Concessions – a new responsibility Landscape

Andrew Webster
Partner – JLT Specialty Ltd

Issues for consideration

- Financial
- Construction
- Operational

Andrew Webster

- Shipbroker
- Trader
- Underwriter
- Insurance Broker

JLT Specialty Limited
Global specialty insurance broking and risk management services

Energy & Marine

Energy
- Upstream and downstream energy including oil and gas, power and renewables

Marine
- Shipowners and operators
- Ship builders
- P&I Clubs
- Ports and terminals

Construction & Real Estate

- UK and European contractors
- Major power, civil engineering, building, infrastructure and PPP projects
- Real Estate investors, managers and developers

Financial Risks

- Financial and professional services
- Managerial liability
- Credit, political and security risks
- Sport and entertainment
- Accident and specialty

Regional Partnership

- Birmingham
- Leeds
- Liverpool
- Maidenhead
- Manchester
- Southampton
- UK Mid Market/ Large Corporate
- Corporate Recovery Risks

Global Risk Solutions

- General retail - FT 250
- Utilities
- Communications, technology & media
- Life science, specialty chemicals, food & drink
- Transport and engineering
- Risk consulting
- Global Service Team
- Leisure

Aviation

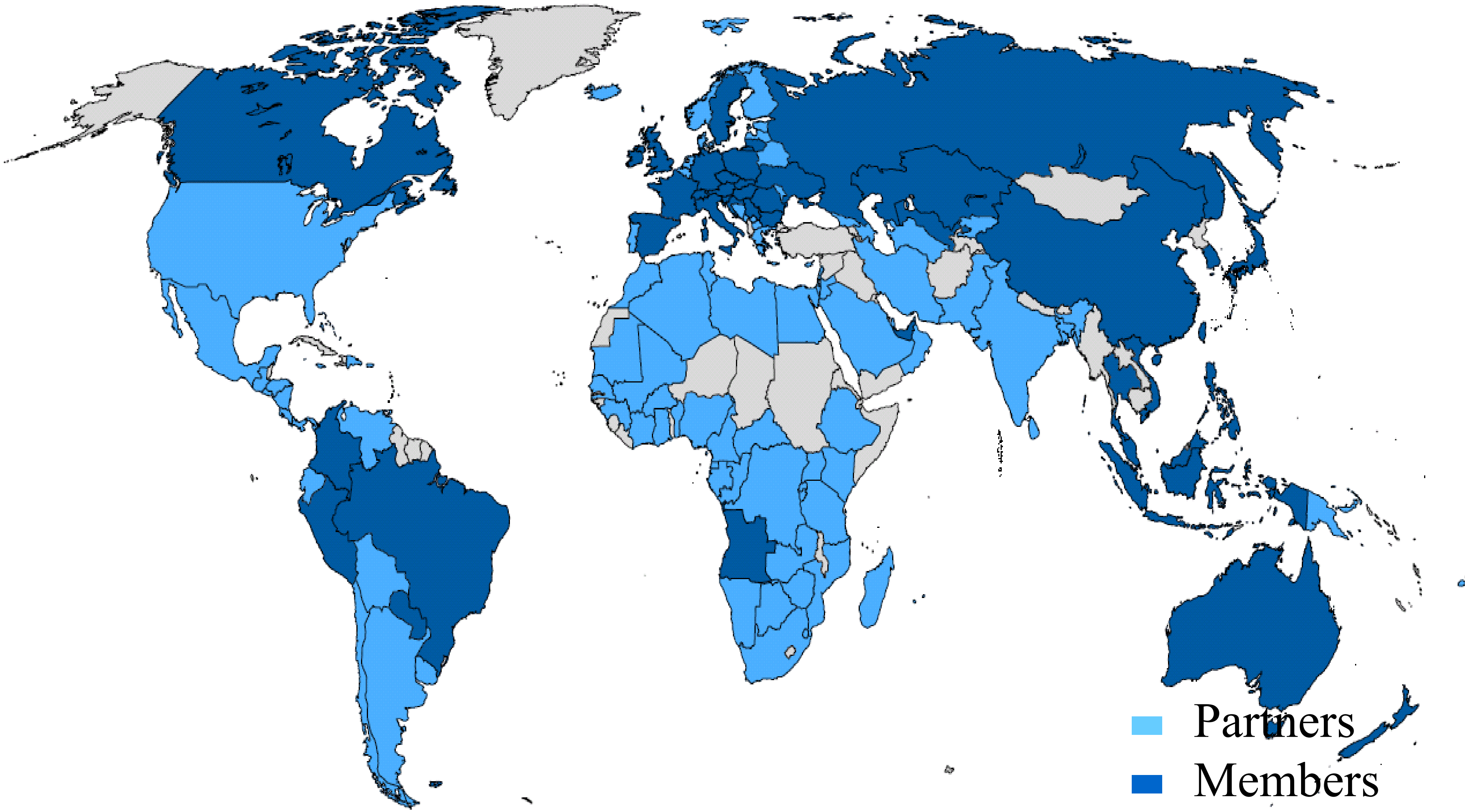
- Airlines
- Airports
- Aviation products
- Aircraft maintenance & repair
- Airport service providers
- Space

