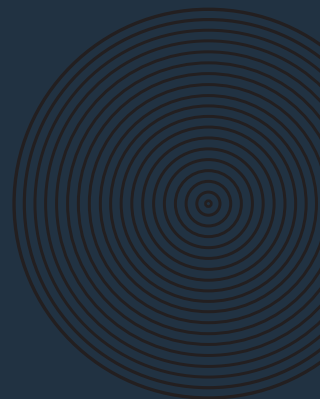




energy

JLT Specialty Limited



Demand Different

Putting clients first

JLT Specialty's Energy Division is recognised as a leading energy broker worldwide. In 2012, JLT Group placed more than USD 750 million of energy premium globally, including more energy business in Lloyd's than any other broker. We also count many of the world's major energy organisations among our clients.

Our energy team offers both retail and wholesale energy resources, providing global insurance advice and placement services directly to our clients and broker partners.





A client-centred approach

Our success comes from putting our clients first. We do this by spending time getting to know your business, developing a hands-on understanding of how you operate and all of the things that make you different.

This gives us a clear understanding of the specific risks you face, so we can work with the market and our international network to deliver precisely the cover you need.

As well as enabling us to deliver appropriate cover, developing close and constructive relationships with our clients also means that many come to view us as their in-house insurance arm.

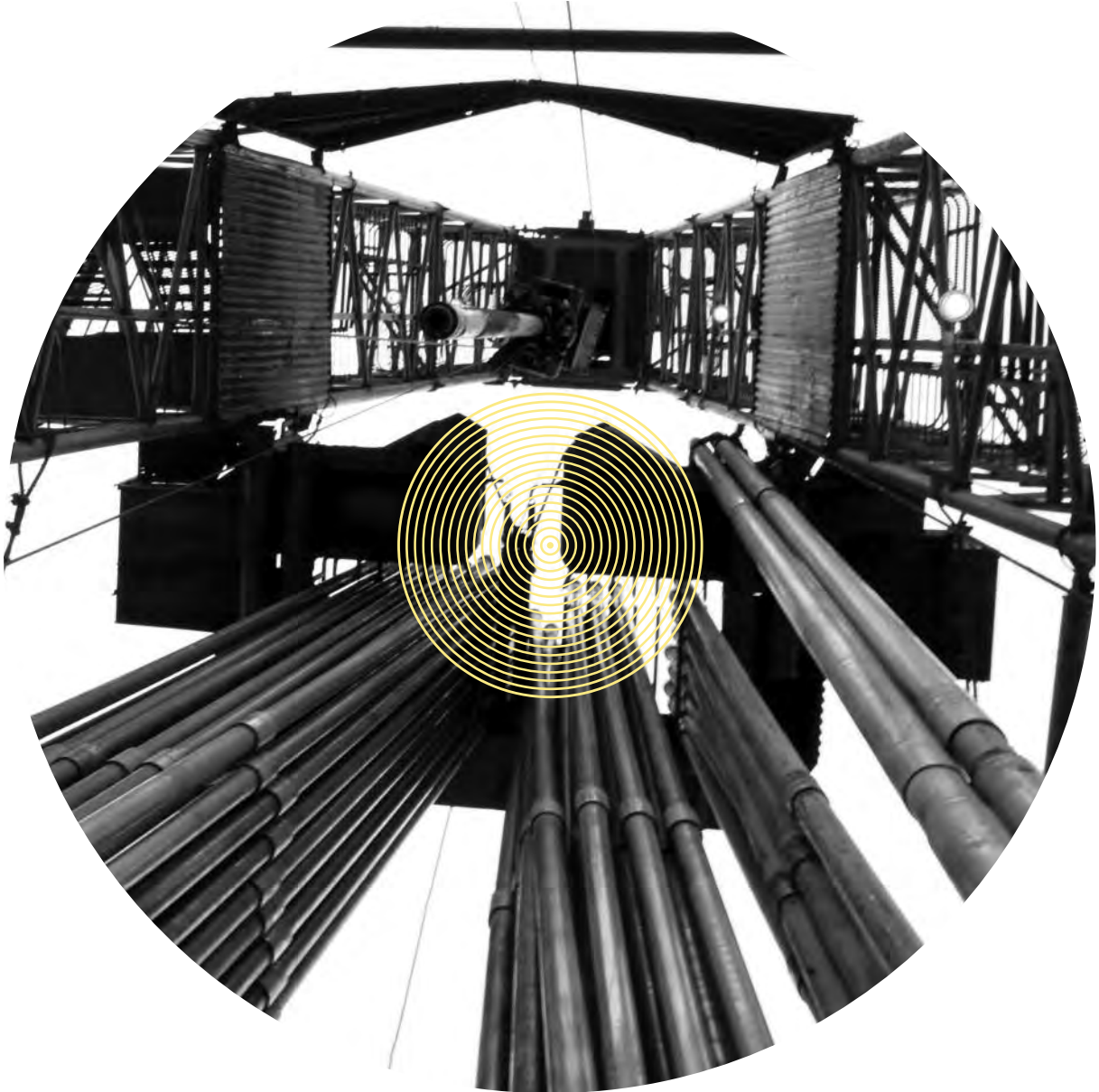
Market-leading expertise

Our team offers a wealth of expertise and a proven track record in dealing with complex power and energy-related projects. Senior management take a hands-on approach and are actively involved in servicing clients. As a result, our clients benefit from the involvement of some of the London market's most experienced brokers.

Our team is made up of experienced brokers, ex-underwriters, adjustors and risk engineers to ensure our clients receive the best service.

It also means we speak your language. Our engineers in particular are perfectly placed to have conversations about the fundamentals of your business, allowing you to talk to someone who really understands your issues.

All of this results in our exceptional client retention rate. Clients tell us they stay with us because our client-centred approach, dedicated team and very low turnover of staff ensure the consistent, high-quality service they require.





“ JLT understand our business, are commercial, proactive, see the big picture and being team players they communicate well and are easy to deal with. ”



Getting the deal done

While we offer a range of services to our energy clients – from advisory and negotiation to risk engineering and placement – fundamentally they come to us for one thing. They want us to arrange appropriate insurance cover both quickly and efficiently.

Our energy team makes sure we get the deal done – no matter how complex. This often involves thinking differently, but our experience and proven track record mean we are always confident that the answer exists, no matter how difficult the question.

Negotiating the best deals

With more than 100 energy specialists, ours is one of the largest teams in the London market. We are supported by our international network, which spans 135 countries, to provide access to exceptional deals and on-the-ground advice.

The close partnership we build with our clients and our in-depth experience of the energy market also give us leverage to negotiate the best deals.

This means we can negotiate strongly to get the best possible price, product and terms for the cover you need, removing unnecessary and costly extensions to keep costs down. We know this is crucial in the energy sector, where price is often the key decider and you will only choose us if we consistently deliver you the best products.

