



## JARDINE LLOYD THOMPSON ASIA

6 November 2007

### JLT LIXIN OPENS SHANGHAI BRANCH

***Branch expansion less than 6 months after  
JLT Lixin assumes no.1 position in Guangdong province.***

**Shanghai, People's Republic of China, 6 November 2007** – JLT Lixin Insurance Brokers has expanded its presence in China with a new branch office in Shanghai. The Shanghai branch will allow JLT Lixin to leverage its international specialist expertise, coupled with domestic regulatory and market knowledge, to introduce to clients a wide scope of insurance and reinsurance products and services that have been tried and tested in worldwide markets.

JLT has been operating representative offices in China since 1999. In 2006, the company entered into a joint venture with Guangdong Revenco Enterprises Co. Ltd. to establish JLT Lixin. Within a year, JLT Lixin grew to be the top insurance broker in Guangdong, based on revenue numbers reported by the China Insurance Regulatory Commission.

JLT Lixin's products and services for Shanghai clients will cater to all the major operating risks that companies face, with specialist expertise in high-risk exposures like earthquakes and terrorism, as well as for industry-specific risks – in aviation, construction, energy, financial solutions and marine. Specific focus areas include risk management advisory, such as for mergers & acquisitions and initial public offerings, claims consultancy, property & liability and employee benefits.

JLT Asia Managing Director Mike Methley said: "With more than 40 billion RMB in total insurance premiums in 2006, the city of Shanghai is among the biggest five insurance markets in the country. Shanghai is one of China's largest cities, a leading financial centre and among the world's busiest seaports. Compared to the advanced stage of development the city is in today in almost every aspect of its economy, the best years for the insurance sector's growth and development are still ahead of us and present an exciting potential."



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JLT Lixin General Manager Alex Yip said: “We take a deep interest in holistically and clinically managing the risk profiles of our clients. This means going beyond a ‘one size fits all’ approach often adopted by insurance service providers, to propose innovative, customised solutions that address our clients’ specific exposures.”

Mike Methley added: “Insurance brokers occupy only five percent of insurance distribution channels (non-life sector). Today in China, more so than ever, there is a strong acknowledgement of the contribution that brokers make to the insurance market, as a value-adding intermediary and provider of risk management consultancy. Working with our local partner Guangdong Revenco Enterprises, I have tremendous optimism about the future of our China business.”

### **About JLT Lixin Insurance Brokers Co., Limited**

JLT Lixin Insurance Brokers Co., Limited (JLT Lixin) is a risk management adviser and insurance and reinsurance broker headquartered in Guangzhou, the capital of Guangdong province in southern China. The company offers a full range of insurance related products and services to corporations, government and institutions across China under the legislation and regulations of the People’s Republic of China and the rules of the China Insurance Regulatory Commission (CIRC). JLT Lixin is a joint venture formed by Jardine Lloyd Thompson Group plc. (JLT) (51%) and Guangdong Revenco Enterprises Co. Ltd. (Revenco) (49%).



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### **About Jardine Lloyd Thompson Asia**

Jardine Lloyd Thompson (JLT) Asia, a wholly owned subsidiary of the Jardine Lloyd Thompson Group, is a market leader in insurance & reinsurance broking, risk management and consultancy services. Employing over 600 industry professionals across 12 major territories in the region, JLT Asia's technical abilities and knowledge span a wide range of industries and specialist areas. Our insurance specialists are renowned for their innovative approach to developing integrated insurance, reinsurance and alternative risk transfer solutions that address the complex risks inherent in Asia.

Integrity is a hallmark of the JLT organisation. We believe that our quality and compliance regimes are the most thorough in the industry. You can obtain more information about JLT Asia at: [www.jltasia.com](http://www.jltasia.com)

### **Enquiries:**

Alex Yip  
General Manager, JLT Lixin  
Tel: +86 (20) 3825 1128  
Fax: +86 (20) 3825 1997

K. Dorai Raja  
Corporate Communications Manager  
Tel: +65 6430 4570  
Email: [Dorai\\_Krishnan@jltasia.com](mailto:Dorai_Krishnan@jltasia.com)

Website: [www.jltasia.com](http://www.jltasia.com)