

USA construction risks

Together. Stronger.



CONSTRUCTION



JLT Specialty Limited

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The JLT Team

TOM HESTER



Tom is a specialist focusing on the client servicing and placement of international projects for Project Owners, specialising in Erection All Risks, Delay in Start Up and Third Party Liability Insurances for the construction of Power Generation and Co-generation plants as well as mining. Tom has been with JLT for six years since graduating from university. Tom has been actively involved in providing account management and broking assistance to large Onshore Energy clients.
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TONY RASTALL



Tony has specialised in worldwide Construction and Engineering insurance for the last 28 years. He is based in London but travels extensively throughout the USA advising on tailoring contract conditions, risk management and insurance programmes. He provides totally up-to-date advice regarding the multitude of current complicated insurance issues for both domestic USA and international projects.
tony_rastall@jltgroup.com

STUART FATT



Stuart has 14 years Construction broking experience. Between April 2002 and September 2005 Stuart worked in Singapore, and specialised in placing insurance programmes for major construction/erection projects (particularly power plants) in the USA and elsewhere internationally. Stuart also has substantial experience in most insurance related facets of Project Finance and Lenders' requirements.
stuart_fatt@jltgroup.com

SCOTT DAVISON



Scott started his career in 1995 working for MRB Insurance Brokers Limited, before moving in 2002 to work for Houston Casualty Company (formerly Dickson Manchester). He joined JLT in 2004 and is a part of our CAR team working on existing accounts and new enquiries relating to projects around the world requiring Contractors All Risk Insurance. Scott can provide advice on civil risk and insurance issues as well as the placement of insurances on a direct or reinsurance basis.
scott_davison@jltgroup.com

JERRY OSBORNE



Over 19 years Construction insurance expertise. Before his arrival at JLT, Jerry worked for 12 years as a Construction Risks insurer in the London and Lloyd's markets. Jerry's expertise is in the area of Building and Civil Engineering construction projects, both Owner controlled and Contractor controlled. He has been involved as the Account Manager on numerous major international projects since his arrival at JLT including multi billion dollar major tunnels and building structures in the USA.
jeremy_osborne@jltgroup.com

JOHN THOMPSON



John has 26 years Construction broking experience and is one of the most senior Construction Placing Brokers in the London market. He has led the placement on some of the largest projects in the world and enjoys unrivalled relationships with key construction insurers. John has successfully placed complex projects up to USD15 billion in value. John's current role is primarily to ensure that all projects entrusted to JLT are insured professionally, competitively, promptly and in a compliant manner.
john_thompson@jltgroup.com

JEFF POWELL



Jeff has over 30 years experience in the Insurance industry. After spending the first seven years of his career in Property and Casualty business including time in Risk Management, Jeff switched to Construction business and has specialised in this area ever since. He has worked on both international annual contractor accounts as well as substantial Owner Controlled Single Projects. More recently Jeff has been involved in alternative risk financing methods for major construction project insurance, and is currently the Chairman of JLT Construction.
jeff_powell@jltgroup.com

Opportunities

The US construction market has gone through significant change over the past three years. The credit crunch caused a severe downturn but the release of stimulus funds and a brighter economic outlook is creating major infrastructure opportunities, many US States are looking more closely at P3 and we are seeing more finance activity relating to other major construction projects, for example involving power and energy.

As an independent US broker or a direct insurer looking to take advantage of the emerging opportunities you will require:

- Competitive pricing
- Easy access to capacity
- Specialist brokers and insurers with knowledge and understanding of construction and the US market
- Creativity and innovation.

London's leading construction broker

JLT Specialty Limited (JLT) is well positioned to help you take advantage of these opportunities. We do not have any US retail presence, instead our US strategy involves us working with selected US producers. As the largest construction team in the London insurance market, with a team of over 125, we are able to provide you and your clients with a number of benefits.

Our size provides the breadth and depth of knowledge and experience and the market leverage that can ultimately help you to win new business and retain existing clients. The ultimate reason for our success is our distinctive and flexible service approach and the way we take time to listen and engage with you, markets and colleagues to understand aims and objectives and put effective strategies in place.

Power And
Heavy Risks



BUILDER

Substantial
High Natural Cata
Broader Insur
Bespoke Polici
Global Mark

Why JLT?

Dedicated US Team

Our understanding of the US market and risk landscape helps us to develop and implement more effective strategies.

Specialists

Our teams are divided into the different construction practices. This allows us to share knowledge, experience and best practices in each of these areas, helping you and your clients improve insurance coverage and risk management practices. The strength in depth allows us to give your business the attention it requires.

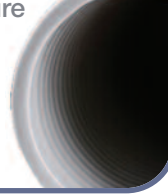
Contractors



Residential



Infrastructure



P3



S' RISK

Capacity
Catastrophe Limits
Finance Cover
Policy Wordings
Project Access

**DISTINCTIVE
SERVICE**

FLEXIBLE

INNOVATIVE

CASUALTY

Global Market Access
Multi-year Placements
Wrap Ups
Primary And Excess
Flexibility/Bespoke Wording

Claims Focus

Our team will include specialist construction claims support to help develop claims protocols, quickly and successfully settle claims.

Market Leverage

As the largest London construction broker we place more than USD750m premium annually across the whole of the London, European and global markets, including Lloyd's of London. The significant relationships and influence help us to obtain cover and cost benefits for our clients.

Special Facilities

A number of JLT construction facilities are available to provide unique terms. Admitted to Lloyd's with a proven record of developing facilities for US producers.

Broad Services

Managing the complexities of major construction projects can also call for skills that cross traditional insurance boundaries:

MARINE

We have structured marine cargo, marine delay in start-up and hull insurances to support major construction projects.

CREDIT AND POLITICAL RISK

As a market leader we are used to devising creative solutions for the risks faced by contractors, owners and financiers, including structured alternative risk transfer deals.

TERRORISM

There is more than USD 1bn of capacity available at Lloyd's of London with a term of up to four years without cancellation if alternatives to TRIA are required. Policy wordings are tailored to the client's needs and can include cover for malicious damage and business interruption or delay in opening.

ENTERPRISE RISK MANAGEMENT (ERM)

Core Risks Limited, a Jardine Lloyd Thompson Associated Company, is working with our independent US producers to enhance their client service offering. Core Risks Limited have significant experience at developing and implementing ERM, both from the inside and as consultants. ERM promotes a risk management culture, changes how different departments view and prioritize the treatment of risk and opportunities – both in their area and others, and helps to prioritize and justify where limited assets should and should not be allocated. It can do all these things while also meeting the increased Corporate Governance expectations of Rating Agencies and Boards of Directors.

Global Service Network

Our US independent broking partners benefit from access to the JLT International Network, providing them with the ability to offer insurance broking and employee benefit consultancy services in over 130 countries worldwide. Jardine Lloyd Thompson Group plc own or partly own operations in more than 50 of these countries, including 14 of the top 20 global economies.

P3

JLT have been involved in over 50% of the 1,000 closed UK/European projects so we are well positioned to add value and ensure that the insurance for financed projects meets lender approval.

Broad Services

Managing the complexities of major construction projects can also call for skills that cross traditional insurance boundaries. Again, JLT is uniquely equipped to deal with these challenges.