Joining JLT Specialty from the 1st March 2011

Claims

Specialist claims service for clients and incorporating our specialist claims consultancy Echelon Claims Consultants Limited

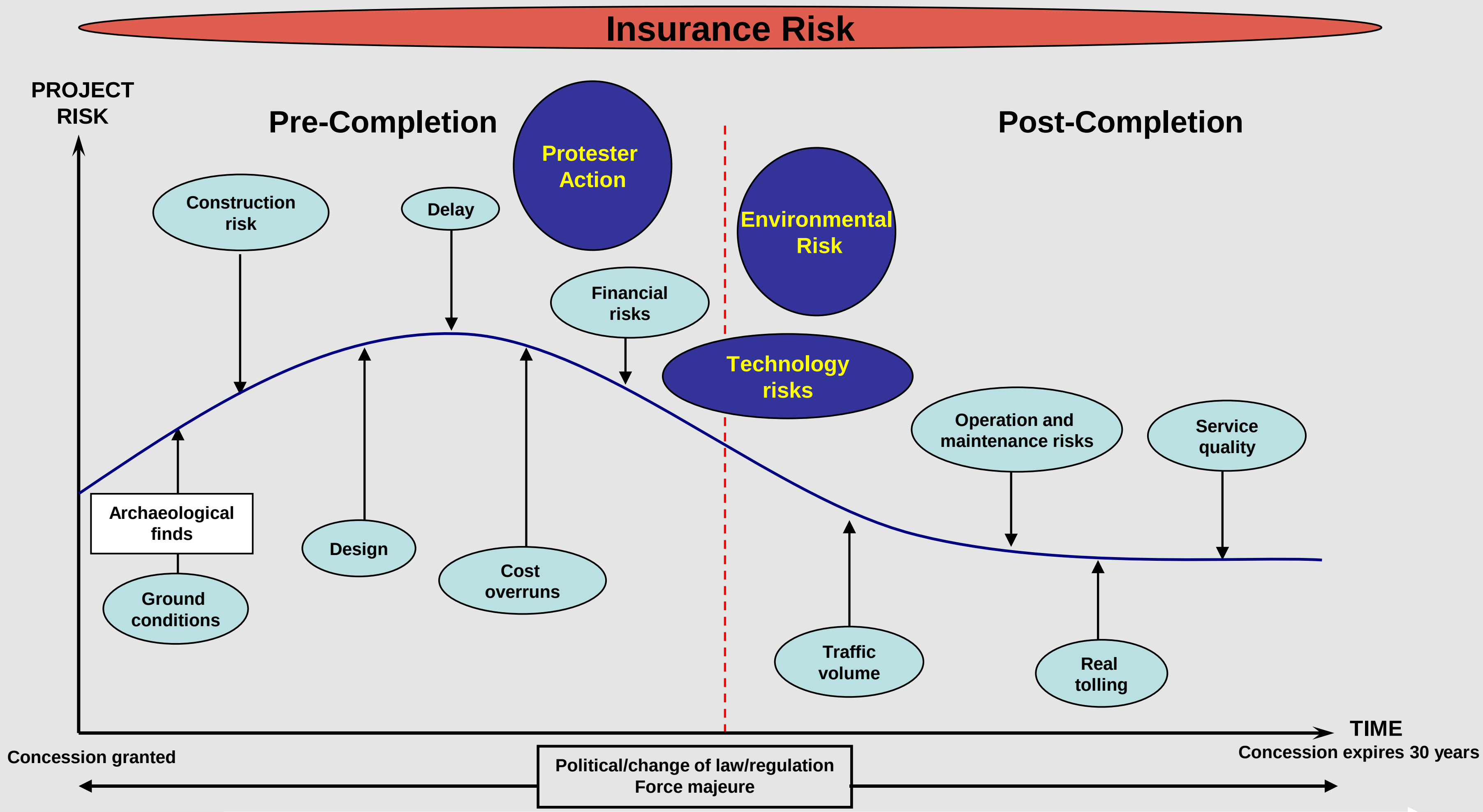
JLT International Network



Financial

- Infrastructure Funds
  - As capital providers
  - As partners

Project Risk profile



Construction insurance issues

- ‘Wet Works’

  - Limited Market Appetite / Capacity
  - PML Exposure
  - Poor Loss Record

- High Sums Insured

- Location Exposure

JLT

OCIP Vs CCIP

Owner Controlled Insurance Programme (OCIP)

Vs

Contractor Controlled Insurance Programme (CCIP)

Key benefits of OCIP

- Cost Control
- Premium Savings
- Comprehensive Coverage seamless protection
- Flexibility / Reduced Admin
- Satisfies Lender Requirements
- Efficient Claim Resolution

Other issues

- Cargo and Cargo DSU
- Sabotage and Terrorism
- Environmental Insurances
- Professional Indemnity

Operational Issues

- Port Authority
- Terminal Operator

Port Authority

- **Property**
- **Liability**


www.StrangeDangers.com

Terminal Operator

- Property
- Liability
- Business Interruption

From this :

To this :

To this :

Why use a broker ?

- Experience
- Wide view of all markets
- Relationships

