

CONSTRUCTION



INSURANCE SOLUTIONS

There are many traditional insurance solutions available, offered on either an annual basis or project specific basis that cover select parties or provide cover for all participants.

Most of these have widespread use, however, the benefit you'll receive with the JLT Construction team is its in-depth knowledge of the scope of protection available and the relative merit of products available in global insurance markets.

We have a disciplined approach to identify risk, whether contractual or exposure related, and the ability to assist in tailoring contracts or insurance solutions for you.

CHOOSE JLT AND YOU WILL BENEFIT FROM:

- The experience of a leading global construction specialist
- Our client focussed approach
- The delivery of innovative solutions to mitigate risk or solve project challenges
- A 'whole of project' solution
- Our partnership approach
- A distinctive JLT experience

CONSTRUCTION MATERIAL DAMAGE / CONTRACT WORKS

loss or damage to project works and other related assets.

CONTRACTORS' PLANT AND EQUIPMENT

loss or damage to contractor's mobile plant, tools and equipment.

ADVANCE BUSINESS INTERRUPTION / DELAY IN START-UP

loss of revenue and increased costs arising from damage or other events resulting in delay.

THIRD PARTY GENERAL, PRODUCTS LIABILITY AND ENVIRONMENTAL IMPAIRMENT

liability resulting from bodily injury, property damage or pollution events.

PROFESSIONAL INDEMNITY

liability arising in the provision of professional services, including first party cover that responds to 'no blame' contractual models.

WORKERS' COMPENSATION / EMPLOYERS' LIABILITY

statutory and common law liability to employees, including 'whole of project' solutions.

EMPLOYEE BENEFITS

such as Accident and Illness, Salary Continuance, Travel and Expatriate / Inpatriate and Health covers.

MARINE CARGO

including buyer's or seller's interest and Advance Business Interruption / Delay in Start-Up.

BONDS / SURETY

utilising insurance markets for contract performance guarantees, whilst preserving bank limits for traditional working capital.

POLITICAL RISKS

solutions to mitigate the risk of confiscation, expropriation, nationalisation, breach of contract, currency inconvertibility, political violence, forced divestiture, kidnap and ransom, terrorism and emergency repatriation.

CREDIT MANAGEMENT

Trade Credit or Structure Credit insurance to cover the risk of non delivery or payment default (where bank guarantees are difficult to procure).

WORKING CAPITAL SOLUTIONS

tailored bespoke program to assist buyers structure more favourable terms of payment (aiding cashflow), or obtain more favourable pricing through accelerated payment terms.