Our reputation as 'deal makers' also extends to claims negotiation. Our clients tell us we are the best people to have on their side when they need it most, using our influence and expertise to ensure they receive accurate and timely settlements for all claims.



Global insight

Our energy clients operate worldwide and so do we.

The easy wins in terms of finding and exploiting oil and gas reserves have largely been conquered, so companies are increasingly having to branch into new regions. Added to that, energy companies face a highly specialised set of risks, wherever they do business.

That means you need a broker that is knowledgeable not only about your specific risks, but also about the areas where you operate.



“JLT’s experience in energy markets has helped us to balance the demands of international insurance programmes and complex local needs. They understand the way we work and inspire complete confidence.”

Regional specialists

We can offer this expertise because our 100-strong energy team is structured in regionally focused teams for the Americas, Africa, the UK and Ireland, Europe, the Middle East and Asia. This means that our people are expert in both the energy sector and the geographical areas in which you operate.

In addition to our specialist energy team, we also provide access to the JLT International Network, which has operations in more than 135 countries. It is one of the largest in the international insurance sector and we are present in all of the world’s leading mature and developing economies.

The result? We have worked with every type of energy company in every region around the world. That gives our clients confidence, especially when they are dealing with challenging regions they are less familiar with but where we have in-depth expertise, such as Brazil, the Former Soviet Union, Africa and the Middle East.

Overall, our strong relationships with key underwriting markets around the world and extensive local knowledge and contacts mean we are expertly placed to deliver the right solutions for your business, wherever you are based.

In-depth expertise

Oil & Gas

Specialist insurance and risk management solutions for every segment of the oil and gas industry. Clients include those working within:

- Refining and petrochemical, onshore and offshore, energy transportation distribution, drilling contractors, service industries' electricity/power production and marine transportation.
- Leading advice and transactional services for risks, including general liability, physical damage and business interruption.

Storage Terminals

JLT Specialty has extensive experience in dealing with oil, gas and chemical storage facilities globally.

- JLT insured client interests have terminals that can store up to 7.2 million tonnes of oil.
- In respect of gas, JLT's insured client interests have storage capacity for 852,465 MMcf of natural gas.

Onshore Upstream Activities

JLT Specialty has regular experience of placing onshore drilling risks globally.

- We have worked on a number of unconventional hydrocarbon projects such as coal bed methane in Australia and shale gas in Canada.

Renewable Energy

JLT Specialty is the largest provider of renewable energy insurance services.

- 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.

