

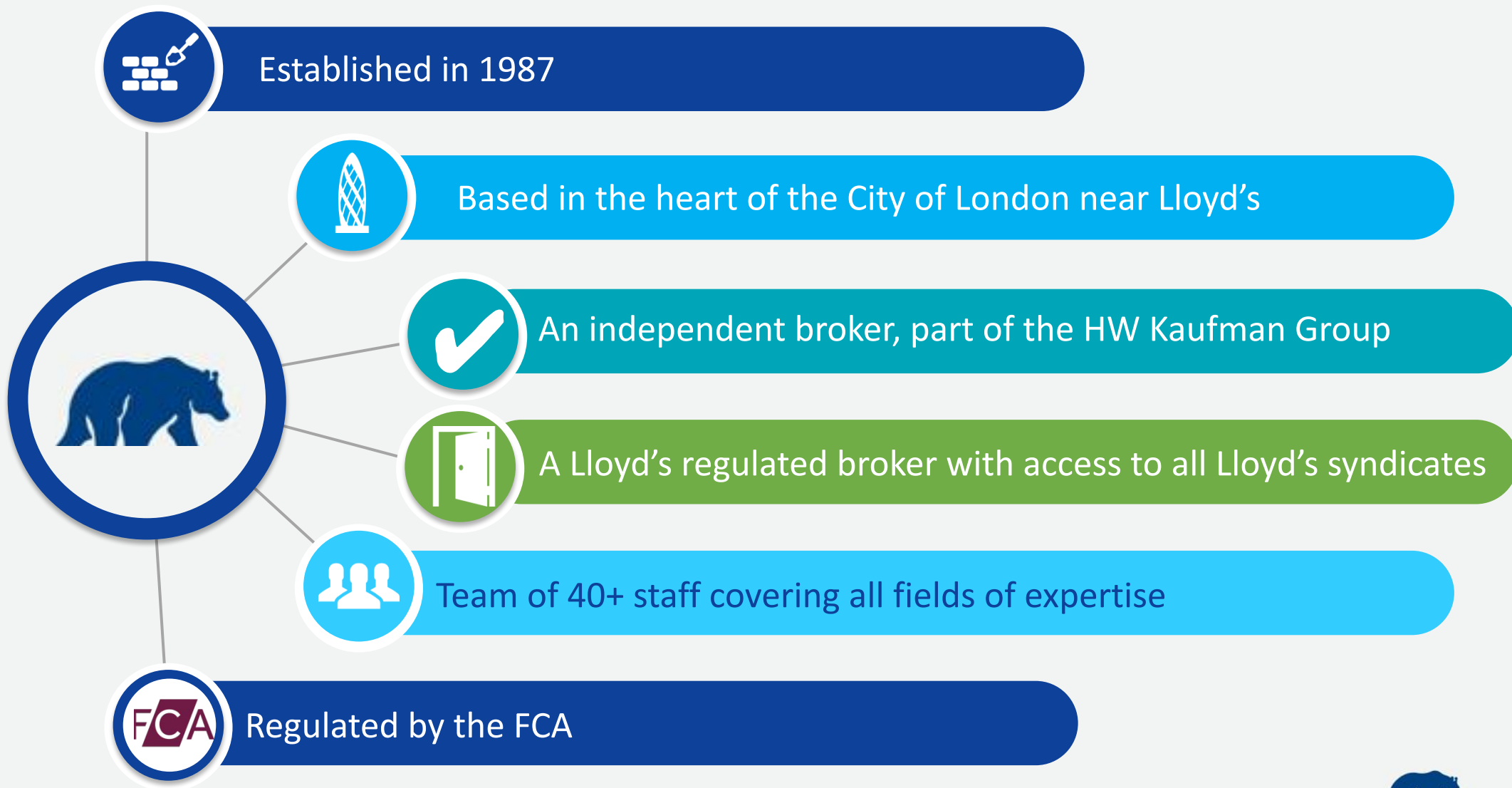


LOCHAIN  
PATRICK  
INSURANCE BROKERS

Broker at LLOYD'S

**STRENGTH IN DEPTH**

# Who We Are



# Our People

We are 40 people.  
**17** have been  
with the company  
more than ...

**10 Years**

**6** of us have been  
with the  
company more  
than ...

**25 Years**

We have **5 claims**  
**specialists** with a  
combined  
experience of over  
...

