

Practical and deliverable solutions

Jardine Lloyd Thompson (JLT) has a pedigree in helping major banks, traders, corporations, insurance companies, Export Credit Agencies and multilateral institutions quantify, prioritise and minimise their political risk and credit exposures.

Using a consultative approach JLT combine risk assessment tools and in-depth insurance and alternative risk transfer expertise to deliver solutions to a broad spectrum of issues, ranging from risk concentration and changing market demands to the cost of financing and balance sheet capacity.

Whilst the robustness of tools and in-depth knowledge is important, it is the eclectic team and style of service that really differentiates JLT.

CASE STUDY

Changing market demands required new risk transfer solutions

JLT's client, a major Swedish industrial company, saw a dramatic growth in their exposure to the emerging markets in terms of volume of trade and tenor of risks.

Their conventional insurance solution was limited to shorter tenor risks.

We created a mathematical simulation model based on past sales and projections of future activity which enabled us to review the possibilities of mitigating longer tenor risks in high risk jurisdictions. The financial analysis generated by the model determined the optimal amount of insurance protection, attachment point of coverage and proposed pricing for inclusion in a cost benefit analysis. The project enabled the company's client's finance team to present a more scientific approach to risk management and to negotiate an insurance solution that supported further sales growth.

