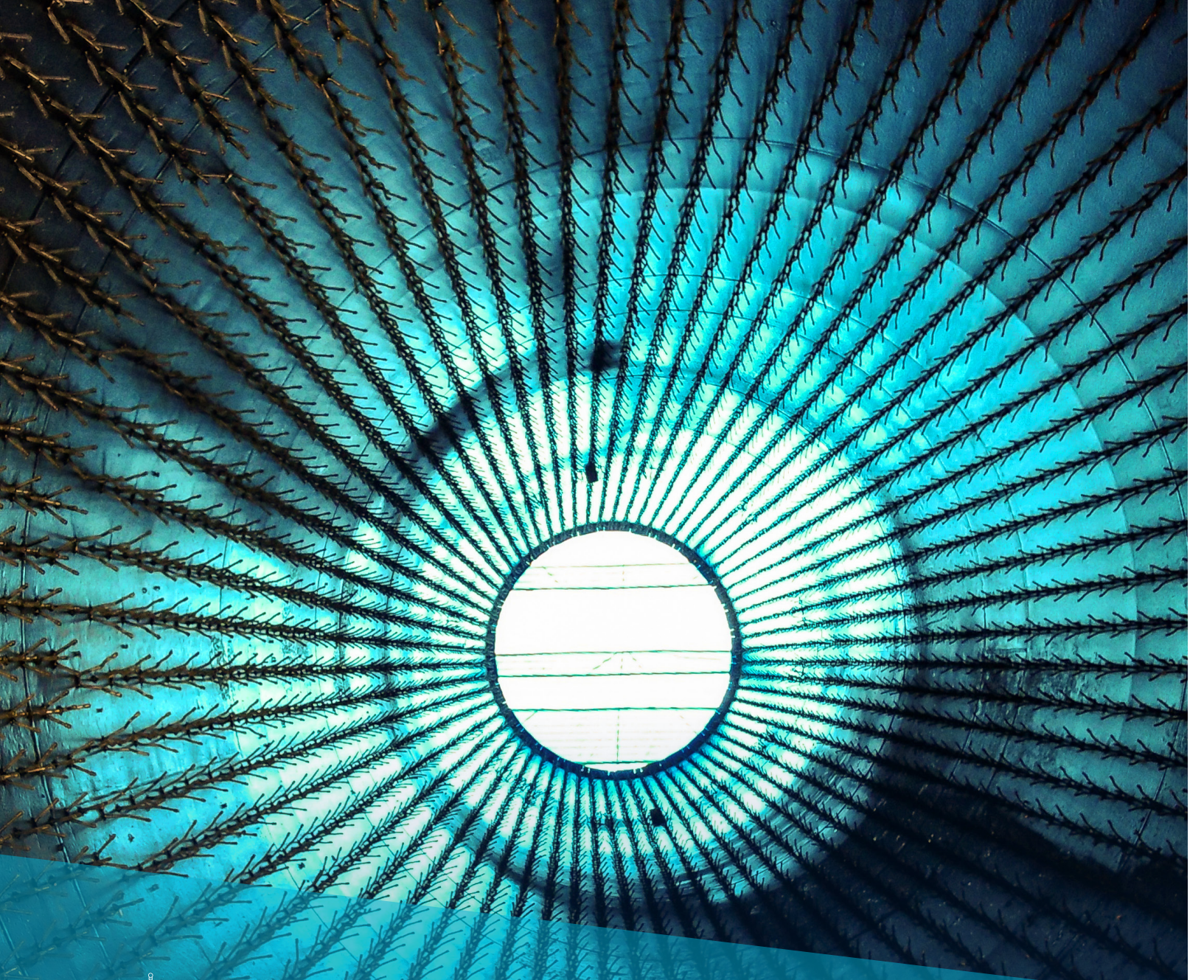


MARSH JLT SPECIALTY



Energy Insurance Courses 2020 Programme





CII Accredited Training

The Chartered Insurance Institute (CII) is the world's leading professional organisation for insurance and financial services. It has more than 125,000* members who are committed to maintaining the highest standards of technical competence and ethical conduct.

