



Gallagher Energy Practice Australia & New Zealand

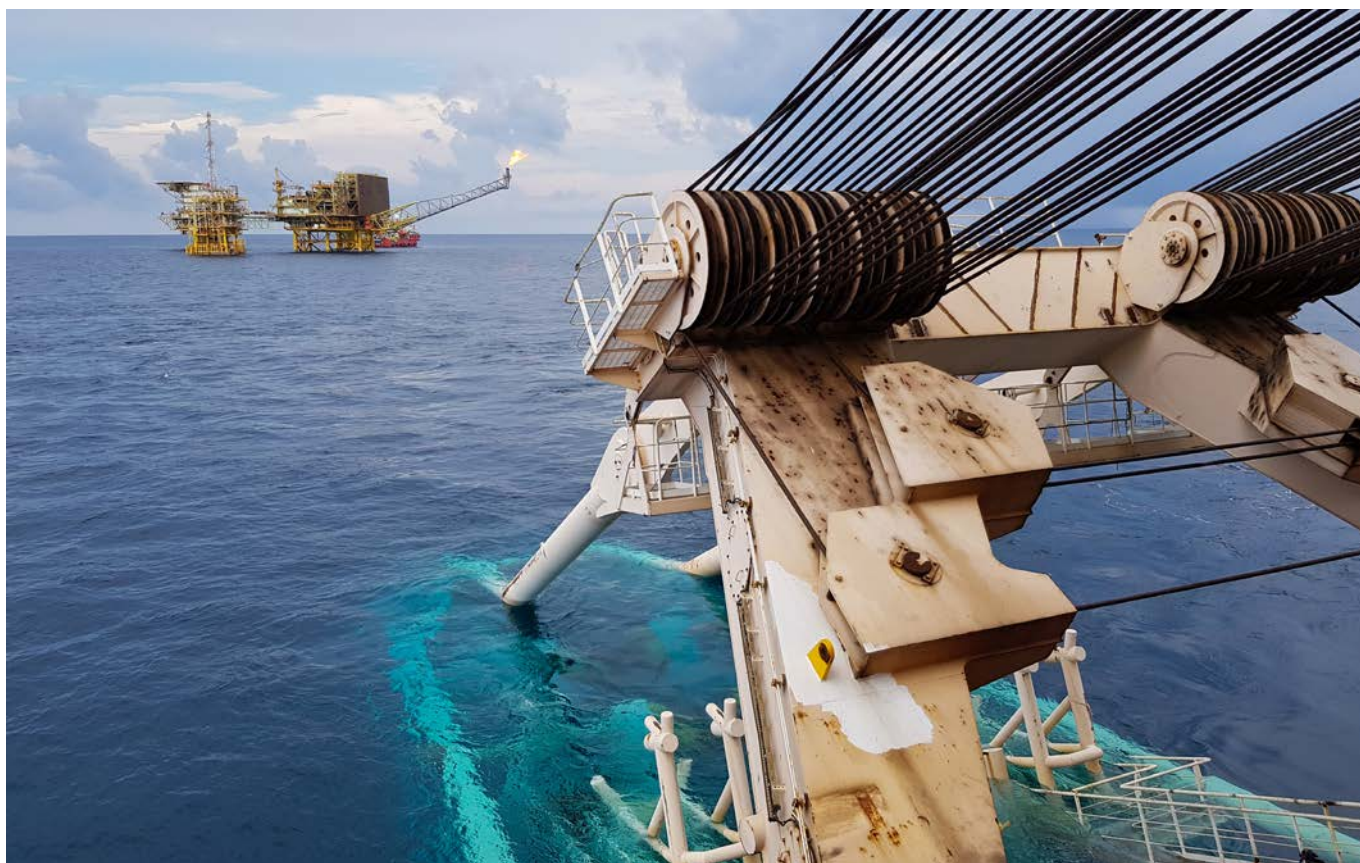
Tap Gallagher's regional and
international energy expertise

ajg.com.au/energy



Gallagher

Insurance | Risk Management | Consulting



Why partner with Gallagher?

Partner with an insurance provider with deep understanding of the industry and the capacity to meet the full range of energy sector needs, from exploration to decommissioning and mergers and acquisitions.