**100 Years**

Plus a further **12**  
**brokers** deliver  
a combined  
experience of  
over ...

**250 Years**



# What We Do



# About Us

01.



An unbroken 30+  
year record of  
profitability

02.



We handle US \$100million of  
annualised premiums with all client  
monies protected in a Non Statutory  
Trust

03.



We have clients in  
more than 30  
countries

04.



We place insurance on  
assets valued in excess of US  
\$40billion

05.



We arrange the  
insurance on more than  
4,000 vessels





# Our Markets



**Lloyd's 55%**

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**London & Other  
Markets 45%**

# Areas of Expertise



Hull & Machinery  
& associated  
interests



Loss of Hire



War Risks , Kidnap  
& Ransom



P & I / Marine  
Liabilities



Cargo Owners,  
Shippers, Receivers  
& Traders



Contractors &  
Mobile Plant  
Owners



Energy



Yachts



Project Cargo/Stock  
Throughout



Equipment  
Owners &  
Operators



Port & Terminal  
Operators &  
Transportation



Shipbuilders &  
Repairers



Fine Art & Specie



Political Risks &  
Terror



Cyber Insurance

# Claims Handling

Dedicated in-house  
claims handlers  
delivering a 24/7 service

Our claims team will  
support and guide you  
through every step of  
your claim

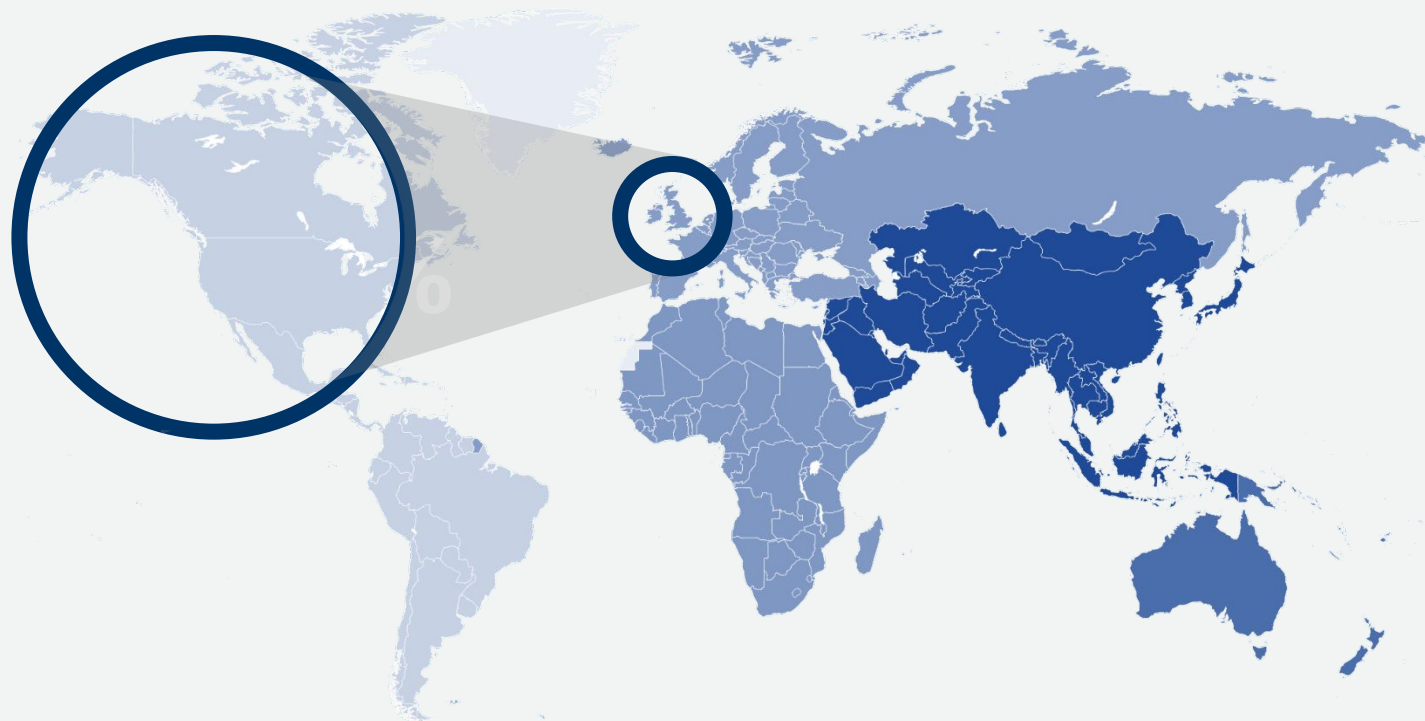
We are tenacious in  
pursuing your claim and  
take great pride in the  
service we deliver