A robust framework of learning and development solutions enable the CII to support corporate partners and individuals across the industry. It ensures that all members comply with minimum standards and inspires many more to achieve advanced levels of technical and professional competence.

**As of July 2019.*

What Are the Benefits of the CII Accreditation?

Continuing Professional Development (CPD) is a fundamental element of supporting an individual's ongoing career development as well as providing valuable support to wider business objectives. The CII CPD scheme requires 35 CPD hours to be accumulated each year. Marsh's Marine Insurance course has been CII accredited and participating delegates can claim 30 CPD hours towards the CII member CPD scheme.

The Energy Insurance Diploma Course



Beginners' Level

The Course

This foundation level course provides an introduction to the fundamental principles of insurance, such as insurable interest, indemnity, subrogation, and contribution. It also offers an insight into the workings of the insurance market. The first three days of the programme are led by a Chartered Insurance Practitioner from the Chartered Insurance Institute (CII), who takes delegates through the principles of insurance in relation to the Insurance Foundation 1 (IF1) syllabus – a module which forms part of the CII Certificate in Insurance. The remainder of the course provides an overview of the types of insurance relevant to the energy industry. As part of the course delegates are also taken on a tour of Lloyd's of London.

Benefits

Delegates are able to:

- Gain an overview of the principles of insurance and reinsurance.
- Develop an understanding of energy insurance and the different types of risk involved in the energy sector.
- Gain an understanding of energy package policy wordings.

Speakers

The course is predominantly led by an ACII Chartered Insurance Practitioner and other energy insurance specialists from Marsh JLT Specialty's Energy & Power Practice. Across the five-day course delegates are given the opportunity to attend social events where they can speak with energy insurance specialists and gain a first hand insight into the industry.

Suitability

This course is particularly suitable for people in their early years of training, or individuals who have transferred from the finance or legal sector into insurance and who require a broad understanding of the essential principles of insurance prior to seeking more specialised knowledge of the industry. The course is not suitable for individuals who are looking for in-depth training in a specialised area of the energy insurance industry.

Structure and Assessment

The course is comprised of a variety of case studies and individual exercises and culminates with delegates taking an assessment paper. This includes questions similar to those found within the CII IF1 Insurance, legal and regulatory unit, in addition to energy based questions. The assessment is designed to provide an insight into the knowledge required to complete the IF1.

Course Date and Location



LOCATION

London, England



DURATION

Five days



FEE

£1,500 plus VAT per delegate*



DATES

February 10 -14, 2020 & July 6 -10, 2020



NUMBER OF PARTICIPANTS

Maximum 25 – minimum 10



CII CPD HOURS

30

**This charge covers all course material, lunches on each of the course days and at least two social events. Travel, accommodation and allied expenses are borne by the delegates.*

Learning Objectives



PRINCIPLES OF INSURANCE OVERVIEW

Study the background and evolution of insurance, exploring risk factors and why we use insurance.

LLOYD'S OF LONDON TOUR

Understand the function of Lloyd's of London and why it is an integral part of the insurance market.

WHAT IS THE CONCEPT AND PRIMARY FUNCTION OF INSURANCE?

Understand how the use of insurance is integral for effective risk management.

INSURE ME – PLACE A RISK

Identify and explain the types of risk that can be insured against and how to place such risks.



THE ROLE OF THE BROKER AND THE UNDERWRITER

Understand the role of a broker and their responsibilities.

BROKER/UNDERWRITER ROLE-PLAY EXERCISE

Assuming the role of a broker placing a risk, negotiate with an underwriter and explain the premium line given.

WHO MAY INSURE?

Explore the concept of insurable interest and why it must exist. Outline when insurable interest commonly arises in various classes of insurance. Describe how insurable interest may be created and apply concepts of insurable interest to property and liability policies.

THE DUTY OF DISCLOSURE – UTMOST GOOD FAITH

Develop an understanding of the importance of an insurance contract and the meaning of utmost good faith.