Gallagher Energy operates from a number of locations globally and is represented by major hubs in the Australia, New Zealand, Asia, Europe, Africa and Americas areas. Our energy sector experts are familiar with the complex challenges and changing conditions in exploration, production and distribution of energy sources, and we have the ability to secure optimum solutions.

Our goal is to support long-term growth and success for your business.

Global capacity supported by local service delivery

From discovery to decommissioning, it's experience that counts.

Whether your objective is to de-risk the balance sheet, enter a new market or prepare for the unexpected, Gallagher's energy practice can help you do more than just transfer risk.

The Gallagher Australia New Zealand team leverages both domestic and international relationships which, combined with bespoke policy wordings and financial products, ensure that our clients receive beneficial terms and conditions – because we know who to approach and when to approach them.

*Gallagher provides insurance to 7 of the
world's 25 largest energy companies*

Forbes, World's Biggest Energy Companies 2016

Gallagher's Australia and New Zealand energy insurance offering

In Australia and around the world, Gallagher services some of the largest energy insurance placements in the market. We're flexible and adaptable, with extensive experience in developing and placing programs for standalone or niche exposures.

Our experts constantly monitor regulatory and legislative changes that have implications for the energy sector, and we work with the industry and regulatory bodies to ensure understanding and compliance.

We also collaborate with our international practice hubs to deliver advice and assistance on program structures, placement, implementation and management of client accounts.

One of our key capabilities is providing interpretation and advice on policy wordings. The policies we craft can help energy corporations de-risk, increase market share and enter new markets, as well as providing a competitive edge to assist our clients in achieving commercial objectives.

Gallagher's services include

A team of specialists who work with your business

Our senior 'big risk' practitioners are on hand to provide proactive advice and support your business 365 days a year, not just at renewal time.

Tailored solutions that respond to what you need

We utilise bespoke policy wordings which give our clients the broadest cover available, and provide layering and mosaic placement options as necessary.

Access to specialised market facilities

Including the Australian Petroleum Exploration Insurance facility (APEX), as well as international energy insurance providers. Gallagher also provides a customised reinsurance service.

Priority claims service

Gallagher provides demonstrated strength in claims handling, both in Perth and London, with relevant experience third party liability and first party claims.

Team of

100+

international energy experts

We service

400+

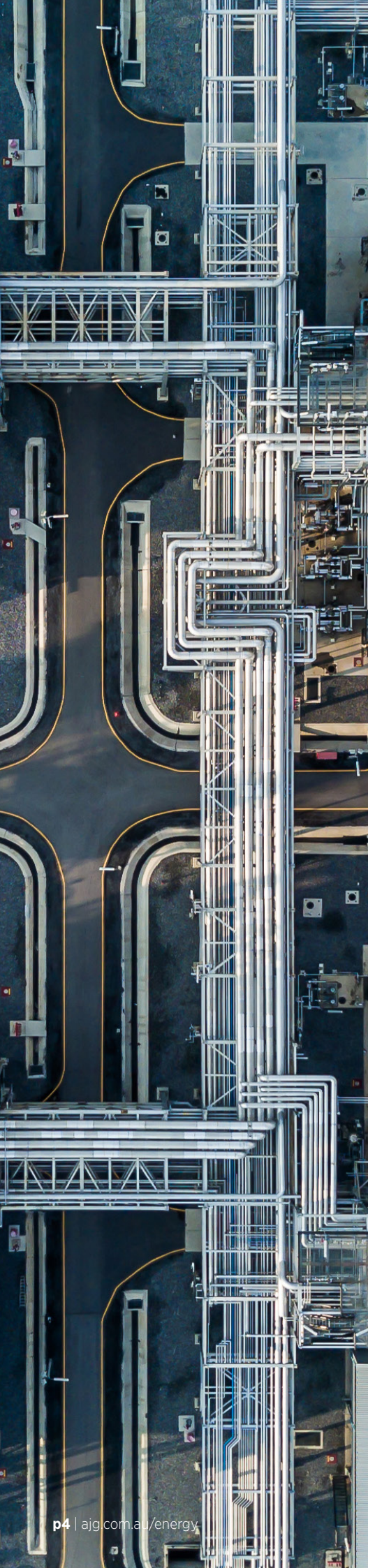
clients across six continents

Our clients operate across

20

unique energy subsectors





Access to international markets, informed placements, competitive terms

Gallagher's Australia and New Zealand energy experts work with their counterparts operating out of our Singapore, London, Calgary and Houston practice hubs to achieve solutions and placements, while handling all aspects of our clients' business at a local level.

