

MARSH JLT SPECIALTY

MARINE & CARGO DIVISION

# Protection and Indemnity: Digital Services



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# Our Digital P&I Services

Marsh JLT Specialty is a leading broker of Protection and Indemnity (P&I) business. Our extensive engagement with the P&I market means we have in-depth expertise in all matters relating to P&I insurance, as well as access to a vast store of data on P&I premiums and claims.

*We provide clients data-driven advice and technical insights in an easily accessible format to support clients in making important decisions about their complex risks.*

We provide access to two unique digital services:

- **The Marsh JLT Specialty P&I Portal** is a comprehensive, user friendly online platform which consolidates information about the P&I market, including the advice and guidance published by the P&I clubs and is strengthened by our own P&I market knowledge and insights.
- **The Marsh JLT Specialty P&I Rating Engine**, our exclusive P&I premium modelling tool which uses **industry standard** actuarial and analytical techniques, enables us to calculate fair P&I premiums for our clients and provides a robust challenge to P&I club pricing when negotiating on your behalf.

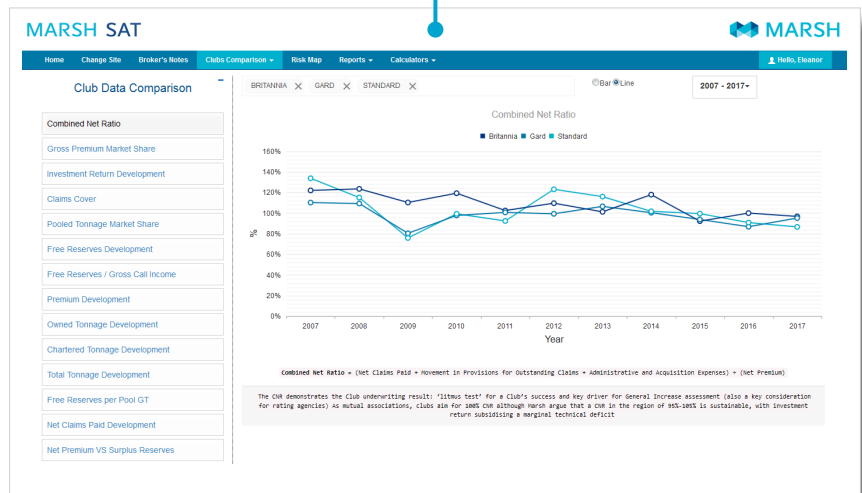


# Our P&I Portal

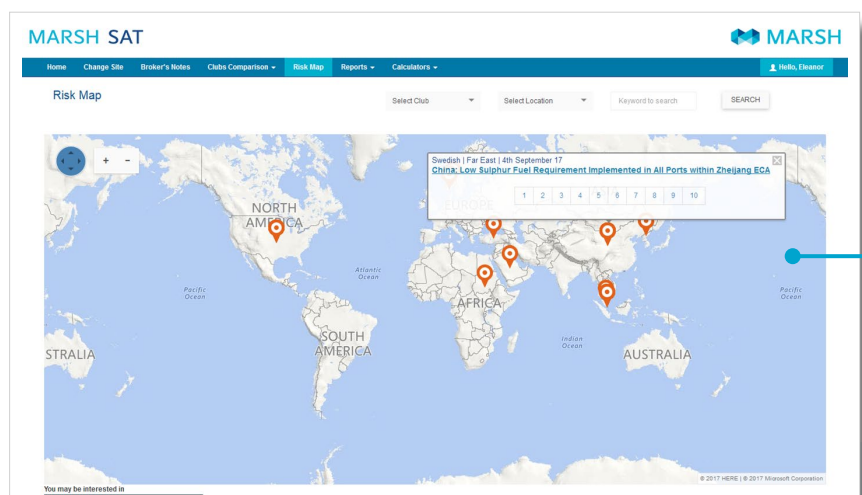
The **Marsh JLT Specialty P&I Portal** is available online to subscribers, and provides:

- **Broker's Notes:** Traditionally a hard copy booklet first produced by Marsh more than 20 years ago, the online version of Broker's Notes provides a varied range of technical information about the P&I market, including a brief overview of P&I and associated covers, details of the International Conventions that govern ship owners' liability and information about the P&I clubs themselves, such general increase histories, claims abatement policies and current release calls.

