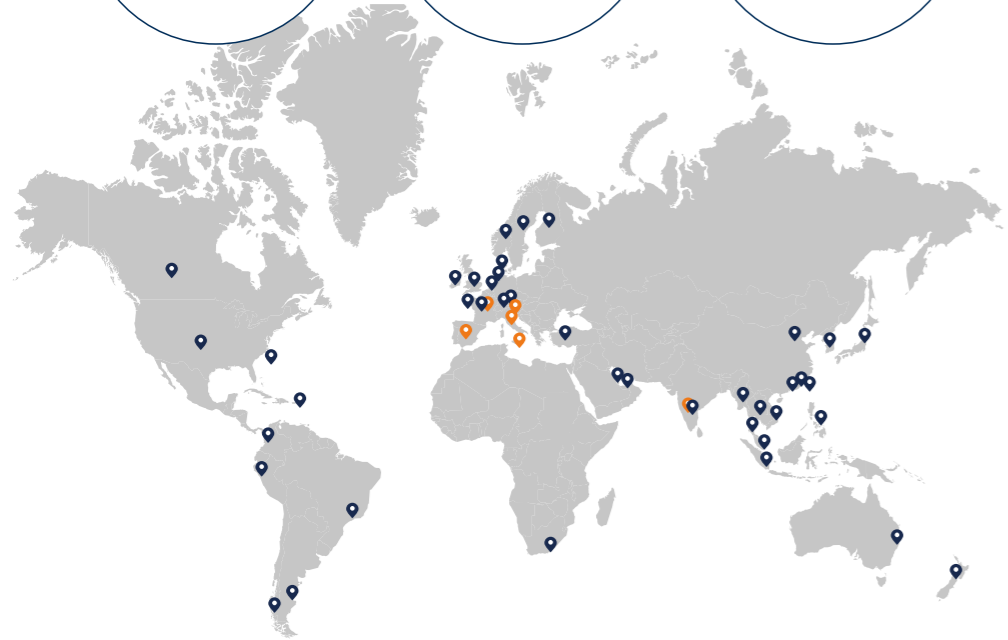




JLT  
ENTERTAINMENT  
& LEISURE

## JLT'S GLOBAL PRESENCE



JLT is one of the world's leading providers of insurance, reinsurance and employee benefits related advice, brokerage and associated services. We are specialists. Our deep expertise and entrepreneurial culture give us the insights, creative freedom and tenacity to go beyond the routine and deliver better results for our clients.

Because at JLT, clients come first.

## JLT AUSTRALIA

Drawing on more than 30 years experience in the Australian marketplace, our clients are those that seek competitively priced, personal service with structured risk and insurance programs tailored specifically to meet their needs.

Our combination of international depth and Australian expertise allows JLT to deliver a comprehensive range of insurance and risk solution products and services. We commit this expertise to delivering innovative and cost-effective solutions tailored to clients. Our focus is to ensure that we continuously deliver innovative solutions that provide you with a competitive edge.

 1,280 PEOPLE WORKING IN



20+ LOCATIONS ACROSS AUSTRALIA AND NEW ZEALAND



## THERE IS NO SUBSTITUTE FOR EXPERIENCE

### ENTERTAINMENT AND EVENTS

JLT is one of the global leading providers of entertainment industry insurance and risk solutions for both “big and small”. Our experience encompasses the individual musician just starting out in the garage, right through to some of the largest event promoters and artists in the world.

## OUR PEOPLE, THE TRUE DIFFERENTIATORS

At JLT, there is no substitute for experience. The members of our team are the leading practitioners in this highly specialised and demanding class of business.



**Simon Calabrese**  
JLT's General Manager -  
Entertainment & Leisure

The members of our team are the leading practitioners in this highly specialised and demanding class of business.

After a decade working within the entertainment and hospitality industries in various capacities, Simon joined the insurance industry in 2002, providing risk and insurance advice for clients within the entertainment and events industry.