We adopt a customised approach using a combination of quantitative modelling and relevant qualitative factors for each client in order to deliver a tailored product and risk management solution. With a range of underwriting facilities with insurers committed to offering highly competitive terms and alternative policy wordings, we are able to continually test the parameters of available coverage.

Comprehensive industry insurance coverage

Services

- upstream
- midstream
- downstream
- renewables
- cross class
- risk consulting.

Specialist Areas

- upstream energy market
- onshore and offshore exploration
- oil and gas production, supply and distribution
- CSG/CBM exploration and production
- hot rock and geothermal drilling
- LNG plants
- onshore and offshore pipelines
- contracting to the oil and gas industry
- petrochemical plants
- construction of any of the above facilities.

Products

- business interruption
- loss-of-revenue and loss of hire
- cargo and marine cargo
- construction insurance including delay in start-up (DSU)
- control of well/operator's extra expense
- cyber risks
- environmental impairment liability insurance
- full political violence cover including terrorism, sabotage and war
- machinery breakdown and defective design
- natural catastrophe cover
- political risks and fair/unfair calling of bonds
- property damage insurance
- protection and indemnity cover
- renewable project performance guarantee
- third party/excess liabilities
- decommissioning liabilities
- weather derivatives cover.

The Gallagher Difference

- We promote a partnering attitude not only with clients, but with supporting insurers, encouraging stable, long-term involvements.
- We address the market proactively, creating placement tools that provide benefit to our clients, such as specialised market facilities.
- Along with independently reviewed bespoke policy wordings, these facilities offer our clients market capacity with beneficial terms and conditions and the broadest possible cover.



Upstream

Gallagher's energy team has significant and recent experience in working with upstream energy clients. This includes assisting them with the preparation and execution of a marketing program, both in Australia and abroad. We also have a number of relationships for arranging engineering surveys, valuations and other specialist services.

Operational insurance

Gallagher has arranged cover for some of the world's largest offshore construction projects. Our clients include exploration and production companies, drilling contractors, oilfield service companies and integrated energy companies. Our specialists' experience ranges from arranging and managing insurance programs on behalf of independent companies through to representing some of the largest oil and gas companies operating globally.

Decommissioning

Gallagher has nearly 20 years' experience pioneering and developing solutions for decommissioning, including security enabling licence holders to demonstrate that they have the financial capability to dismantle and remove the property, and offshore dismantling and removal projects policy wording supported by underwriting capacity committed to this specialist risk category.

Globally Gallagher has placed USD

\$175m+

premium in recent exploration activities

Midstream

Gallagher's energy division has access to competitive rating, coverage and no requirements for surveys or engineering. We accept declarations with asset values up to a set limit on any one item, with additional coverage limits applying in addition to the asset value limit.

There are no sub-limits for wind, earthquake or flood and no separate retentions. We also provide resulting business interruption coverage. A streamlined underwriting process reduces administrative burden and enables prompt claims handling.

Downstream

Construction insurance

Gallagher Australia New Zealand specialists have extensive experience in the energy sector working on joint venture projects. They are supported by a 50+ international team of experts based in London, Calgary and Houston who specialise in construction risks and who have more than 20 years' experience with both offshore and onshore projects. We are currently placing construction all risk (CAR) policies for Total, Repsol and BP-operated projects that involve a number of joint venture partners.

Operational insurance

Our downstream expertise in the oil, gas and petrochemical sectors encompasses

- gas plants
- refining
- petrochemical plants
- liquefied natural gas
- infrastructure and utilities
- pipelines.



Renewables

Gallagher has significant experience with placing and managing insurance for solar, wind, hydro, bio energy and bio mass projects. Our portfolio includes large and complex construction projects, advisory experience to principals and contractors and project placement in Australian and European markets.

The team provides clients with a comprehensive project lifecycle service from conception, development and construction through to successful operational completion and maintenance.

At all times we are committed to working cooperatively with the project team, the contractor, lenders and all other stakeholders to deliver

- global benchmarking data
- detailed understanding of traditional and emerging risk exposures
- risk management issues and trends
- innovative program design and alternative structures
- emerging insurer markets and market intelligence.

