

Distinctive. Choice.



General Aviation



In Asia since 1836.



Leadership

JLT is one of the top three aviation insurance brokers in the world, with a more than 23% share of the global market (excluding the US) and a 26% share in the Asia-Pacific.

Global Solutions,
Local Knowledge





Overview

JLT is one of the top three aviation insurance brokers in the world, with a more than 23% share of the global market (excluding the US) and a 26% share in the Asia-Pacific. With more than 130 aviation practitioners around the world, handling both the insurance and reinsurance practices, JLT has managed to recruit some of the top talents within the aviation broking sector, and our market share is continuing to grow, due to our commitment to providing quality counsel and dedicated service.

Our philosophy is to create long-term partnerships with our clients and to deliver insurance solutions based on a thorough understanding of their business objectives and strategies.

We always put clients first.

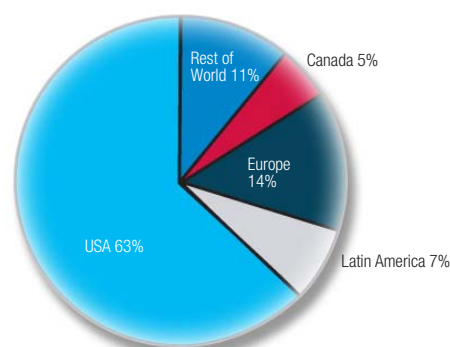
General Aviation

General Aviation (GA) as a class of business carries a very different risk profile from other aviation classes. Whilst it can be regarded as having a low exposure to financial losses emerging from catastrophes, compared to airline businesses, recent events such as the forest fires in Russia, hangar collapses in the US, hangar fires in Canada, and most recently the tsunami in Japan, have all served to remind insurers and reinsurers of the very real catastrophe exposure inherent in the GA business.

Although there are many definitions for GA, in insurance GA normally refers to non-scheduled operations of aircraft and aircraft with less than 50 passenger seats. From rotor aircrafts, turboprop aircrafts to business jets, whether private or chartered, GA consists of a wide range of aircraft types, with risk profiles that vary from country to country.

The General Aviation Manufacturers Association (GAMA), which represents the interests of more than 65 manufacturers of fixed wing aircraft, reported that aircraft delivery to the Asia Pacific region in 2010 increased from 7.7% to 16.3% for turboprop aircrafts and 8.6% to 11.8% for business jets, indicating the strong growth of the GA market. Worldwide it has been estimated that there are more than 320,000 aircraft.

Outside of GAMA, our extensive database reveals that when helicopters, light aircrafts and vintage aircrafts are included, there are considerably more active aircrafts – over 500,000. The geographical split of this is as follows and you will note that the US still predominates this:



Knowledge of the market will enable us to deliver highly competitive insurance proposals in a timely and efficient manner.

Our services

As Asia's GA market continues to grow, we have consolidated our staff resources in our office in Singapore for insurance placements to serve you in this region. We have highly experienced brokers in Singapore with decades of London market and Asia broking experience. Their knowledge of the market will enable us to deliver highly competitive insurance proposals in a timely and efficient manner.

Your objectives and priorities will play a great part in defining our service approach. We adopt a collaborative approach, building partnerships based on trust, integrity and mutual respect. We will assess your requirements and agree on a customised programme of services. As the aviation industry is a dynamic one characterised by rapid changes throughout the year, there will be considerable flexibility in our service approach, so as to be able to react to any new risk management situation.

Our services include:

- Claims negotiation and settlement
- Marketing and broking
- Market security
- Policy wordings and contract review
- Programme review and design
- Research and development
- Transactional process and documentation

Our promise:

- Customised service – understanding your objectives and subsequently deploying our people and resources in a dedicated fashion to achieve your objectives
- We have cultivated strong relationships with international and reinsurance markets to ensure the best results for you

- Transparency and compliance in transactions
- Highest service standards, without exception
- A “client first” approach, always

We adopt a collaborative approach, building partnerships based on trust, integrity and mutual respect.

Our products

Our Asia GA team has experience and expertise with helicopters, turbo props, business jets, airports, ground handlers and other airside service providers. As one of the leading aviation brokers in the world, we offer a comprehensive range of services, and we are dedicated to addressing your insurance and risk management needs, and more importantly, protecting your interests. We will bring together our best expertise worldwide to provide the most appropriate solutions in a growing number of general aviation industry and risk sectors, including:

- Hull and Liability insurance
- Hull War insurance
- Hull Deductible insurance
- Excess War Liability Insurance
- Crew Personal Accident and Loss of License Insurance
- Airport Liability Insurance
- Ground Handling Liability Insurance
- Refuelling Liability Insurance



Our value

We always strive to give our clients a competitive edge in their business by minimising the cost of risk transfer, while providing them with the broadest possible coverage. We have a hard-earned reputation in the market for tough negotiations on behalf of our clients, so as to ensure the best combination of price and coverage. As each of our service packages is customised to your needs, your risk transfer costs are also minimised.

Our approach is to promote your business on an ongoing basis, rather than merely at policy renewal times. This enables us to persistently reinforce key messages to our relevant insurers, allowing them to focus on terms and conditions at renewal, rather than having to relearn about your activities.

We have achieved an enviable reputation and respect in the market and we are noted for our negotiating skills and integrity. This enables us to place your risk in the best light, and negotiate in accordance with your instructions, to achieve the best results for you.

We regard claims service as a key deliverable of our service proposition. The quality of our policy coverage and claims capabilities has been thoroughly tested and proven.



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About JLT Asia

Jardine Lloyd Thompson (JLT) Asia is a market leader in insurance and reinsurance broking, risk management consultancy and employee benefits services.

Our operations in Asia date back to 1836. Today, JLT Asia is one of the most experienced brokers in Asia, with over 700 staff in 12 locations - China, Hong Kong, Indonesia, Japan, Korea, Malaysia, Macau, Philippines, Singapore, Taiwan, Thailand and Vietnam.

JLT Asia's technical abilities and expertise span a wide range of specialist areas:

- Affinity
- Aviation
- Captives
- Capital Risks
- Construction
- Employee Benefits
- Energy
- Interactive Technology Solutions
- Major Corporate Risks
- Marine (Cargo and Hull P&I)
- Professional & Executive Risks (ProEx)
- Property
- Reinsurance (Treaty and Facultative)
- Risk Management
- Small & Medium Enterprises (SME)
- Wealth Management

Our specialists are renowned for their innovative approach to developing integrated insurance, reinsurance and alternative risk transfer solutions.

Integrity is a hallmark of the JLT organisation. Our quality and compliance regimes are among the most thorough in the industry.

You can obtain more information about JLT Asia at: www.jltasia.com





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