Insurance Experience

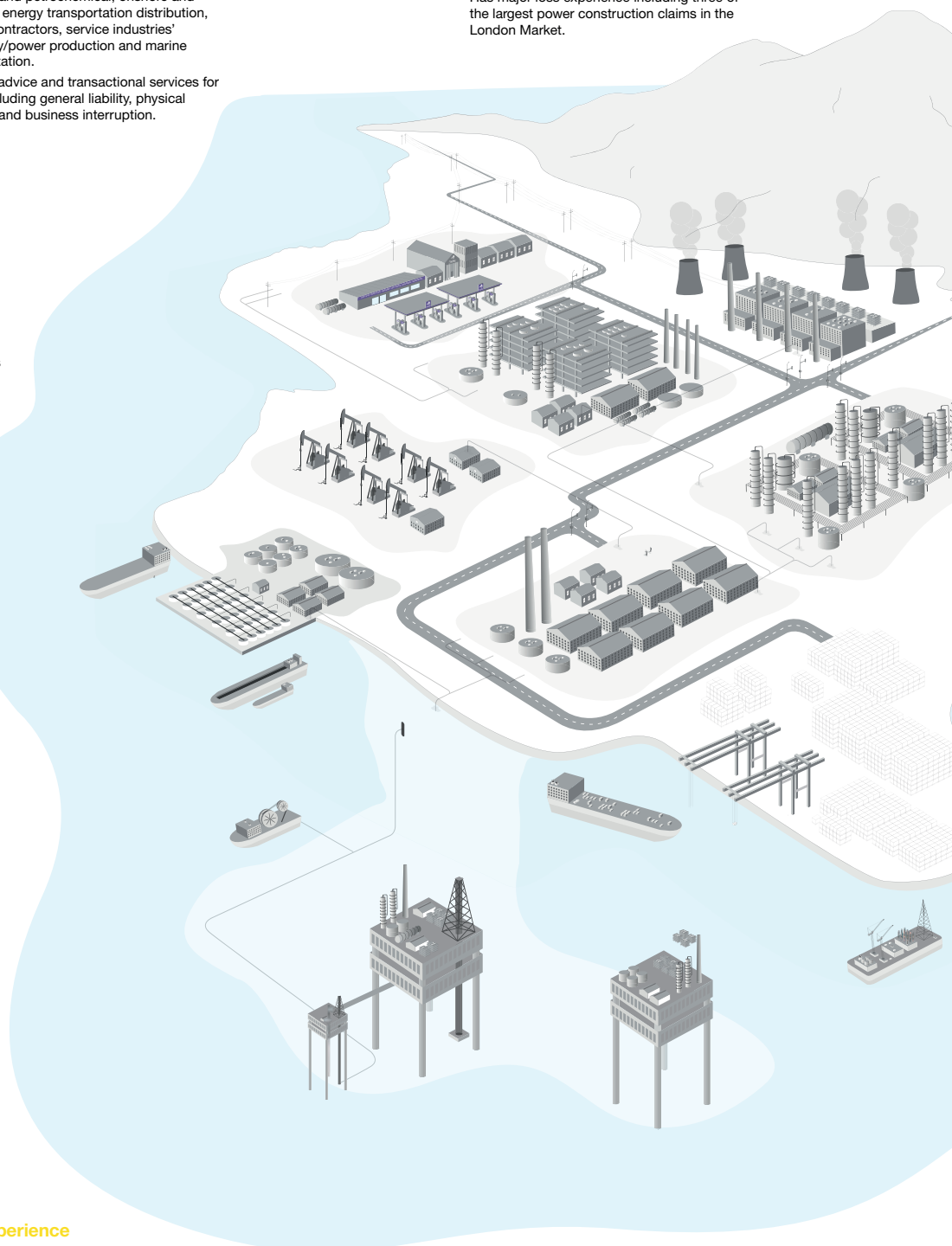
At JLT Specialty we have a team of over 100 specialist energy insurance professionals.

- On average our Account Executives hold 28 years of experience in the insurance industry.
- For our Casualty/Liability team, the collective experience in the industry is over 100 years.

Claims and Claims Consulting

JLT Specialty provides pre and post loss services to assist in setting large and complex claims.

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



Refineries

- JLT Specialty's insured client interests represent 51 oil refineries globally, around 6% of the world's total.
- These refineries produce over 8.7 million barrels per day of oil across every continent for both National Oil Companies and private sector clients.

Hydro-electric Power

At JLT Specialty we have extensive experience in placing hydroelectric risks.

- We have placed over 10,000 MW of power in Brazil.
- We have placed the largest dam in Southern Africa.
- We place the insurance for the largest dam on the Uruguay river.