Expertise in all areas  
of our business





# HW Kaufman Group



50 offices in USA plus  
offices in Canada and 1  
other Non-marine  
Lloyd's broker in UK



Joined Kaufman  
Financial Group August  
2014



KFG handle more than  
US \$2bn premiums  
annually



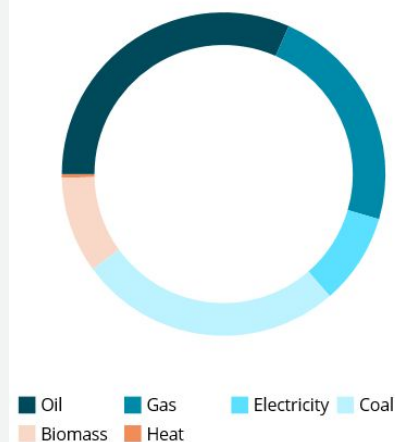
# Energy



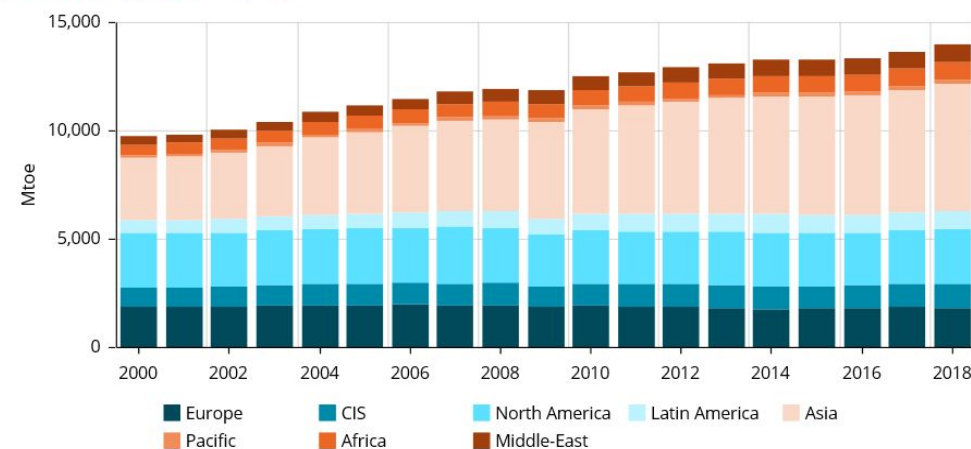
# Global Energy Trends

- Since 2000, energy consumption globally has increased by almost 50%. Spurred by the sustained economic growth and rising demand, China has been the world's largest energy consumer since 2009.
- Chinese & India energy consumption posted its highest growth since 2012, mainly driven by power generation, strong industrial demand and increasing transport fuel consumption encouraged by a growing vehicle fleet.

Breakdown by energy (2018)