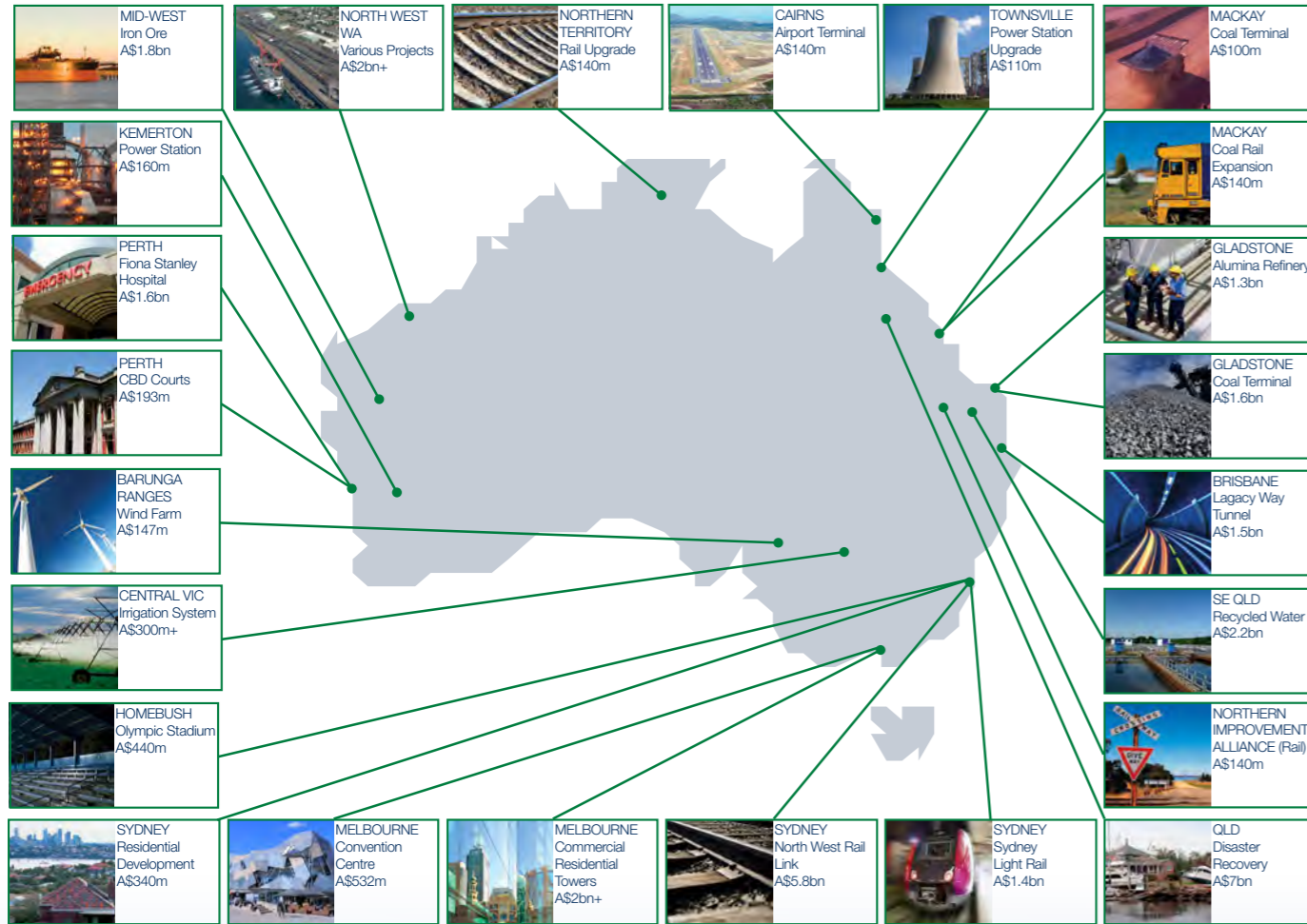
WORKPLACE HEALTH AND SAFETY

a holistic risk management solution to OH&S Consulting, Injury Management & Rehabilitation, Health and Wellbeing Services through Echelon Australia.

INSURANCE ADVISORY

we apply our skills and expert knowledge in our roles as independent insurance consultants to lenders, sponsors, owners and other project participants carrying out due diligence.

PROJECT EXPERIENCE



UNDERSTANDING THE COMPLEXITY OF THE CONSTRUCTION ENVIRONMENT

JLT has the knowledge, experience and skills to respond to complex risk exposures and is aware of the many challenges that influence the construction industry such as:

- Design, technological, construction and scalability challenges
- The diversity of contract delivery models, from the more traditional Design and/or Construct, to the more complex Build Own Operate Transfer (BOOT), Engineer Procure Construct and Maintain (EPCM), and collaborative contracting models such as Early Contractor Involvement (ECI) and Alliancing which require bespoke insurance solutions
- Risk sharing or risk assumption models, from traditional contract forms such as the various Australian and New Zealand standards and international forms to complex bespoke legal frameworks requiring an in-depth understanding of the issues and development of tailored solutions
- Financial exposures brought about by the funding of small scale developments to complex equity and debt structures in large scale Public Private Partnership projects; counter party risk as a result of the heavy reliance on third parties involved in modular construction in overseas jurisdictions, or revenue or penalty exposures linked to a project's time line or performance
- Protection against first and third party risks requiring consideration of a mixture of solutions - contractual, traditional insurance, bank guarantees surety bonds or pricing considerations.
- The need to understand the regulatory and political risks, including awareness of the legal obligations at the project's country of domicile or overseas jurisdictions where labour and materials are sourced
- The management of human resources, including the negotiation of enterprise agreements, to ensure the seamless delivery of labour across various disciplines.