HOW THE CLAIMANT IS COMPENSATED

Explore the principles of indemnity, subrogation, contribution, and average in relation to an insurance policy.



PROXIMATE CAUSE – SYNDICATE EXERCISE

Understand the meaning of proximate cause. Learn to identify the proximate cause from a chain of events leading to a loss.

CLAIMS CASE STUDY

Understand the importance of an insurance policy wording and what constitutes a valid, invalid or partially met claim.

INTRODUCTION TO LIABILITY

Explore the different liability components with regard to compulsory insurance and statutory regulation.

REINSURANCE TREATIES – PROPORTIONAL AND NON PROPORTIONAL

Understand the different elements of reinsurance.



OVERVIEW OF ENERGY INSURANCE, RISK ENGINEERING AND THE ENERGY INDUSTRY

Identify the different sectors within the energy industry and the relevant insurance programmes.

ENERGY POLICY WORDINGS

Have an understanding of the Welcar policy wording in relation to a claim.

OFFSHORE RISKS AND INSURANCE PROGRAMMES

Establish the key risks within the offshore energy industry and the insurance available to cover such risks.

ONSHORE RISKS AND INSURANCE PROGRAMMES

Establish the key risks within the onshore energy industry and the insurance available to cover such risks.

ENERGY LIABILITIES – ONSHORE AND OFFSHORE

Understand the main liability risks within the energy industry.

EXPLORATION AND CONTROL OF WELL POLICY

Understand the key risks involved in drilling and explain the control of well policy.



ONSHORE RISKS AND INSURANCE PROGRAMMES

Establish the key risks within the onshore energy industry and the insurance available to cover such risks.

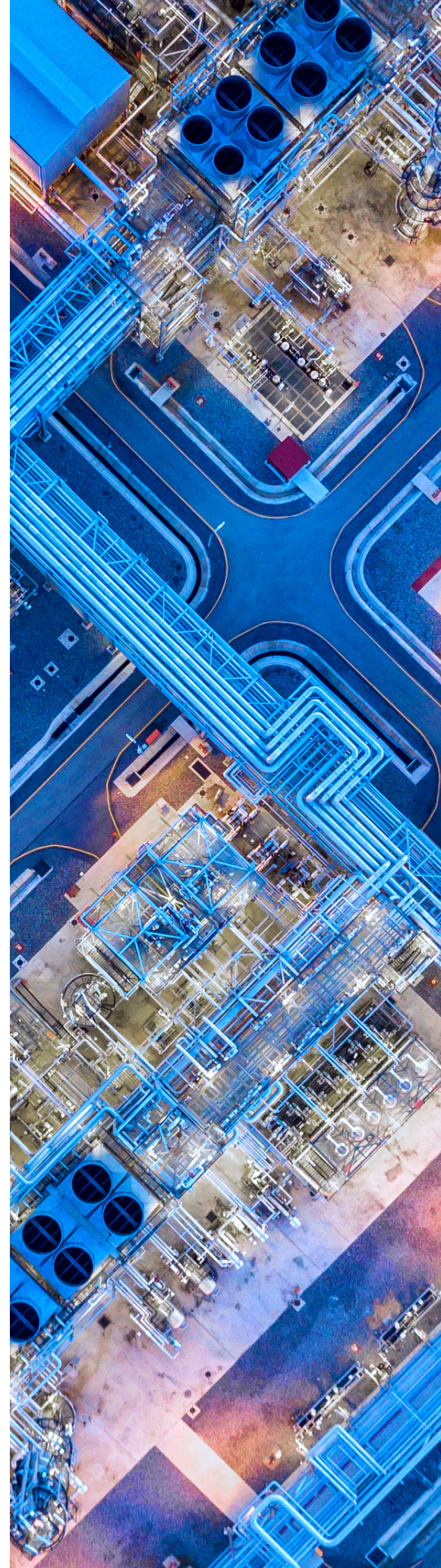
ENERGY LIABILITIES – ONSHORE AND OFFSHORE

Understand the main liability risks within the energy industry.