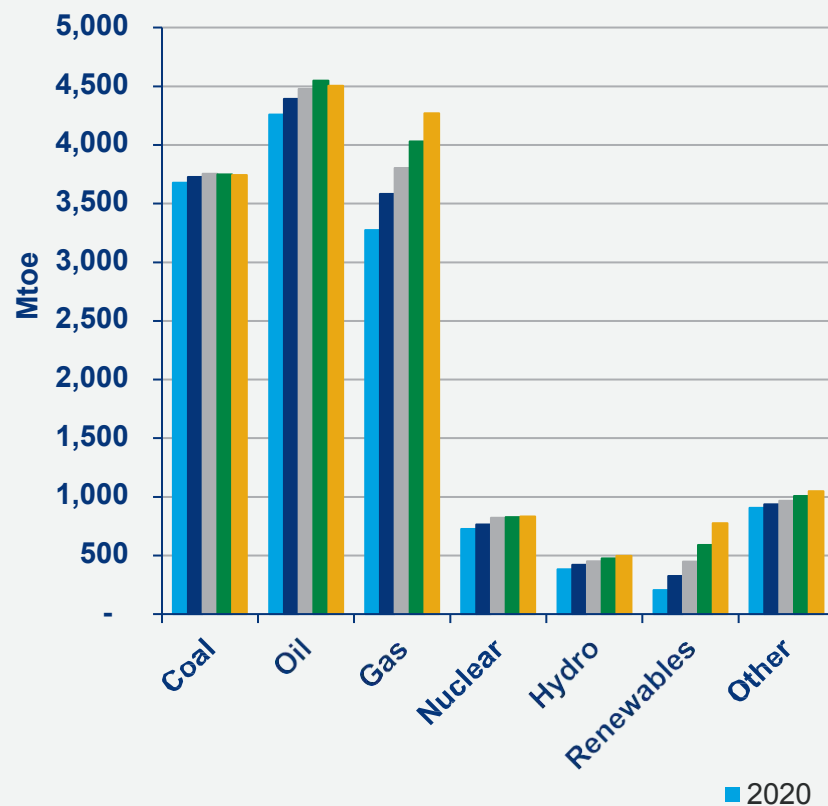


Trend over 2000 - 2018

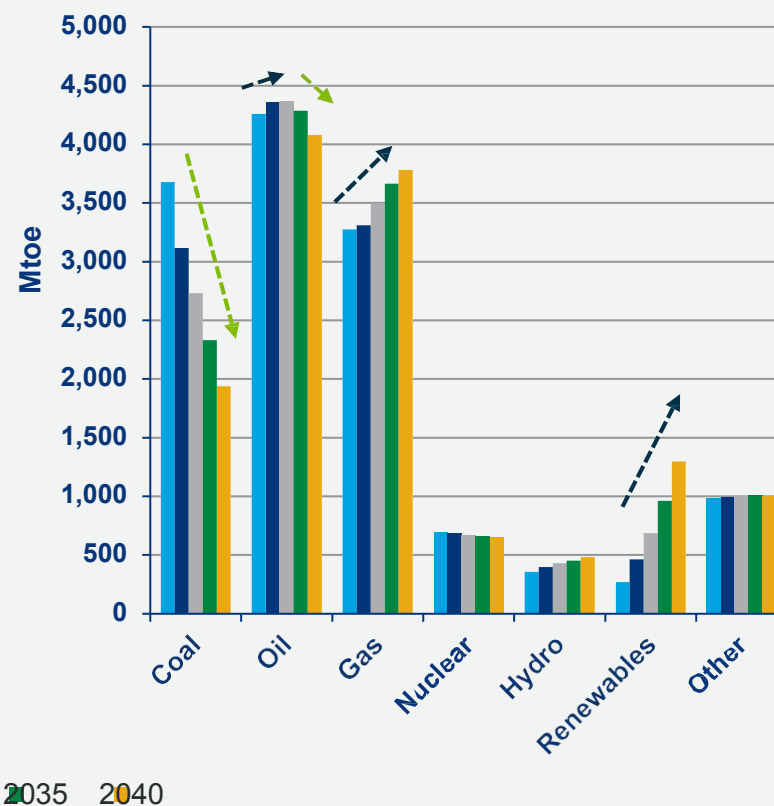


# Energy Mix Outlook

WM base case energy mix

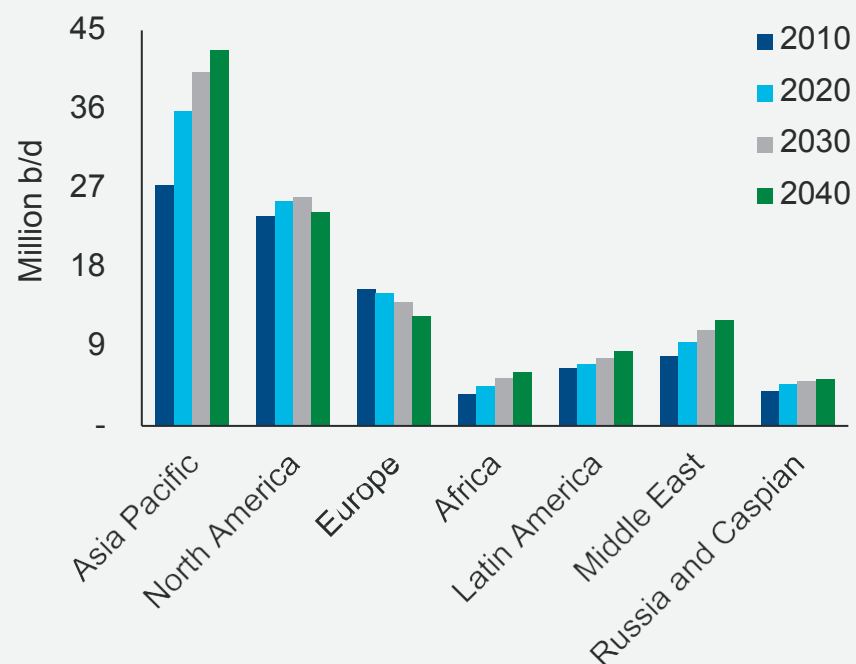


WM carbon constrained scenario

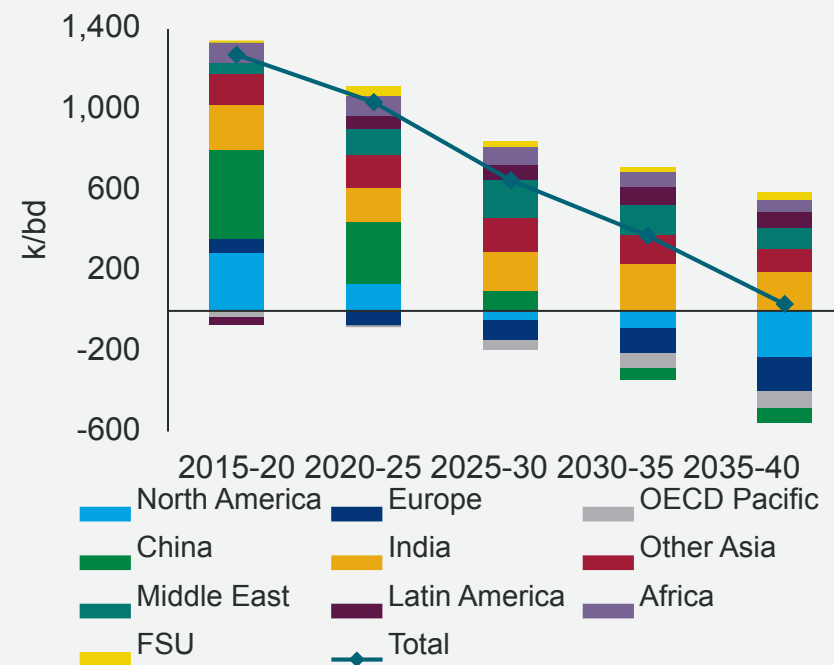


# Global Oil Demand

Global oil demand by region



Annual average growth by region





# Energy Takeaways

- The Energy Transition is a mega-trend, but its pace of adoption is dependent upon pace of technology development and adoption
- Oil demand growth continues in the medium term, as passenger cars represent only around a quarter of oil demand.
- Oil remains the largest fuel till 2040– with gas eclipsing coal by the 2030.
- OPEC needs to extend its production restraint for a year or so to balance the oil market before slowing US tight oil supply growth re-establishes the greater role of OPEC.
- Meaningful and Significant CAPEX will be allocated to Renewable energy and will be diverted once the ROE improves.



# So how can Lochain Patrick support the growth of our Producing Broker ?



# Expertise in Energy Packages -

## Upstream -

- Control of Well and Operator's Extra Expense, including Redrilling, Restoration and Removal of Debris
- Physical loss or damage to all assets, including platforms and FPSO's
- Oilfield services and contractors equipment
- Drilling contractor fleet (Onshore and Offshore Drilling Rigs)
- Third party and contractual liability, including pollution
- Construction of offshore assets and infrastructure and related onshore facilities