PRODUCT INNOVATION

Where a solution requires more than traditional insurance products, JLT works closely with its clients and (re)insurers to develop innovative risk transfer or retention solutions. Some examples of our innovative approach are:

- The creation of bespoke first party professional indemnity responding to the 'no blame' contractual environment in collaborative contracts
- The development of non-damage business interruption products responding to project delays by weather or other cause
- Structured credit solutions, where bank guarantees or cash retentions are unavailable

CLAIMS

Recognising that insurance claims are the end product of the promise of insurance, JLT Construction has claims specialists embedded within its construction teams. Our clients benefit from both broker consultants and claims specialists working together to provide a more responsive, strategic focus on claims. Our claims specialists are supported

by in-house loss adjusters, providing a valuable service and insight into all facets of claims management. The team has handled and settled some of the largest and most complex construction claims globally.

Our clients receive customised solutions across all phases of a project's lifecycle – from concept to

construction completion, including operational and maintenance phases. We blend the full range of traditional insurance solutions with risk consultancy expertise, product innovation and claims management to provide you with a solution tailored specifically to your unique needs.

RISK CONSULTING CAPABILITIES

JLT has developed some key risk consulting services specialised to our construction clients to provide value in understanding and reducing insurable risk, and providing services if a claim occurs.

We offer a pre and post loss service encompassing risk profiling, business interruption insurance review and claims preparation. We would be delighted to discuss your risk requirements in further detail should you wish to learn more about this particular service offering.

JLT AUSTRALIA & NEW ZEALAND

JLT employs 1,284 highly motivated industry professionals across 25 offices throughout Australia and New Zealand.

Founded as Jardine Insurance Brokers in 1970, 'Jardines' built a proud reputation in Australia and New Zealand as a provider of innovative solutions, complementing traditional insurance with a breadth of risk consulting services and alternative risk transfer strategies.

JLT CONSTRUCTION

Specialisation across diverse construction disciplines

JLT Construction is globally renowned for its expertise, placing in excess of US\$1 billion premium into the Australasian and European construction insurance markets each year. This gives us significant influence with insurers and the ability to benchmark all aspects of the insurance cover. With an international team in excess of 390 professionals, JLT specialists have experience in all facets of construction acting as consultant to projects ranging from small scale developments to some of the world's largest and most complex projects.

JLT's specialist experience includes:

- Commercial Building
- Residential Building
- Civil
- Mining
- Heavy Engineering
- Oil and Gas
- Power
- Renewables
- Infrastructure including: Road, Rail, Ports and Water
- Solution providers across the full spectrum of organisations and professions

JLT Construction is recognised as a market leader in the delivery of advice and solutions across the full spectrum of organisations and professions servicing the construction sector. This includes government and private sector, owners, developers, builders, contractors, subcontractors, engineers and consultants and financiers.

Our considerable expertise in the field of Public Private Partnership transactions delivers solutions for in excess of 400 closed projects through a dedicated PPP team.



CONTACTS

NATIONAL

STEVE OSBORNE
Managing Director
– Construction & Surety
T: +61 2 9290 8063
Steve.Osborne@jlta.com.au

SYDNEY

JONATHAN FROST
T: +61 2 9290 6706
Jonathan.Frost@jlta.com.au

MELBOURNE

JONATHAN MCDONAGH
T: +61 3 9613 1412
Jonathan.McDonagh@jlta.com.au

BRISBANE

PETER JEEVES
T: +61 7 3246 7506
Peter.Jeeves@jlta.com.au

ADELAIDE

MATTHEW NATION
T: +61 8 8418 0211
Matthew.Nation@jlta.com.au

PERTH

JONATHAN FOWLER
T: +61 8 9426 0458
Jonathan.Fowler@jlta.com.au

NEW ZEALAND

PHILIP CLAUZEL
T: +64 9 300 6666
Philip.Clauzel@jltgroup.co.nz

HONG KONG

STEPHEN BODDINGTON
T: +852 2864 5333
Stephen_Boddingon@jltasia.com

www.jlta.com.au/construction

ABOUT JLT

Jardine Lloyd Thompson (JLT) 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 insurance solutions in 135 countries.

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Jardine Lloyd Thompson Pty Ltd
ABN 69 009 098 864 AFS Licence 226827
Level 11, 66 Clarence Street, Sydney NSW 2000
T: +61 2 9290 8000