CYBER RISKS INSURANCE

KNOWLEDGE ASSESSMENT PAPER

Demonstrate an understanding of the principles of insurance and energy insurance terminologies.





The Energy Insurance and Risk Management Course



Intermediate Level

The Course

This intermediate level course provides delegates with a broad understanding of energy insurance and how it is placed in the insurance market. As well as exploring the risk management aspect of the energy industry, delegates gain a broader understanding of the subject within their present role. Topics covered during the course include business interruption, risk identification and evaluation, drilling risks, control of well, and delay in start up.

Benefits

Delegates are able to:

- Develop knowledge of the different types of energy insurance programmes.
- Learn how a liability policy dovetails with such programmes.
- Gain an understanding of business interruption/advance loss of profits.
- Learn how to produce energy insurance programmes.
- Develop knowledge of the claims handling process.

Speakers

The speakers consist of energy insurance specialists from Marsh JLT Specialty's Energy & Power Practice and sister companies, in addition to specialist external speakers, usually including a risk manager, underwriter, and loss adjuster. The course is delivered through formal presentations, workshops and case studies. Social events held during this course will provide an opportunity to network with energy insurance specialists.

Suitability

This intensive course is particularly suitable for individuals who have recently started a career in energy insurance and who require a broader knowledge of all aspects of the industry. Delegates should ideally have completed their CII Certificate in Insurance or already have a good understanding of the principles of insurance.

Structure and Assessment

On the final day of the course teams are asked to deliver their findings from a risk management case study run throughout the week. This case study encourages delegates to use the knowledge they have gained over the previous four days to detail the risk management considerations a broker would factor into an insurance programme. This team-based project will be assessed on a 15 minute presentation.

Course Date and Location



LOCATION

London, England



DURATION

Five days



FEE

£2,400 + VAT



DATES

May 11 -15, 2020 & October 5 - 9, 2020



NUMBER OF PARTICIPANTS

Maximum 25 – minimum 10



CII CPD HOURS

30



LOCATION

Dubai



DURATION

Four days



FEE

10,500AED



DATES

October 24-27, 2021



NUMBER OF PARTICIPANTS

Maximum 25 – minimum 10



CII CPD HOURS

30

**This charge covers all course material, lunches on each of the course days and at least two social events. Travel, accommodation and allied expenses are borne by the delegates.*

Learning Objectives



RISK IDENTIFICATION AND EVALUATION – INCLUDING WORKSHOP

Identify the key types of risk exposure to an oil company's property.

ONSHORE AND OFFSHORE OPERATIONAL INSURANCE – INCLUDING VIDEO

Explore the operational insurance programme and the risk exposures that are covered and excluded within the policy.



OFFSHORE CONSTRUCTION – CASE STUDY

Explore the procurement process and cost of an offshore construction project.

ONSHORE CONSTRUCTION – CASE STUDY

Explore the procurement process and cost of an onshore construction project.



DRILLING RISKS AND CONTROL OF WELL – CASE STUDIES

Learn about drilling risks and develop an understanding of the control of well policy.

BUSINESS INTERRUPTION Including Advanced Loss Of Profits (ALOP) And Delay In Start-Up (DSU) – Syndicate Work

Gain an understanding of the process and various aspects of a business interruption programme.

LOSSES AND CLAIMS CASE STUDY

Understanding the process of handling energy claims relating to the policy wordings.



OIL INSURANCE LIMITED (OIL)

Understand OIL and what an alternate risk transfer mechanism is.

RENEWABLE ENERGY

Identify the different types of renewable energy and the relevant insurance coverages.

ONSHORE AND OFFSHORE LIABILITIES – INCLUDING WORKSHOPS

Explore the liability insurance programme and the risk exposures and perils that are covered and excluded within the policy.



CYBER RISKS INSURANCE

RISK MANAGEMENT CASE STUDY

This case study is designed to develop delegates' awareness and understanding of the various documents that would require analysis when helping an energy client put together an energy risk management insurance programme. The case study helps put into context the knowledge delegates have built through the week while concurrently developing their teamwork skills.