Offshore & Onshore Wind

- JLT Specialty's Renewable division has developed extensive capabilities in the wind energy sector over the last decade.
- We have placed over 5GW of offshore wind insurances, with an estimated contract value of USD 23 Billion.
- For onshore and offshore wind combined we have placed over 17 GW of wind cover across 43 countries.

Power Stations

At JLT Specialty we have a dedicated and experienced power team with global experience across the broad range of power generation facilities.

- We place insurances for over 3.9 GW of gas fired power stations in the UK.
- We place 20% of Kuwait's insured power generation.
- We place insurances for the largest private sector power provider in Peru.

Petrochemical

JLT Specialty has extensive experience in the petrochemicals sector, representing a number of the world's largest clients in this sector.

- JLT Specialty currently insures interest in 84 petrochemical sites.
- The combined output of these sites, across all product lines, is in excess of 70 million metric tonnes of product per annum.

Wave & Tidal

- JLT Specialty has been involved from an early stage in the development of wave & tidal technology.
- We manage the insurances for all products tested at the EMEC centre and we also publish articles on the industry on behalf of Renewable UK's Marine Strategy Group.

Offshore Construction All Risks (CAR)

JLT Specialty has one of the leading Offshore CAR teams in the world, with experience across all continents and with a mixture of National Oil Companies, private and independent clients.

- JLT has placed Insurances for Offshore CAR projects with an Estimated Contract Value of USD 168 Billion over the last five years.
- JLT also placed in 2013 the largest ever CoW cover for a single well in the history of the London market.

Utilities

JLT Specialty is one of the largest providers of utility and natural resources insurance services.

- With exclusive arrangements with international underwriters.
- Strong relationships with local markets.
- Premium pricing and breadth of coverage.
- Design of alternative risk transfer solutions.





Flexibility to get results

The energy team is part of JLT Specialty Limited, which forms part of Jardine Lloyd Thompson Group plc, one of the world's largest providers of insurance, brokerage and employee benefit advice.

This means we have size on our side, bringing benefits in terms of our resources, our reputation in the market and having the influence to get things done.

Empowered to deliver

We have a flat management structure that empowers our brokers to take on new challenges, think creatively and capture the opportunities that others can't. This means we offer the flexibility and swift decision-making that you would normally associate with a much smaller business.

One benefit of this is that we can respond quickly when you need us to, deploying our people as and when you need us most.

If you require something out of the ordinary, we can bring in specialists to cater to your precise needs. For example, while we have a team of in-house risk engineers, if you need a risk engineer that specialises in an unusual area, we will bring in the exact resource you need.

Another benefit for our clients is that we are proactive, applying our expertise and ideas to improve insurance programmes. We talk regularly to our clients about market trends and emerging risk management issues that they need to be aware of, hold seminars and training courses and produce publications throughout the year.

Delivering when you need us most

We have one of the largest dedicated energy claims teams in the market, regularly managing claims worth USD 250 million each year.

However, size isn't everything. What really sets us apart is our in-depth sector knowledge. Our claims team is dedicated to energy, so you always deal with people who understand you and your business which is useful at the best of times but essential in the event of any claim.

Our claims and broking specialists work side by side in our London office, so you can be assured of a joined-up, seamless service across the energy team. For example, the claims team works closely with our brokers and leading insurers to test policy wordings, helping to ensure no unpleasant surprises in the event of a claim.

Ensuring a timely resolution

Our client-focused approach and tough negotiating style means we go the extra mile to get the best possible resolution to any claim.

In an economic climate where a delayed claim payment could have a significant impact on your business, we work closely with your insurers and their claims assessors to ensure a speedy settlement.

This is critical in the energy sector, where claims can take months or years to resolve. We know the claims process and know when companies are dragging their heels, so we are tenacious and apply pressure when needed – constantly pressing to get our work on top of the pile.

Generating a swift settlement

In 2012, a hydroelectric power station in Southern Africa suffered a machinery breakdown in one of its reactors. This meant the owner could not produce electricity, leading to a claim for physical damage and business interruption.

When we started working with the client, the insurance placement had been very complex due to its nature and location and we had to place the risk in a number of markets. This made handling the claim highly complex, even before the claims reserve doubled.

Despite that, we facilitated a final settlement of USD 40 million within just eight months of the incident occurring. We achieved this by helping the insured 'package' their claim in a helpful way; leveraging the right people to make decisions quickly; and most of all, by being tenacious – always pushing all parties to get the claim settled appropriately and quickly.

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One of the great advantages of working with JLT is that their highly professional claims team is embedded with their brokers in London. So when we make a claim they know exactly what is going on. There are no unpleasant surprises relating to the policy wording and claims are settled and paid very quickly. ”