Cross class

We work as a strategic partner alongside our energy sector clients across the entire energy project lifecycle and beyond. Gallagher offers a range of services across multiple disciplines and risk categories including

- accident and health
- alternative risk transfer
- aviation
- captive management
- credit and political risks
- cyber
- directors and officers' liability (D&O)
- employer's liability
- environmental
- marine
- mergers and acquisitions
- professional indemnity
- travel
- warranties and indemnities.

Placed insurance for
50,000_{MW+}
of IPP construction in recent years

Advised on and placed
6000_{MW}
of IPP renewable power capacity
in 25 countries since 2013

Consultation, analysis and advisory services

Gallagher's bespoke approach to client requirements involves three key steps to ensuring the insurance solution meets current and future needs, and meets compliance regulations for operations within Australia and overseas jurisdictions.

1. Contract analysis

A client's contractual regime can have a significant effect on the terms and conditions of the insurance policy under consideration. We liaise with our clients to assess contractual exposures and potential issues in order to provide advice based on relevant draft contract provisions such as liability, indemnity and insurance clauses.

2. Placing the risk – Critical steps

The required information relating to most oil and gas risks is significant. It is critical that clients work closely with their insurance broker to ensure relevant information is presented to the most effective format, with selecting appropriate insurers and timing a critical element to achieving the best results.

Early engagement enables us to identify the most effective steps to streamlining this process. Our client-facing account executives' active involvement in negotiations with underwriters ensures that the information our clients provide is presented positively.

3. Policy review

Policy wordings relating to energy insurance contracts are highly complex and specialised documents, but this often only becomes apparent in the event of a loss. Gallagher's team of energy specialists carry out detailed analysis of the policy wordings for our clients.

By recommending realistically achievable improvements, we ensure our clients are well positioned in the event of a loss. Wording reviews can be expanded to identify the key steps required to ensure compliance with critical policy provisions such as warranty and due diligence clauses.

Gallagher's risk consultancy services include

- market intelligence including underwriting capacity and loss data
- premium benchmarking
- risk retention analysis
- loss scenario modelling
- captive support
- Oil Insurance Limited advisory support (OIL)
- risk financing consultancy.



Added value

Workplace risk & workers' compensation

Our workplace risk and workers' compensation team formulate expert projections of what the rapidly changing workplace landscape means for employers. We apply new perspectives and insights to help our clients respond appropriately, develop seamless risk mitigation programs and position themselves to achieve long-term improvements in safety and productivity.

Trade credit

Trade credit is essential to meeting working capital requirements. Gallagher can help businesses mitigate credit risk exposure by using trade credit insurance to access the risk transfer market, preserving profits and protecting liquidity and shareholder interests, and providing security to financial institutions.

Cyber security

Sensitive information about clients and employees provides cyber criminals with tools for tricking, stealing or extorting money from individuals and organisations, or disrupting major utilities and services.

To safeguard and limit the damage in terms of financial compensation, Gallagher has developed a suite of cyber protection insurance products and mitigation strategies.

"I was really pleased with the job Gallagher has done on the 2017 Horizon insurance package renewal – first-class result and fully justifies the switch from another provider.

The insurance is very important to our strategy because it reduces volatility (especially the loss of production income) and promotes stability. You will see this as an important theme in our latest investor presentation."

Brent Emmett, Chief Executive Officer, Horizon Oil Limited

Gallagher Energy Australia New Zealand's clients include

- Alinta
- AWE
- Boco Rock Windfarms
- Centennial Coal
- Horizon Oil
- Karoon Gas
- Jadestone Energy
- Roc Oil
- Tamarind Resources
- TAG Oil
- Triangle Energy.





Claims: effective resolution is our goal

Gallagher delivers very strong claims service worldwide. In Australia and New Zealand we have relevant experience of third party liability and first party claims with both onshore and offshore clients. We have also had significant experience with claims in different parts of the world.

Our claims executives are aligned to local brokers and branches to ensure strong local relationships, but our claims management processes draw on a single team of experts to get the best results for our clients. Our processes are designed to provide client advocacy when it is needed and to avoid duplicating insurer costs.

We monitor insurer performance on our clients' behalf

Regular consultation with our clients ensures they remain updated on the status of their claims in terms of mitigation and rectification costs, information required by the insurer, expert reports and the avenues of subrogation being pursued, as well as the adequacy and timeliness of insurer response.