I found the course extremely beneficial for my progression, with some excellent speakers throughout the week.

Simon Briggs – Direct & Facultative Underwriting Assistant, PartnerRe

The Energy Risk Management Course



Advance Level

The Course

This advanced level course is designed to broaden delegates' knowledge in all areas of risk identification and analysis, and protection of revenue and assets. The course combines theoretical and practical training exercises.

Benefits

Delegates are able to:

- Understand how to carry out a risk assessment survey.
- Learn how to effect management of risk by contract.
- Identify different types of risk financial products.
- Develop an in-depth understanding of the coverage issues surrounding complex major liability risks.
- Gain awareness of different tools used to mitigate risk.

Speakers

Specialist external speakers include risk finance and energy site managers; speakers from Marsh JLT Specialty's Energy & Power Practice will also give presentations. Delegates are also given the opportunity to network with energy insurance specialists during the course's social events.

Suitability

This specialist course is designed for those who need to develop an insight into the principles of risk management in relation to the energy industry; possibly risk engineers, risk managers, insurance advisors, underwriters, treasurers, and accountants. The course is suitable for individuals with a general understanding of insurance, however, a specialised knowledge of the energy industry is not a requirement.

Structure and Assessment

The course is delivered through formal presentations, workshops, case studies, and an assessment paper. Delegates will be expected to actively participate in case studies and a team presentation.

Course Date and Location



LOCATION

London, England



DURATION

Five days



FEE

£2,400 + VAT per delegate



DATES

September 7 -11, 2020



NUMBER OF PARTICIPANTS

Maximum 25 – minimum 10



CII CPD HOURS

30

**This charge covers all course material, lunches on each of the course days and at least two social events. Travel, accommodation and allied expenses are borne by the delegates.*

Learning Objectives



RISK IDENTIFICATION AND EVALUATION – CASE STUDY

Identify key risk exposures to an oil company's property.

MANAGING RISK BY "CONTRACT" – WORKSHOP

Understand and explain the different parties involved when producing a contract.



RISK MANAGEMENT LIABILITY AND CLAIMS

Identify the key elements that cause liability claims and how to handle them.

PROJECT RISK MANAGEMENT – CASE STUDY

Identify and understand the process and cost of developing a risk management project from start to completion.



BUSINESS INTERRUPTION – CASE STUDY

Understand and explain the complex analysis in a business interruption programme.

RISK MANAGEMENT IN FINANCING – CASEWORK EXERCISE

Understand and explain the use of risk finance for risk management and the various tools used.



RISK ASSESSMENT – A WORKING EXERCISE

Learn how to identify the risk exposures relating to different assets.



CYBER RISKS INSURANCE

RISK ASSESSMENT PRESENTATIONS

Delegates to demonstrate their knowledge of 'risks exposures'

Registration Form

Please indicate which course you would like to attend:



The Energy Insurance Diploma Course (Beginners)

February 10-14, 2020 (London, England)

July 6-10, 2020 (London, England)



The Energy Insurance & Risk Management Course (Intermediate)

May 11-15, 2020 (London, England)

October 5-9, 2020 (London, England)

October 24-27, 2021 (Dubai, UAE)



The Energy Risk Management Course (Advanced)

September 7-11, 2020 (London, England)

Complete and return this form to Sarah Verzola, Energy Course Facilitator at:

Post: Marsh Emirates Insurance Brokerage LLC. Energy & Power Practice. 10th Floor Al Gurg Tower 3, P.O. Box 14937 Dubai, United Arab Emirates

Email: sarah.verzola@marsh.com

Alternatively, complete this form online: Please visit our Energy Training Courses webpage to complete this form online: energytraining.marsh.com

CURRENT SKILLS

Please evaluate your current knowledge of the subjects listed in the table below using the following ratings:

1 = Very competent

3 = Would like more training

2 = Competent

4 = No knowledge of this subject

Knowledge of the energy industry

Basic principles of insurance

Energy insurance principles

Risk management principles

Command of English language*

Do you hold the CII Certificate of Insurance?