In May 2018, Simon embarked upon a new challenge, as General Manager of the Entertainment & Leisure specialty business at JLT Australia.

Throughout this time, Simon has developed bespoke insurance solutions for some of the largest promoters, suppliers & venues in Australia, has developed industry-leading online solutions for associations and their members and continues to work closely with the industry.

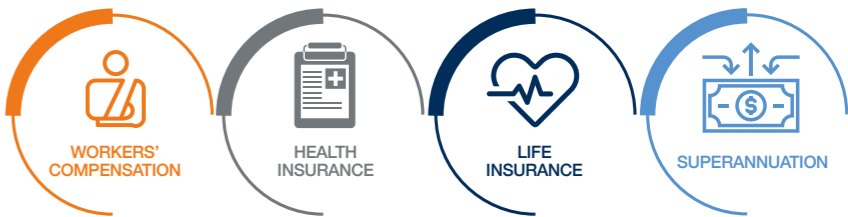
As a musician himself, we believe that Simon's experience and passion for the industry will ensure that musicians, and the broader entertainment industry, will continue to have a voice and be well represented within the insurance sector.



# DELIVERING THOUGHT LEADERSHIP AND RISK MANAGEMENT

## PEOPLE RISK, JLT'S UNIQUE BUSINESS MODEL

The JLT business model uniquely combines expertise from all facets of People Risk, allowing for a complete, holistic approach to mitigating, managing and improving risks and therefore the resultant output for our clients and their employees.



## INSURABLE RISK PROFILING AND GAP ANALYSIS

An Insurable Risk Profile (IRP) and Gap Analysis maps the insurable risks against your current insurance program to determine current and potential insurability of your risks. It is a 'snapshot in time' of your insurable risk profile, allowing your stakeholders to quickly determine what is insured and what is not insured. Decisions can then be made about future strategies for program structure, risk retention and treatment and / or transfer.

The process will involve input from multiple stakeholders, to ensure the severity and frequency of material risks are captured and quantified. The IRP and Gap Analysis will be informed by a review of all available risk information and through conducting interviews and workshops with various stakeholders.

### BENEFITS OF A GAP ANALYSIS:

- Better understanding of risk exposures
- Better informed decisions on your potential risk mitigation strategies
- A more efficient insurance program, with less double-ups in cover and more certainty of insurance response
- A documented process that supports good organisational governance

## ADDITIONAL SERVICES AND CAPABILITIES

### JLT EVENT INSURANCE

JLT's expertise in Event Insurance is unquestioned. We are the largest provider of event contingency premium into the Lloyd's market and are the broker of choice for many international sporting and event associations.

In 2015, the two biggest international sporting events of the year, the ICC Cricket World Cup and the Rugby World Cup, were both protected by JLT arranged risk programmes.

Locally, the JLT Entertainment team arranges the insurance for hundreds of events annually, ranging from conferences and community fairs, through to music festivals and sporting extravaganzas.

We provide specialist advice to:

- Risk Managers
- Event Organisers
- Venue Owners
- Contracted Event Agencies

We cover a variety of community events including:

- Music Festivals
- Community Fairs
- Conferences & Exhibitions
- Food & Wine Festivals
- Annual Programme of Events
- Outdoor Performances

### VALUATIONS

Declaring incorrect insurance values can mean the difference in your business being able to operate or discontinue in the event of a major loss.

JLT Valuation Services is a cost effective valuation solution assisting businesses to ascertain accurate values for their assets. Our mission is to ensure that our clients have sufficient insurances in place to ensure they are covered in the event of a loss.

### BENEFITS OF AN INSURANCE VALUATION PROGRAM:

Risk of under or over insuring your assets is removed

Better informed decisions on your potential risk mitigation strategies

A more efficient insurance program, with less double-ups in cover and more certainty of insurance response

A documented process that supports good organisational governance



# CONTACT

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