Lloyds Syndicates

ACE | ADVENT | AEGIS London | AMLIN | Arch Underwriting at Lloyd's
Argenta | ARGO INTERNATIONAL | ARK | ASPEN
ATRIUM | Beaufort | Brit Insurance | CATLIN
CANOPIUS | CATHEDRAL | Chaucer | equity | FARADAY
HARDY | HISCOX | JUBILEE | Kiln
KGM | Liberty Syndicates | MAP | MARLBOROUGH | Marketform
MARKEL INTERNATIONAL | Max at Lloyd's | Mitsui Sumitomo Insurance Group | MONTPELIER UNDERWRITING AGENCIES LIMITED
Navigators | Newline | Novae | OMEGA | Pembroke Managing Agency
QBE | RenaissanceRe | RITC Syndicate Management Limited | S.A. Meacock & Company Limited
Sagicor at Lloyd's | SHELBOURNE | SPORTSCOVER UNDERWRITING LTD | STARR UNDERWRITING | TALBOT Validus Group
TRAVELERS | Watkins Syndicate | Whittington | XL INSURANCE

Conclusion

- Never too early to be thinking about Insurance

Any Questions

BACK UP SLIDES

Why London ?

- Access to markets
- Expertise
- Experience

Construction

- Owner / Contractor Controlled
- Other considerations

Cover issues

- Construction “All Risks”
  - Design Cover
  - Excesses
  - Additional Cost Cover
- Advanced Loss of Revenue/Profits
  - Basis of Cover
  - Deductible
  - Contractor Protection
- Third Party Liability
  - Limit of Liability
  - Sub-contractor cover

Ports & Terminals experience