



Press Release

Investment in Insure Direct to drive JLT's Middle East expansion

4th November 2013, London: Jardine Lloyd Thompson Group plc ("JLT"), one of the world's largest providers of insurance and employee benefits related advice, brokerage and associated services, is today pleased to announce that it has invested in a significant shareholding in Insure Direct (Brokers) LLC ("Insure Direct"), the leading Dubai based insurance broker and employee benefits advisor. The transaction is subject only to necessary regulatory filings and approvals.

This investment provides JLT with a strong and established platform that will accelerate its strategy of building its international reach and relevance in a region where there is growing demand for its specialist expertise in areas such as Construction, Infrastructure, Telecoms, Agribusiness, Aviation, Healthcare, Employee Benefits, Energy and Marine. Insure Direct will also work closely with JLT's local operation in The Dubai International Finance Centre (DIFC), as well as JLT operations elsewhere in the world, to serve clients and capitalise on local wholesale, reinsurance and retrocession opportunities.

As part of the transaction, JLT will also enter into a long term strategic partnership with Istithmar World, the investment arm of Dubai World. Insure Direct's operations in Dubai, Bahrain and Qatar will be rebranded in due course.

Kenneth Maw, President and CEO of Insure Direct, said: "This partnership will allow us to serve our existing clients even better as there is an excellent cultural and commercial alignment between the two businesses. Since its launch in 2000, Insure Direct has implemented a market-sensitive business development strategy that delivers innovative, cost-effective services to its client base. Like JLT, we take a client-first approach to

business, which has earned us enduring relationships with local and international insurers and a large database of clients."

Peregrine Towneley, Divisional Managing Director, JLT Specialty MENA said: "This deal is the latest step in JLT's strategy of expanding its specialty-based international reach as well as providing local and regionally headquartered businesses with a world class choice of insurance adviser. It also shows our commitment to a region in which insurance penetration and awareness is growing and where capital is increasingly being attracted. The UAE also provides a strategic gateway for investment into North and East Africa and positions JLT well for future growth in the region."

Mark Drummond-Brady, International Chairman of Risk & Insurance, said: "This agreement builds on our longstanding relationship with Insure Direct and I am delighted to welcome our new colleagues to JLT. We see this as a tremendous opportunity to work with Istithmar World to offer clients additional expertise and choice".

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Notes to Editors

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About Jardine Lloyd Thompson Group plc

Jardine Lloyd Thompson is one of the world's largest providers of insurance and employee benefits related advice, brokerage and associated services. JLT's client proposition is built upon its deep specialist knowledge, client advocacy, tailored advice and service excellence.

JLT is quoted on the London Stock Exchange and owns offices in 35 territories with some 8,500 employees. Supported by the JLT International Network, it offers risk management and employee benefit solutions in 135 countries.

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