- Business interruption and loss of profits, including delay in start-up and loss of hire
- Decommissioning operations
- Terrorism and political violence
- Cyber exposures



# Expertise in Energy Packages -

## Midstream -

- Physical Loss or Damage
  - Onshore Property including:
    - Pipelines
    - Terminals
    - LNG Plants
    - Tank Farms
- Third Party and Contractual Liability, including Pollution
- Terrorism and Political Violence
- Business interruption and Loss of Profits
- Cyber Exposures



# Expertise in Energy Packages -

## Renewable Energy –

Focus on delivering solutions for:

- Solar
- Wind – Offshore and Onshore

### Construction:

- Advanced loss of profits/delay in start-up
- Construction all risks/erection all risks
- Liability
- Marine cargo and associated delay in start-up
- Terrorism/political violence
- Cyber risks

### Operational :

- Property damage
- Business interruption
- Liability
- Terrorism/political violence
- Cyber risk





# Market Update

## Upstream

- Estimated Capacity ~USD 9bn but market following selective & centralised leadership
- Pressure to raise rates but due to abundant capacity and benign loss levels market is witnessing 'flat'-ish renewals.
- Insurers are augmenting their portfolios with midstream business won from the downstream market.
- Onshore OEE / Rig losses in 2018 & 2019 and few attritional losses which has made a dent in the upstream book.
- Premium income pool still depleted, Upstream premium income has fallen by USD 2bn in last nine years.
- Couple of losses totalling up to USD 1bn and market conditions could change.