Benefits to our clients include

- Leveraging relationships in the insurance marketplace to achieve the optimum result from any claim negotiation
- Advice that dovetails with clients' strategy – our claims professionals work closely with the broking and account management team at every stage of the claim lifecycle, acting as an extension of your own in-house team
- Ensuring momentum is maintained by being actively involved throughout the claims process
- Claims workshops to assist your team with identifying and outlining notification requirements and processes.



The Gallagher Australia New Zealand Energy Team

Gallagher Energy Australia New Zealand's highly experienced energy brokers are long-term complex risk insurance professionals with expertise across one or more key specialties.



Ryan Mansom

*National Practice Leader,
Oil & Gas, Australia New Zealand*

P: +61 8 6250 8460

M: +61 417 348 091

E: ryan.mansom@ajg.com.au

With more than 27 years' experience in insurance and 18 in the energy sector, Ryan has access to international market connections, and experience with major placements and claims settlements.



Teagan Musgrave

Account Manager, Energy

P: +61 8 6250 8464

M: +61 466 382 042

E: teagan.musgrave@ajg.com.au

As part of the team who started our Canadian operations, Gallagher Energy Risk Services, Teagan has worked on major exploration and production accounts. Teagan relocated to Australia in 2015 and brings expertise that ensures quality service delivery.



Louise Sullivan

Assistant Account Executive, Energy

P: +61 8 6250 8469

E: louise.sullivan@ajg.com.au

Starting her insurance career in Ireland, Louise offers another direct contact point to all of our clients as well as being an expert in preparing policy documentation, certificates and reports.



Terina Mathews

Account Manager, Energy

P: +61 8 6250 8397

M: +61 438 966 633

E: terina.mathews@ajg.com.au

Terina began her career in underwriting on a variety of classes, servicing top 10 brokers in WA. In 2003, she moved into broking for an international brokerage in mining and construction, and then transferred into the oil and gas division. She specialises in the transfer of risk from balance sheet, and assists in the mitigation of risk within contractual and indemnity provisions. Terina creates strong relationships with insurers, clients, key partners and stakeholders.



Vera Chandra

Account Manager, Energy

P: +61 2 9242 2018

M: +61 407 955 693

E: vera.chandra@ajg.com.au

Vera has provided support to high profile accounts such as Shell, CBA, AGL, Elgas, Sydney Gas, Felix Resources, IHG, Alinta Energy and Centennial Coal, and has specialised in the energy industry for the past 12 years.



Lily Tjahjadi

Assistant Account Executive, Energy

P: +61 2 9242 2091

E: lily.tjahjadi@ajg.com.au

Lily commenced her insurance career as a claims assistant with Gallagher Bassett. In 2016 Lily moved into a broking role with Gallagher, supporting the Professional Associations team. She recently joined our energy team, working closely with Vera Chandra. Lily brings a strong servicing background and is secondary point of contact for our clients.

The Gallagher Difference

A client-led approach

A values-led culture

We'll fight for what's right

Creating tomorrow's solutions, today

Who we are

Gallagher is one of Australia's – and the world's – largest insurance broking and risk management companies. We're the broker of choice for more than 100,000 Australian businesses – from micro-SMEs through to multinational corporations and iconic brands.

With 30+ regional and metropolitan branches across Australia, we understand local business communities because we're part of them ourselves.

Globally, the Gallagher network of 950+ offices in over 45 countries enables us to leverage relationships with international insurance partners to create programs that achieve claims outcomes beyond the scope of many other brokers.

We're an ethical business, and proud of it

Gallagher has been recognised as one of the World's Most Ethical Companies by the Ethisphere Institute, a global arbiter of ethical business practice, since 2012, the only insurance broker in the world to achieve this distinction.

This recognition underscores Gallagher's unwavering commitment to ethical business practices and is validation that our enduring core values and corporate culture are true differentiators and provide a competitive advantage in the marketplace.

GLOBALLY

100+
insurance and risk
management solutions

1987
NYSE listed

#435
Fortune 500 company in 2019

950+
offices in more than 45 countries
150 network partner countries

AUSTRALIA

100,000+
Clients

30+
Metro and regional locations

1000+
Professionals

GLOBAL REACH

Asia
Australia

Canada
Caribbean

New Zealand
South America

UK
USA



ajg.com.au/energy | **Helping businesses face their future with confidence**