- **Club Comparisons:** Includes a brief summary of the key financial indicators for each of the clubs and enables subscribers to make comparisons between P&I clubs based on a range of financial data points.



- **Risk Map:** Accessible via a dashboard the ever growing compendium of P&I circulars displays the geographical location of the topic under report with an easy to use search tool by club, topic or date, or keyword.





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### Marsh Market Advisors

- On the Horizon: The Potential Risks of Drone Technology in Shipping, 29 Jun. 2017**  
Autonomous technology has paved the way for unmanned aerial systems and driverless cars, but could it soon be applied to the shipping industry? The possible uses of autonomous technology are expanding, from recent applications in unmanned aerial systems and driverless cars, to the high seas in the form of remotely controlled, or even fully autonomous ships.
- THE CHANGING TIME OF RISK: EXPERT PERSPECTIVES ON THE MARINE INDUSTRY, 21 Jun. 2017**  
The current turbulent and unprecedented environment in the marine industry has spanned a period of continuous change. Emerging trends in disruptive technology, human capital, and market demand have forced the industry to re-examine some of the basic assumptions that have driven traditional risk conventions. As a result, companies in this sector now need to look ahead at the emerging risks they are facing.
- Hull and Machinery Insurance Course Flyer 2017, 19 Mar. 2017**  
This three day course provides a broad understanding of the insurance issues associated with various types of commercial cargo vessels and offshore support vessels that require marine hull and machinery insurance. The course explores the insurance coverage available both in the London insurance market and other international marine markets.
- Duty of Disclosure and Fair Presentation, 28 Mar. 2017**  
If your insurance policy is governed by the laws of England and Wales, Scotland, or Northern Ireland please read this guidance note carefully, as any failure to comply with the duty of fair presentation and disclose material information to your insurer may adversely affect the validity of your insurance policy. If you have any questions, please do not hesitate to contact your usual Marsh contact in the first instance.
- Ports and Terminals Insurance Course, 01 Mar. 2017**  
This course provides delegates with a broad understanding of ports and terminals insurance and how it is placed in the insurance market. As well as exploring the contractual indemnities, delegates will also gain a broad understanding of the risk management practices, construction and operational insurance, losses and claims, cyber insurance, and environmental risks.
- Hull Insurance, 01 Mar. 2017**  
Hull and Machinery Insurance Course Flyer 2017

- **Reports:** Marsh Market Advisors, providing specific thought leadership, plus information on the most recent International Group Pool claims, a summary of the product offerings of the fixed premium P&I insurers and an index to the P&I club rule books.

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### Limit of Liability Calculator

[Clear](#)

**International Conventions Liability Calculator**

GT of vessel:  Tanker:  Passenger/Vessel:

Exchange rate - 1 SDR\*:  Hull:  Number of Passengers:

Number of Vehicles:

\* Click here for SDR/USD rate

**Convention on Limitation of Liability for Maritime Claims (LLMC)**

	1976 Limits		1996 Limits		Amended 1996 Limits*	
	SDR	USD	SDR	USD	SDR	USD
Injury/Loss of Life	15,574,000	17,709,934	36,400,000	41,532,400	54,964,000	62,713,924
Passengers (if applicable)	0	0	0	0	0	0
Property	7,593,500	8,664,193	18,200,000	20,766,200	27,482,000	31,356,962

- **Limit of Liability Calculator:** Allows subscribers to calculate vessel exposure according to International Convention.

