

London's leading construction broker

Distinctive. Choice.



CONSTRUCTION



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JLT is an international group of Risk Specialists and Employee Benefits Consultants and one of the largest companies of its type in the world. We offer a distinctive choice to our clients and partners through our combination of independence, scale and specialism.

As an independent business, we are able to operate with autonomy and flexibility. We have the scale to provide solutions to the complex demands of the world's leading companies and to deliver global servicing whilst recognising that the needs of each of our clients are unique. By developing highly specialised services, we provide our clients with a depth of expertise and experience.

The value we create is driven through the personal determination of our 6,200 highly motivated and skilled people.



We believe the knowledge and experience of our senior executives needs to be directed to the benefit of our clients. Our directors and senior managers lead projects, head up client teams and take the initiative in the broker market. They are accessible at all times.

Our clients' needs are our first and last priority. The depth, consistency and availability of our construction teams are all crucial to this commitment to excellence.

JLT's outstanding track record right across the global construction market is built on:

- better resources
- specialist market knowledge
- a one-stop shop
- superior market leverage
- value for money

- global and local expertise
- flexibility
- a partnership vision
- claims excellence.

In bringing together all these assets in one team we are able to offer an integrated approach to the most demanding risks that you face.



Strength in depth

Today all construction insurance and risk management programmes demand highly skilled strategies. So it goes without saying that the biggest and most complex projects will seek to have the best risk broking expertise behind them.

With our team of over 100 construction insurance professionals, JLT is unquestionably the UK's leader in managing global construction risks. Our reputation for excellence, built on knowledge and performance, makes us the partner of choice in well over 100 of the world's major construction projects from major sporting stadium projects to mass transport systems.

We take pride in our broad transactional skills, to bring you the right cover at the best price.

It is the way we deliver this service – managing each key area of risk and applying unparalleled industry knowledge – that makes JLT an indispensable part of your team.

Placing over £275m
of construction
insurance premium
each year.

Expertise

We meet the increasing global challenges faced by our clients with the biggest resource of construction insurance professionals in the market. Their broad expertise encompasses all aspects of construction, with notable strengths in a number of key areas, including:

- PPP
- power
- oil and gas
- tunnelling
- railways
- infrastructure

- buildings
- facility management.

The skills of our teams, supported by the full resources of the JLT Group worldwide, are harnessed to deliver the solutions that enable our clients to achieve their business objectives.

We place annually more than £275m of construction insurance premium in the market which gives us the leverage to negotiate the most competitive rates on your behalf.

We bring together insurance and capital market solutions to ensure you have a programme that responds to the risks you face.

As one of the largest advisers to project finance lenders we are well positioned to ensure that financed projects meet lender approval.

Comprehensive protection

The scope of JLT's Construction team gives you access to a one-stop shop for a wide range of risks going well beyond standard construction insurance provision:

- **Construction All Risks (CAR)/Erection All Risks (EAR):** JLT provide bespoke policy wordings specific to your project or business.
- **Third party liability:** either separately arranged or included with the CAR policy.
- **Delay in start-up (DSU):** integrated programmes to protect your profits or cover fixed cost and debt servicing.
- **Construction professional indemnity (PI):** leaders in construction PI solutions we can design tailor-made cover for all needs.
- **Environmental liability:** specialist pollution products include clean-up cost cap guarantee, pollution legal liability and contractor's pollution legal liability.
- **Latent defects:** a nuts-and-bolts indemnity for structural defects – in design, materials or workmanship – which are not apparent at completion.
- **Non-damage delays:** including exposures to liquidated damages, force majeure, contractual contingencies, cost over-run and environmental impairment.

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:

- **Marine:** we have structured marine cargo, marine delay in start-up and hull insurances to support major construction projects.
- **Credit and political risk:** again we lead the market in this area, devising creative solutions for risks faced by contractors, owners and financiers, including structured alternative risk transfer deals.
- **Terrorism:** our team works with global pools to create market-leading packages including terrorism property damage, business interruption and terrorism liability.

Managing insurances
for 150 PPP projects
valued at over £9bn.