## Offshore construction is the exception to the rule

- Losses far outweigh the relatively small premium income pool.
- Subsea drive underwriting losses.
- Some market leaders are sensing an opportunity as rates rise significantly. (3 times)
- Limited markets and capacity for Offshore construction ( 60% )



# Market Update

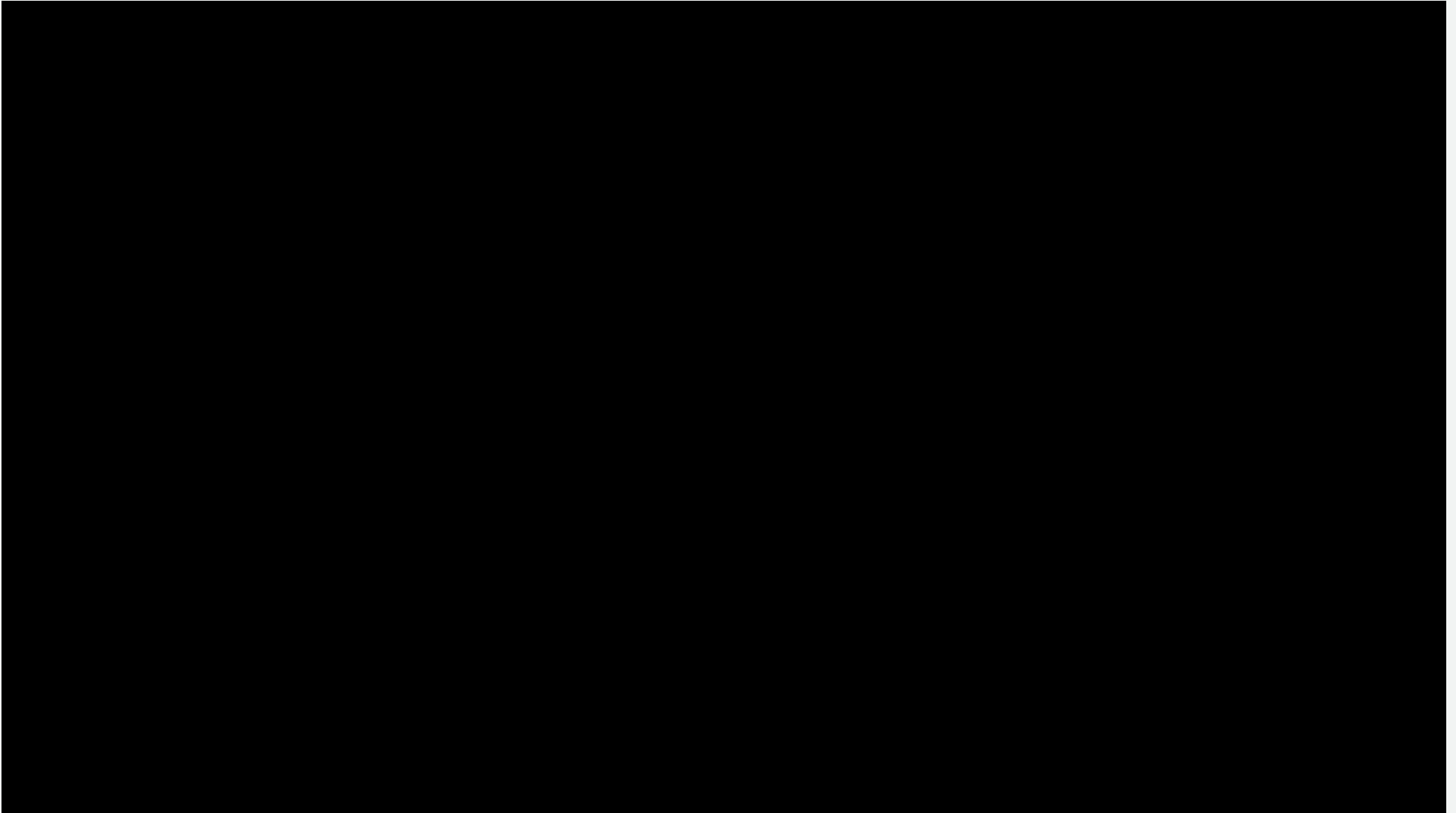
## Downstream

- Market conditions are increasingly challenging.
- Estimated Capacity USD 6bn down by 0.5bn but market following selective leadership as the loss record remains poor.
- Management pressure on underwriters to raise rates and reduce line size.
- 40%+ rate rises from 2018.
- Carriers are moving toward greater verticalisation of placement.
- Business Interruption – increased focus for underwriters.



# Definition of Upstream, Midstream and Downstream





# Why Lochain Patrick Insurance Brokers...?

- Expertise
- Market contacts
- 360 degree approach with flexibility.
- Focus on Producing broker
- Broking and Technical support.





# The Energy Team...

With OVER 100 years of COMBINED experience in the team for managing Energy Risks

## **Richard Court – Broker**

Richard has spent over 25 years specialising in oil and gas risks both on the direct and reinsurance side of the account.

After running the Facultative Reinsurance offshore energy team at one of the Alpha broking houses for over 4 years, Richard now runs the Reinsurance Division of Lochain Patrick, again specialising in Oil and Gas Risks.

[Richard.Court@lpib.co.uk](mailto:Richard.Court@lpib.co.uk)

## **Nik Hutty – Technician**

Nik obtained his Degree in Astrophysics from the University of Kent in 2014, and then joined Lochain Patrick Insurance Brokers straight from University. He has been involved in every aspect of Marine and Energy Insurance over the past 5 years, servicing and finding solutions for clients requirements.

[Nik.Hutty@lpib.co.uk](mailto:Nik.Hutty@lpib.co.uk)

## **Andrew Woodgate – Technician**

Andrew Spent the first 19 years of his career in various Marine Hull and Energy underwriting positions in the London Market. Overall 35 years of experience in Insurance and Oil and Gas Industry.