# The Marsh JLT Specialty Rating Engine

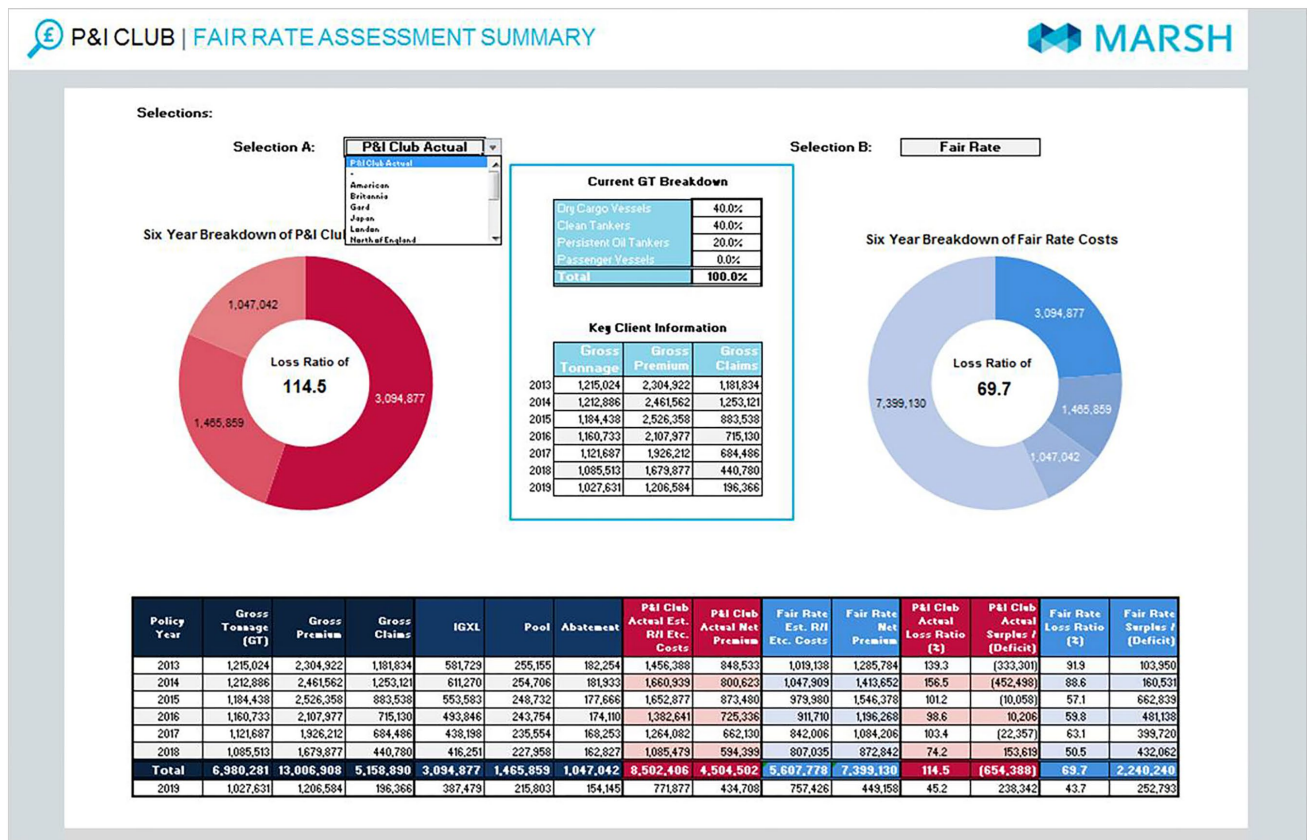
The **Marsh JLT Specialty Rating Engine**, a proprietary P&I premium modelling tool available via your normal Marsh contact, helps clients to navigate what many see as a paradox of the modern P&I market:

*How is it possible that the collective surplus funds of the International Group clubs have risen exponentially in recent years while most club members are told that due to “costs” their business only breaks even (or worse)?*

Our Rating Engine provides a forensic analysis of P&I club underwriting costs and claims reserving, enabling us to restate our clients’ P&I loss records through an objective methodology, while calculating fair rates for our clients’ P&I entries.

## The Marsh JLT Specialty Rating Engine:

- Is a unique **P&I premium modelling tool** that has been built using insurance industry standard actuarial and analytical techniques.
- Provides a **reliable independent analysis** of all components of a P&I premium.
- Is **customisable** according to individual P&I club rating structures.
- Enables **true comparisons** between the premiums charged by different P&I clubs.
- Provides a **technically sound challenge** to P&I club pricing.
- **Empowers negotiations.**



# Our Global Marine Practice

Marsh JLT Specialty's Global Marine Practice has over 700 colleagues in 26 offices globally providing an international service, risk management, and placement proposition for international and regional ship owners' regardless of their location. With approximately US\$4 billion in premium placed on a combined basis in 2018, we have the strength and depth to better serve our clients in the insurance transaction. Our team deals with all Maritime sectors including ship owners, contractors, ports, financiers, and cargo owners for all types of manufactured goods or commodities. This significant breadth of experience allows us to draw across the whole industry and bring insights, knowledge and expertise, and advice to our clients over and above brokering insurance.

## Contacts

For more information or to request a demo, please contact us at [pandiportal@marsh.com](mailto:pandiportal@marsh.com) or speak to one of our colleagues:

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