A photograph of a high-speed train in motion at a station platform. The train is blurred, showing streaks of yellow and red light. The platform is lit with warm yellow lights, and the ceiling has blue lighting. A blue overlay box in the upper right corner contains white text.

Driving through
tunnelling projects
in 38 countries



Our client retention rates are the envy of our industry

Quality people

We back our people at every level ... because they are the best.

In a world of specialists, ours set the standards in construction insurance.

JLT have insured major tunnelling projects in 38 countries.

We have placed the construction cover for more LNG plants than any other broker. We are pre-eminent in markets such as public private finance infrastructure and power generation construction.

JLT rejects rigid service structures, seeking instead the flexibility you require from your support teams. In adapting to the changing needs of your project from conception through to operation, we promote communication between policyholders and their insurers, developing a mutual understanding of working practices.

In short, however you measure it, it is through better service that JLT leads the way in construction insurance.



Broker to eight
of the top 14
UK contractors

... Putting you in control

From single project programmes to long-term client solutions. We work closely with you, setting a pattern right from the outset with the best advice on insurance clauses and indicative pricing. Every phase is handled with the same clarity and transparency:

- **Negotiation:** we bring together all parties – owners, contractors, financiers and sub-contractors – and work tirelessly to negotiate the best contract conditions and to match the result to your requirements.
- **Placement:** we use our leading position in the London market to structure the precise cover you need and to drive down the cost.
- **Claims:** our construction claims team in London sets all the standards for excellence in the market.
- **Construction to operation:** as the project moves into its operational phase seamless protection is ensured through our experience in anticipating the needs of operators.
- **Training:** through planned seminars and streamlined training sessions we ensure that your management and staff fully understand the obligations and implications of the risk programme.

Global reach

We have created long-term insurance solutions for major clients and for large and complex projects in all six continents.

From roads and rail to power stations, office blocks to sports stadiums, we navigate our clients through local and global requirements. In Europe, for instance, we have steered many major projects through the OJEU procurement procedures required to tender project insurances.

JLT works in partnership with brokers around the world providing seamless construction expertise and broking services.

Lead broker for
80 power station
construction
projects globally



Contract values handled in the past five years (US\$)



Championing construction claims

Our claims people are an integral and critical part of the picture. The 60-strong operation works close to market, alongside our client facing broking teams in London. Through this joined-up approach we have established a world-class record for delivering results and resolving long running, complex claims.

This joined-up approach enables us to devise the processes needed to handle the significant claims that arise from major construction projects and contractor clients as well as the more frequent attritional losses.

We work around the clock in partnership with our clients to ensure a clear line of communication with insurers and the most effective settlement of all losses.

But even before a claim is made, our teams make sure there are no nasty surprises. We put the maximum effort into clarifying the technical background to losses and fully explaining policy issues to clients. Pre-planning may also take the form of on-site presentations and seminars to explain policy and claims handling criteria.

It adds up to a global claims performance unrivalled within the London market.

Case histories

The importance of public relations

A recent major stadium project demonstrated the benefit of early identification and investigation of major claims. Our role in establishing the circumstances and potential impact of losses played a major part in both minimising delay on the project and reducing adverse publicity. We have brought the same skills to other projects involving national prestige including the Australian Olympic stadium and the Singapore mass transit system.

Equally, we have been involved in a number of projects that have had substantial impact on neighbouring third parties. The prompt handling of resultant claims has dramatically mitigated construction delays and controlled potentially negative media coverage.

A project-saving settlement

Our client was the main contractor for the construction of the High Speed Rail system in Taiwan. During the heavy civil engineering phase they suffered a substantial material damage loss with significant potential for major project delay. Our settlement of the loss included advice and guidance on the complexities of the adjustment, such as application of sub-limits on the rebuild scheme and ground stabilisation measures.

Attention then turned to the delay in start-up cover and the need for acceleration measures. We held discussions with our client and with insurers, explaining our rationale and the mitigating impact on the expected delay caused by the material damage.

We provided help with both policy interpretation and the programming aspects on which our client had to focus to demonstrate potential critical path impact.

The result was a settlement for the two claims in excess of US\$30m.



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