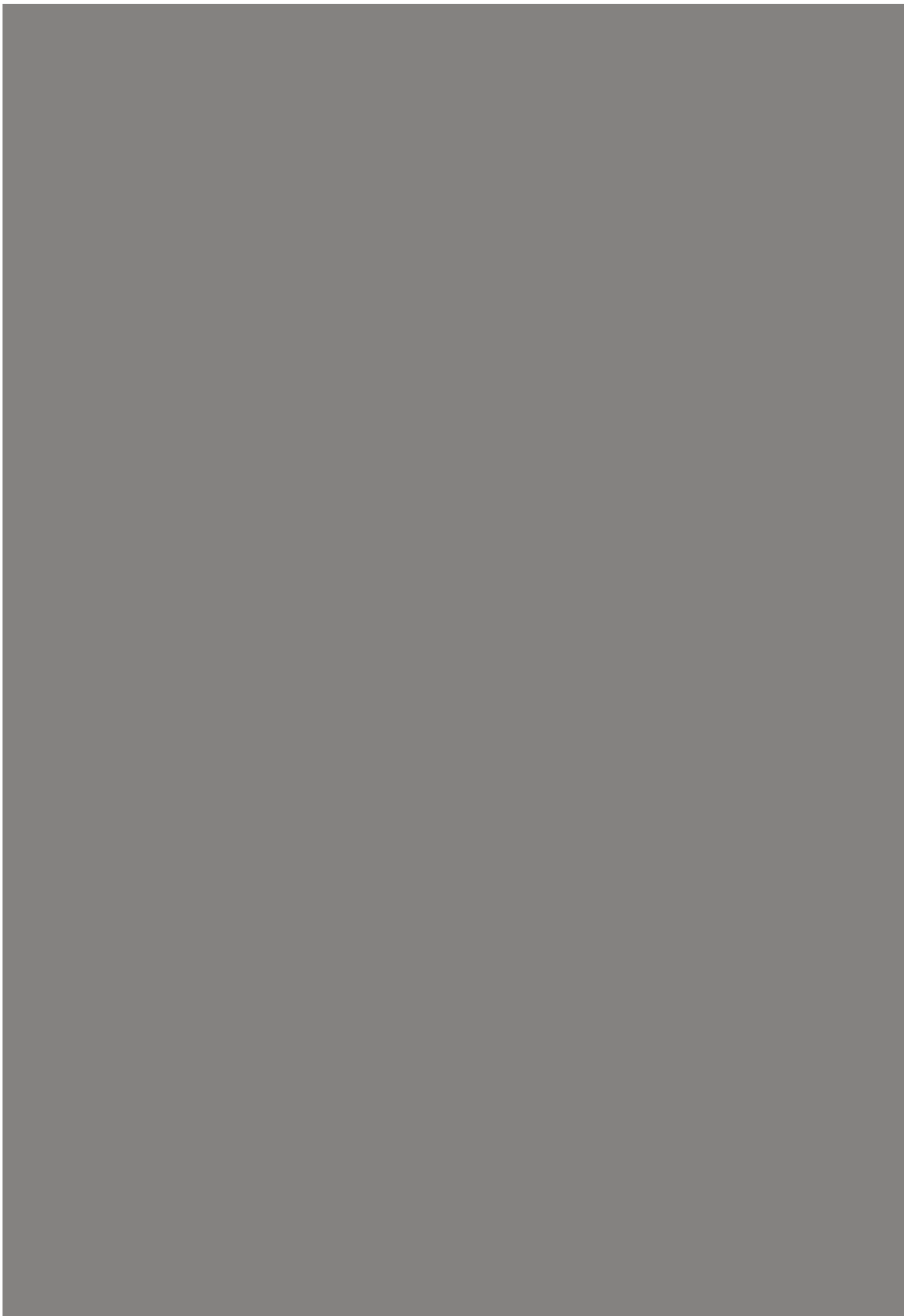
of the world's largest telecom operators



# get in touch

It's only by meeting with us that you'll start to appreciate the distinct way in which we engage with our clients.

Please visit our website [www.jltgroup.com](http://www.jltgroup.com) where you will be able to contact our specialists directly or alternatively email [jltspecialtylimited@jltgroup.com](mailto:jltspecialtylimited@jltgroup.com) and we'll get back to you.



creating  
**choice**  
through specialist  
**insight**

**JLT Specialty Limited**

6 Crutched Friars  
London EC3N 2PH  
Tel +44 (0)20 7528 4000  
Fax +44 (0)20 7528 4500  
[www.jltgroup.com](http://www.jltgroup.com)

Lloyd's Broker. Authorised and Regulated by the Financial Services Authority. A member of the Jardine Lloyd Thompson Group.  
Registered Office: 6 Crutched Friars, London EC3N 2PH. Registered in England No. 01536540. VAT No. 244 2321 96.  
© July 2011 263382