



## JARDINE LLOYD THOMPSON ASIA

30 July 2008

### **JLT ASIA APPOINTS MANAGING DIRECTOR FOR REGIONAL AFFINITY PRACTICE**

*Key appointment expected to rapidly develop Asia's Affinity Sector*

**Singapore** – Jardine Lloyd Thompson (JLT) Asia has appointed Tony Egerton as Managing Director of the company's new Regional Affinity practice. Based in Singapore, Tony will oversee the development of the company's affinity business across the region, managing all classes of insurance within this segment.

Tony has almost 25 years experience in the insurance industry, specialising initially in the oil and energy sector and alternative risk transfer/structured finance, and more recently developing and promoting the Lloyd's Franchise in Asia-Pacific.

Tony commenced his insurance career with Jardine Glanvill, London in 1983 as a graduate trainee covering all facets of wholesale insurance broking with a particular emphasis on energy insurance programmes. In 1989, he moved to Sedgwick to work on global energy insurance programmes for the major oil companies and with specific new business development responsibility for certain key developed and emerging markets.

In 1996, Tony joined Centre Solutions (an alternative risk subsidiary of the Zurich Financial Services Group) in London and subsequently moved to Hong Kong in 1998 to establish a new operation for the Group. During this period, he underwrote insurance programmes ranging from portfolios of consumer credit risk in Japan, to high loan-to-value residential mortgages and SME loan receivables in Hong Kong.



## JARDINE LLOYD THOMPSON ASIA

In 2003, he became President, Asia-Pacific for Lloyd's, based in Singapore and was responsible for developing and implementing the Franchise's business development strategy across the region. During Tony's tenure, he oversaw:

- The expansion of Lloyd's Asia from two participants underwriting US\$7,000,000 per annum to 15 businesses with annual premiums of US\$140,000,000 (MAS General Insurance Statistics 2007)
- The establishment of Lloyd's Labuan Limited
- Sponsorship of a high profile, ground-breaking Lloyd's research project "New Openings in Asia", analysing the growth prospects for specialist insurance throughout the region

Affinity business in Asia remains relatively untouched by the intermediary sector and offers substantial opportunities to JLT for the provision of value-added products and services to our existing/potential clients, as well as, in a number of cases, providing further benefits to their clients.

Commenting on his appointment, Tony said: "I am delighted to be joining JLT Asia in this key developmental role, having spent the last ten years in Asia helping to build successful new businesses."

"I am particularly excited about the capacity that affinity programmes and schemes have in expanding insurance penetration levels throughout this diverse and fast-growing region, one that is increasingly exposed to natural hazards, specialist and highly interdependent risks and rising levels of litigation," he added.

JLT has significant affinity operations in the UK and Australia, covering many Groups and Industries ranging from National Sporting Bodies, Unions, Caravans, Pets, Motor Dealers, Aged Care to name a few.



## JARDINE LLOYD THOMPSON ASIA

### **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:**

K. Dorai Raja  
Corporate Communications Manager  
Tel: +65 6411 9566  
Email: [Dorai\\_Krishnan@jltasia.com](mailto:Dorai_Krishnan@jltasia.com)  
Website: [www.jltasia.com](http://www.jltasia.com)