

Our clients' needs are of paramount importance.

They influence everything we do
and our aim is to give our clients'
a competitive edge in their business.

JLT

Distinctive. Choice.

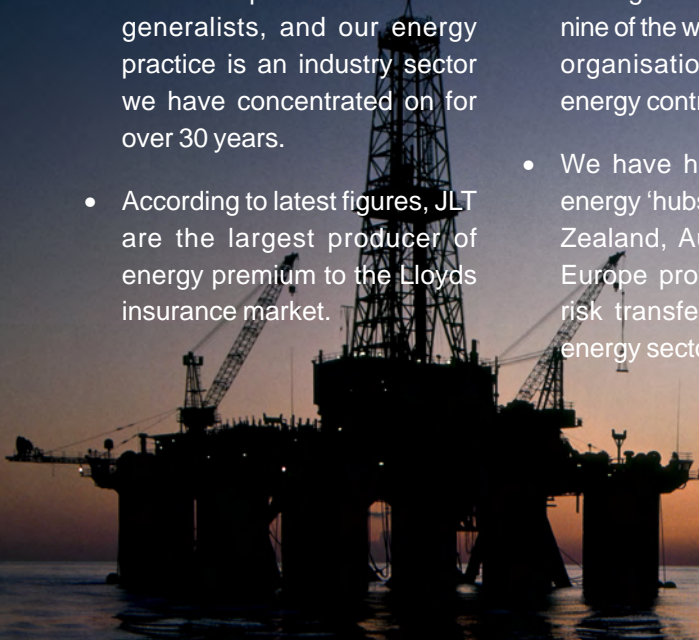


JLT - The Specialists

- JLT is a global leading provider of innovative risk transfer solutions and insurance broking services around the world.
- We were formed in February 1997 through the merger of Jardine Insurance Brokers and Lloyd Thompson Group, a company founded in 1981 and listed on the London Stock Exchange in October 1987.
- JLT are the largest European headquartered company providing risk advisory, insurance broking and employee benefits services globally. We are also in the FTSE 250.
- We are unique from our competitors, as we deliberately elect only to specialise in industry sectors where we have expertise and are market leaders.
- JLT are leaders in specialty services, which means more to us than being the largest.
- We challenge traditional solutions and encourage creativity in order to maximise results.
- JLT deliver only tailored solutions and not off-the shelf products and offerings.

JLT - Energy Expertise

- We are specialist and not generalists, and our energy practice is an industry sector we have concentrated on for over 30 years.
- According to latest figures, JLT are the largest producer of energy premium to the Lloyds insurance market.
- JLT's global client list includes nine of the world's major energy organisations and over 150 energy contracting companies.
- We have highly experienced energy 'hubs' operating in New Zealand, Australia, Asia and Europe providing specialised risk transfer expertise to the energy sector worldwide.
- JLT's energy specialists in New Zealand are led by Terry Smith, who has more than 35 years of knowledge and expertise across the entire energy sector.
- Our London energy team of over 100 dedicated energy specialists is the largest energy team in the London insurance market.



JLT – Our Differentiators

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- A hand in a dark suit jacket is shown from the left, balancing a row of wooden blocks on a white surface. The blocks are arranged in a slightly curved line, and the hand is positioned to support them from underneath. The lighting is bright, creating strong shadows on the surface.
- JLT differentiates itself from its competitors by investing considerable time in getting to know its clients, thoroughly understanding risk profiles and determining our clients real needs.
 - We offer distinctive choice through the combination of our specialism, independence and scale. Our clear focus first and foremost is our clients.
 - JLT’s company business model has been built around industry specialties and we continue to invest in only the very best, committed industry professionals.
 - We have strong relationships with insurers throughout the world who recognise our specialism, expertise, skills and experience.
 - We following an important JLT rule: **“if it matters to our clients”, then “it matters to us”**.
 - JLT’s priority is to deliver clients with the “best & smartest” risk transfer solutions.
 - We consider excellent service a key client deliverable and focus on exceeding expectations.



JLT - Distinctive. Choice.

- JLT transacts business with around 1,000 insurance / reinsurance companies across the world. We only recommend insurers who deliver financial security, expertise, extemporary underwriting & claims service and are able to be flexible.
- We believe in a sustainable tri-partite partnership between client, underwriter and broker and one which operates on the principles of transparency, trust and integrity.
- JLT's subsidiary Echelon provides claims, incident management services and innovative, customised risk consulting solutions which are second to no other. We consider claims and risk management a front office function.
- Another JLT subsidiary Wellnz, a leading third party administrator of injury management services and an ACC approved provider and unrivalled here in New Zealand.
- JLT are innovators, always pushing boundaries to maximise outcomes for our clients, and we do this by operating without hierarchical boundaries and as an integrated team.

Contact

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