Yes

No

*All courses are conducted in English.

We will contact you if we believe the course you would like to attend is not suitable for your knowledge.

YOUR DETAILS

Delegate Name: (as it is to appear on your course certificate)

Company: (as it is to appear on your course certificate)

Job Title:

Address:

Post Code/Zip Code: Country:

Tel: Email:

INVOICING

Payment will be required upon receipt of our invoice. Payment must be made no later than eight weeks before the course starts, or immediately for bookings made within the eight weeks of the beginning of the course. If the address for the invoice to be sent to is different to the one given above, please state the address and to whom it is to be sent.

DISCOUNT

Substantial discounts from the gross price are available, subject to the following:

1. For confirmed bookings made three months before the start of the course 20% discounted price is applied.
2. If a company sends more than one candidate to any of the above courses the second/third candidate would be given a 20% discount.

Please read the terms and conditions and cancellation policy prior to submitting this form.

Conditions: Provisional bookings are accepted, but must be confirmed within 14 days by completion of a course registration form. Shortly after confirmation of the booking an invoice will be sent to you. Payment is required no later than eight weeks before the course starts, or immediately for bookings made within the eight weeks of the beginning of the course. The course cost is exclusive of VAT. We reserve the right to change details of the programme and speakers if the need arises. Whilst every effort has been made to verify the accuracy of the information presented at the course, neither Marsh Ltd nor its affiliates can accept any responsibility or liability for reliance by any person on this information.

Cancellations: Bookings may be cancelled at any time up to two weeks before the start of the course and a refund will be made, less a 20 percent administration fee. No refund will be made for cancellations made after that date, although a substitute delegate will be accepted at any time in place of the person booked. If Marsh has to cancel the event for any reason, a full refund will be made. Marsh Ltd accepts no liability if this event does not take place for whatever reason.

I agree to the Terms and Conditions YES

Date:

Signature:





Please return completed form to:

Sarah Verzola, Energy Course Facilitator at: Post: Marsh Emirates
Insurance Brokerage LLC. Energy & Power Practice. 10th Floor Al
Gurg Tower 3, P.O. Box 14937 Dubai, United Arab Emirates

Email: sarah.verzola@marsh.com

For further information please call Sarah Verzola on + 971 4 2129386



The Energy training was so well packaged that all I need to do when faced with a challenge is to refer to your notes. As a person, I found your people skill superb and how you connect with your audience just exceptional. You impacted positively on me and I say thank you.

*Nemwel Sing'ombe – Group Energy Risks And Reinsurance Manager,
Jubilee Insurance*

For further information, please contact your local Marsh office or visit our website at marsh.com

SARAH VERZOLA
Energy Course Facilitator Marsh Emirates
Insurance Brokerage LLC
Energy & Power Practice
10th Floor Al Gurg Tower 3
P.O. Box 14937
Dubai, United Arab Emirates
Tel: + 971 4 2129386
Email: sarah.verzola@marsh.com



Chartered

This is a marketing communication.

Services provided in the United Kingdom by Marsh JLT Specialty, a trading name of Marsh Ltd and JLT Specialty Limited (together "MMC"). Marsh Ltd is authorised and regulated by the Financial Conduct Authority for General Insurance Distribution and Credit Broking (Firm Reference No. 307511). JLT Specialty Ltd is a Lloyd's Broker, authorised and regulated by the Financial Conduct Authority for General Insurance Distribution and Credit Broking (Firm Reference No. 310428).

It is not legal advice and is intended only to highlight general issues relating to its subject matter. Whilst every effort has been made to ensure the accuracy of the content of this document, no MMC entity accepts any responsibility for any error, or omission or deficiency. The information contained within this document may not be reproduced. If you are interested in utilising the services of MMC you may be required by/under your local regulatory regime to utilise the services of a local insurance intermediary in your territory to export insurance and (re)insurance to us unless you have an exemption and should take advice in this regard.

Copyright © 2019 All rights reserved. August 2019 280720