[Andrew.Woodgate@lpib.co.uk](mailto:Andrew.Woodgate@lpib.co.uk)

## **Riten Shah – Broker**

Riten accomplished his Masters in International Business and Finance. He started his career in 2005 and has got retail and Wholesale experience in MMC Broking Firm. He then joined Canopus as an Energy Underwriter in 2013 where he focused on underwriting Global Energy accounts until 2018.

[Riten.Shah@lpib.co.uk](mailto:Riten.Shah@lpib.co.uk)

## **Terry Humphreys – Claims Director**

Terry is our Director of Claims, having joined Lochain Patrick in 2018. He has over 30 years' experience in the London Marine Insurance Market as a broker / negotiator, and has significant experience in all aspects of Marine and Energy Claims, including Hull & Machinery and Marine Insurance Liabilities.

[Terry.Humphreys@lpib.co.uk](mailto:Terry.Humphreys@lpib.co.uk)

## **Justin Murphy – Claims Manager**

Justin is a Marine claims specialist with over 30 years' experience in servicing international clients across all classes of Marine and Energy insurance. Justin joined LPIB in 2019 as Claims Manager and adds a wealth of knowledge and expertise to this key part of our business.

[Justin.Murphy@lpib.co.uk](mailto:Justin.Murphy@lpib.co.uk)



## ...and Beyond!

### **Roy Bearman – War and Terrorism Broker**

After initial 9 years underwriting within Lloyd's and Company Markets Roy joined Lochain Patrick Insurance Brokers at its formation in 1987.

### **Wayne Snedden - Head of Cargo**

Wayne joined LPIB in 2018 bringing with him 18 years of experience in Cargo. He is currently responsible to expand Cargo book .

### **Jack Carruthers – Broker**

Jack joined Lochain Patrick Insurance Brokers in 2005. He joined the Marine broking team in 2008 forming relationships with both clients and underwriters. Jack is involved in a wide variety of Marine Insurance including H&M, Energy, War Risks and Kidnap & Ransom.

### **Stephen Horsfield – Liability Broker**

Stephen joined Lochain Patrick Insurance Brokers at the beginning of 2015 bringing with him 31 years' experience as a Lloyd's broker. He focus on broking Energy and Marine Liabilities and Cargo risks.



# Thank you