

MARSH JLT SPECIALTY

AVIATION PRACTICE

SUPPORTING YOUR AVIATION LEASE/ FINANCE OPERATIONS




Our Solution for the Risk You Take

If your financial institution leases or finances aircraft and engines to others, it faces multiple risks. If you run into a problem, it can be extremely expensive and time-consuming to rectify. We can help you face these challenges.

Companies have differing appetites for risk retention, and it is worth considering the following question: Is it better to explain to your stakeholders how you protected your balance sheet ahead of a potential loss, or risk having to explain to them afterwards why it was deemed preferable to self-insure?

We will work with you to identify your exposures, define your risk appetite, then design a variety of insurance options that meet your specific needs.



8 of our clients have fleet portfolios worth over **US\$5**

Getting the Right Cover

Using our extensive lease/finance market experience, we are able to deliver insurance programmes that provide our clients with the specialised coverage they need.

Examples of such coverages include:

- Contingent hull.
- Contingent liability.
- Possessed hull.
- Possessed liability.
- Repossession expenses.
- Aircraft products liability.
- Total loss only.
- Technical records.
- War and allied perils.
- Alternative deductible options.

Competitive Premiums

Our large and diverse lease/finance client base means we are continually placing these risks in the marketplace. The insight this gives us means we are always ready to capitalise on the latest market developments for the benefit of our clients – particularly during renewal negotiations with underwriters.

Furthermore, we have created an aviation lease/finance placement facility, which is specifically designed to serve the needs of this industry and maximise the competitiveness of the premiums we negotiate on your behalf. For example:

- Supporting insurers are automatically bound at between 5 and 10% premium differential to the placement leader.
- Coverages can be purchased on a modular basis, so you only pay for the coverage you want.



Marsh JLT Specialty designed insurance facility meets the specific needs of this industry.

Our Aviation Lease/Finance Facility

Beyond achieving premium savings, our aviation lease/finance placement facility also provides clients with the following features and benefits:

- Insures hull values up to US\$300 million.
- Insures liability limits up to US\$2 billion.
- Worldwide territory.
- Flexibility of 3 alternative lead insurers.
- A faster placement process.
- Less risk associated with the placement process.
- Broader cover.
- Simplified claims process.
- “Cushioning” against individual poor loss records.

Contractual Assistance

Formulating well-worded indemnity and insurance provisions can be critical in limiting and transferring your exposures.

We have has one of the world's most experienced contract advisory teams, to support you through contractual negotiations. We can review your insurance and indemnity-related contractual requirements and make recommendations on how to better protect your interests.

Our team reviews and provides advice on over 4,000 contracts per year.



Marsh JLT Specialty can help you:

- **CONTROL** your risk.
- **REDUCE** your workload.
- **IMPROVE** your overall risk profile.

Policing and Issuing Certificates

We can work with an aircraft operator's insurance broker to facilitate the issuing of necessary insurance certification. Then at each subsequent annual renewal of the operator's policy, we can chase their broker for the appropriate updated certification.

In addition, at your request, we can evidence your insurance coverages to third parties with speed and accuracy. In fact, we have experience in issuing over 20,000 certificates of insurance every year.

Claims Advocacy

Getting your claims paid quickly is fundamental; it's the reason for buying insurance and the most important aspect of the service that a broker can provide. That's why we place one of the largest aviation claims broker teams in the world at your disposal.

We can provide you with a wealth of experience and advocate on your behalf with insurers, claims adjusters, third-party loss adjusters, law firms, and any other claims intermediary.

We help to deliver:

- Smooth transition of open claims.
- Simple claims reporting guidelines.
- Training for your employees.
- Detailed loss experience statistics.
- A review of your claims-handling process (including lawyer and loss adjuster assessment).



Marsh JLT Specialty provides extensive claims experience, having

**MANAGED MANY OF THE
WORLD'S LARGEST AVIATION
LEASE/FINANCE LOSSES.**

Educating Our Clients

By sharing our insurance expertise we empower you to make better-informed decisions. We offer an annual three-day training seminar, which brings you the best of us, as well as expertise from aviation law firms, surveyors, and underwriters – and the cost of the course itself is waived for our clients and future clients.

In addition, we can deliver both general and tailored onsite training, webcasts, and seminars. Finally, given the size of our client portfolio and the various analytical tools available to us, we are able to provide useful aggregated and anonymised data regarding coverage, rates, etc.

Political Risk Solutions

International aviation lease/finance companies may face unstable political and social environments when trading in certain countries. We have extensive experience with this issue and provides you with access to our global network of professionals who can help protect you against such potential financial losses.

For example, we can obtain cover for:

- Equity invested.
- Loans made.
- Physical damage to inventory/assets.
- Loss of revenue.
- Future profits.
- Performance, retention or advanced payment bonds.
- Contractual obligations (payment and/or performance) particularly of government-owned customers, suppliers or partners.

Marsh & McLennan Companies (MMC) was recognised in 2018 by *Business Insurance* as the

**WORLD'S LARGEST
INSURANCE BROKER.**

Marsh JLT Specialty's Global Support

We provide risk management advice and insurance on a wide variety of risks, in order to create a seamless insurance programme for a bank or financial institution.

We have a global network of 400 offices in 130 countries, enabling you to transact business in nearly every country in the world. For the vast majority of these, we can provide expertise on local laws, regulations, and business practices.

MARSH JLT SPECIALTY

For further information, please contact:

DARIO MULAS DEBOIS
Senior Vice President, Aerospace
Office: +44 (0)20 7357 5373
Mobile: +44 (0)78 2449 9759
dario.mulasdebois@marsh.com

SARAH PORGES
Senior Vice President, Aerospace
Office: +44 (0)20 7357 5636
Mobile: +44 (0)78 2336 0741
sarah.a.porges@marsh.com

CRAIG ROBERTS
Vice President, Aerospace
Office: +44 (0)20 7357 1945
Mobile: +44 (0)75 8580 3120
craig.roberts@marsh.com

This is a marketing communication.

The information contained herein is based on sources we believe reliable and should be understood to be general risk management and insurance information only. The information is not intended to be taken as advice with respect to any individual situation and cannot be relied upon as such.

Marsh Ltd is authorised and regulated by the Financial Conduct Authority. Marsh JLT Specialty is a trading name of Marsh Ltd.

Copyright © 2019 Marsh Ltd All rights reserved

GRAPHICS NO. 19-0023a