



Having trouble fitting the pieces together?

JLT's specialists provide insurance and risk management solutions tailored to the unique needs of your industry

JLT Understands the Manufacturing Industry

We understand that you face wider economic and regulatory risks than many industries. Risks in your industry arise from the complexities of modern day supply chains, demanding legal and regulatory requirements, engaging in safety critical activities or through the use of sophisticated technology and manufacturing processes.

Specialised insurance and risk management advice can help you ensure your assets, revenue stream and employees are properly protected and your business remains competitive.

How JLT can help

Because of our understanding of your industry, JLT is at the forefront of developing tailored solutions to minimise your business risk.

What we will do for you:

- Provide fully integrated risk management and insurance solutions designed for your business
- Access global insurance and reinsurance markets to help reduce your total cost without compromising on policy coverage
- Give you access to developed bespoke solutions to protect your revenue stream and assets
- Tailor our service approach to meet your needs to create an innovative and adaptable proposition for you

Why JLT?

1. We have a nationally integrated team of 32 manufacturing specialists who understand your industry
2. We will work with you to understand the specific needs of your business in the short, medium and long-term
3. We combine traditional insurance broking methods with innovative risk management and other consulting services
4. We have a relentless focus on cost minimisation without compromising on coverage
5. Our policy wordings are developed specifically for the manufacturing industry
6. Our unique, tailored Service Approach ensures our services meet your needs
7. Our structured approach means claims are dealt with effectively and in a timely manner

Our Clients

In Australia, JLT's clients are those who prefer to receive competitively priced, personal service and structured risk and insurance programmes tailored specifically to meet their needs.

Our focus is to ensure we continuously deliver innovative solutions that provide our clients with a competitive edge as demonstrated in the following **case studies**.

Risk Management in a changing and rapidly growing private company

The Client Issue	<p>To manage their rapidly changing risk profile our client required a strategic, overarching risk approach.</p> <p>The solution needed to consider the clients existing business as well as overseas expansion into North and South America, the Middle East and South Africa and the ongoing planning and feasibility work being undertaken for new developments.</p>
JLT's Solution	<p>Three of our specialists worked with the client to develop a detailed insurable risk profile which delivered the following benefits to their organisation:</p> <ul style="list-style-type: none"> • The client received a detailed report which fully outlined the issues for senior management • They were able to reference the risk guidelines as part of their in-house decision making process • The risk guidelines assisted them during commercial discussions with their customers resulting in a consistent approach to risk standards • Risk information and the procedures for management were presented to insurers in an informed manner, ensuring the programme placed matched the risk profile of the business

Client Benefit
The Company made decisions on an informed basis
Improved Corporate Governance

Contractual Liability

The Client Issue	<p>During a risk profiling workshop, it was identified that the large multi-national organisations who were our client's customers were seeking to impose onerous contractual terms and conditions. In addition, review of their liability exposures identified a maximum foreseeable loss for the client of between \$350 million and \$500 million.</p>
JLT's Solution	<p>Working with the client's legal advisors JLT developed strict 'Contractual Pillars' which formed the basis of negotiation for future contracts and limited the client's exposure to a maximum of \$50 million.</p> <p>Benefits of the solution included:</p> <ul style="list-style-type: none"> • In depth understanding of the true risk profile of the organisation allowing tailored policy wordings to cover the true exposures • Premium savings as a result of having the confidence to reduce the required limit of liability the client purchased • Improved risk profile through contractual amendments which increased the number of insurers who provided terms • The introduction of new insurers who provided price tension at renewal and allowed for long-term competitive tension to be fostered

Client Benefit
Client saved around \$170,000 on their liability policy

Client Service

At the core of JLT's service proposition is to:

- Assign a team of specialists who are experienced in developing sophisticated insurance and reinsurance programmes for the manufacturing industry
- Develop an understanding of your business strategy including appetite for risk and objectives from one policy period to the next
- Provide hands on involvement of JLT's senior management in the overall management of your account

Our approach allows us the flexibility to tailor our service offering to include only those services which will deliver tangible value and achieve the goals and objectives we agree with our clients.

Our Clients' case studies

Our Products & Services

Manufacturing is a specialist division of JLT providing dedicated insurance and risk solutions to manufacturing clients. Our strength is our expertise in identifying, analysing, negotiating and managing issues such as:

- Machinery Breakdown
- Marine & Transit
- Occupational Health & Safety (OHS) Services
- Product Recall
- Professional & Executive Risks: Directors' & Officers' Liability, Professional Indemnity, Employment Practices Liability & Crime
- Property including Business Interruption
- Public and Products Liability including Errors & Omissions
- Statutory Liability
- Supply Chain Management
- Trade Credit
- Workers Compensation & Employee Benefits

Directors' and Officers' Liability ("D&O")

The Client Issue	<p>A JLT client grew from being a national firm of 150 employees with turnover of \$44 million to a business with multiple overseas operations, \$83 million turnover and 240 employees.</p> <p>As a result, their directors became concerned about their increased personal liability.</p>
JLT's Solution	<p>JLT worked with the client's D&O insurer to combine the numerous individual policies which the client had placed to manage their risks.</p> <p>While the placement combined Directors and Officers liability, company cover, employment practices liability, statutory liability and crime, a separate limit was maintained for each to ensure no coverage was lost.</p> <p>This option allowed us to:</p> <ul style="list-style-type: none"> • Maintain separation meaning that a claim under one section of the policy would not reduce the limit available for the clients directors and officers (or vice versa) • Deliver more competitive cost outcome as separate policies by maximising leverage with the insurer • Guarantee that no gap in cover existed as all the programme was placed with one insurer

Client Benefit
 Broader protection for Directors and Officers Significant cost savings

Business Interruption

The Client Issue	<p>Our client suffered significant flood damage at four of their premises and, as a result, they were unable to trade. This caused problems for the client as one of its main competitors was promoting that it would be open within two weeks of the floods.</p>
JLT's Solution	<p>JLT facilitated an urgent meeting between the property insurer, the assessor and the client. The property insurer promptly agreed that the client's development team could project manage the re-build of the flood affected sites and be actively involved in the overall management of the claim.</p> <p>Benefits for our client included:</p> <ul style="list-style-type: none"> • Ability to facilitate repairs quicker than the insurer would have been able to given the severity of the flood • Ability to commence trading earlier than its competitor • The actual quantum of the BI claim was reduced which assisted in renewal negotiations • Because of the role they played in-- mitigating the loss the client was able to re-build its premises, including upgrading its signage to their new corporate standard

Client Benefit
 Actual quantum of the claim was reduced and the client commenced trading quicker than its competitors



About JLT

Jardine Lloyd Thompson is one of the world's largest providers of insurance, reinsurance and employee benefits related advice, brokerage and associated services. JLT's client proposition is built upon our deep specialist knowledge, client advocacy, tailored advice and service excellence. We place our clients first, champion innovative thinking and expect to be judged on the results we deliver.

JLT is quoted on the London Stock Exchange and owns offices in 39 territories with more than 9,100 employees. Supported by the JLT International Network, it offers risk management and employee benefit solutions in 135 countries.



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