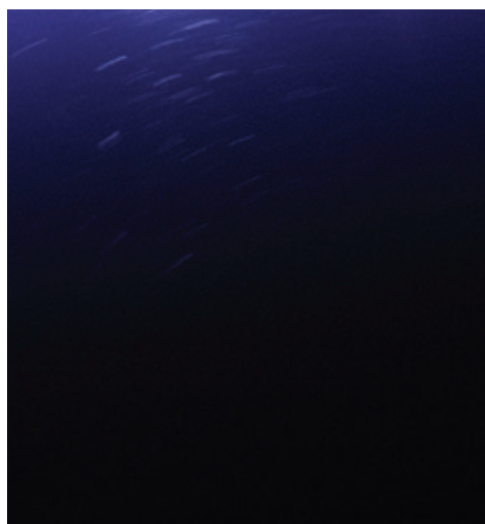


corporate solutions

RISK ENGINEERING

Lumley Insurance Corporate Solutions provides specialist property and liability insurance for Australia's largest public, private and government organisations. We work with you to provide tailored programs for property and liability insurance covers for organisations with a total asset value of \$150 million plus and/or turnover of \$100 million plus.


Lumley
Insurance
ensure the future



OUR TEAM IDENTIFIES YOUR KEY DIFFERENTIATORS TO DELIVER CUSTOMISED INSURANCE AND RISK MANAGEMENT PROGRAMS.



Setting the scene

Imagine your business has had its most successful year to date. The orders continue to come in, staff turnover is stable, you have strong relationships with your customers and suppliers, your brand is starting to gain penetration in the market and you are looking forward to the expansion phase.

During your peak period an electrical fire occurs at one of your major facilities. The fire has gutted a large portion of the building including plant, equipment and contents. The majority of stock has been damaged, if not totally destroyed.

Many questions would be going through your mind. Why did this happen? What would have been the likely causes of the fire and why did it spread? Do we have a business continuity plan?

Contributing factors

Poor maintenance of electrical systems
Incorrect storage of flammable liquids
Inappropriate storage of stock
Inadequate housekeeping
Building structure and features
Failure of fire protection systems

Inadequate water supplies
Lack of familiarity of site by fire brigade
Inadequate emergency systems
Non existing and inadequate "permit to work" systems eg: hot works, impairments

Controlling the risk

Whilst the spread of the fire could have been caused by a number of factors, there is no guarantee that incidents like this will not occur. Our Corporate Solutions Risk Engineering team can work with you to help control and mitigate the risks your business faces.

Whether you manufacture industrial or household items, manage large property schedules or handle Government assets, you can be confident that our experienced Corporate Solutions team will understand your intricate risk insurance needs.

THE CORPORATE SOLUTIONS RISK ENGINEERING TEAM WILL:

Assess hazards and develop principle based Risk Engineering solutions to help control and mitigate risks.

Mitigate risks by providing advice on proposed installations, exploring solutions and developing and implementing plans.

Provide Risk Engineering reports complete with recommendations.

Focus on specific sites.

Consider appropriate international, national, building and engineering standards.

Highlight emerging risks in your industry.

Meet regularly with you to raise awareness and monitor progress.

Provide services under a structured agreement.

Provide a sounding board to strategic and operational decisions.

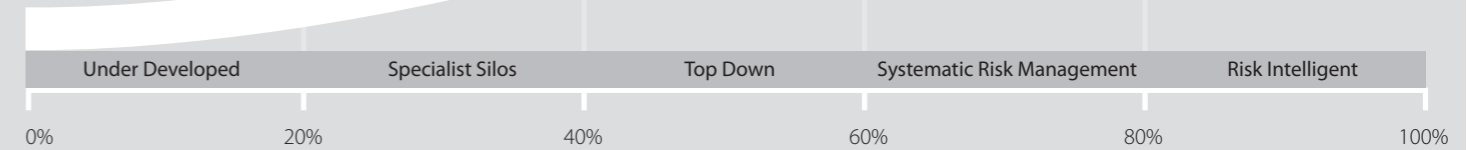
Conduct sprinkler and hydrant testing and review design to appropriate standards.

Apply a range of best practice methodologies to your business.

RISK MATURITY CURVE

WHERE ARE YOU NOW AND WHERE COULD YOU BE?

- ✓ Risk Analysis Curve
- At site visit
- ▲ After risk improvement



- | | | | | |
|--|---|---|--|--|
| <ul style="list-style-type: none"> • Ad hoc/chaotic • Depends primarily on individual heroics, capabilities, and verbal wisdom | <ul style="list-style-type: none"> • Independent risk management activities • Limited focus on the linkage between risks • Limited alignment of risk to strategies • Disparate monitoring and reporting functions | <ul style="list-style-type: none"> • Common framework, program statement/ policy • Routine risk assessments • Communication of top strategic risks to the board • Executive/steering committee • Knowledge sharing across risk functions • Awareness activities • Formal risk consulting • Dedicated team | <ul style="list-style-type: none"> • Coordinated risk management activities across the silos • Risk appetite is fully defined • Enterprise-wide risk monitoring, measuring, and reporting • Technology implementation • Contingency plans and escalation procedures • Risk management training | <ul style="list-style-type: none"> • Embedded in strategic planning, product development, etc. • Early-warning risk indicators • Linkage to performance measurement/incentives • Risk modelling/scenarios • Industry benchmarking |
|--|---|---|--|--|

The aim of the **Risk Maturity Curve** is to calculate percentage scores for different elements involving each of your inherent hazards and controls. These scores then allow you to see where you are in relation to your industry peers. The higher the score the lower the risk.

The blue square within the Risk Maturity Curve denotes your **current risk** status, while the red triangle indicates your **after risk** improvement position which would place you favourably when compared to your peers.

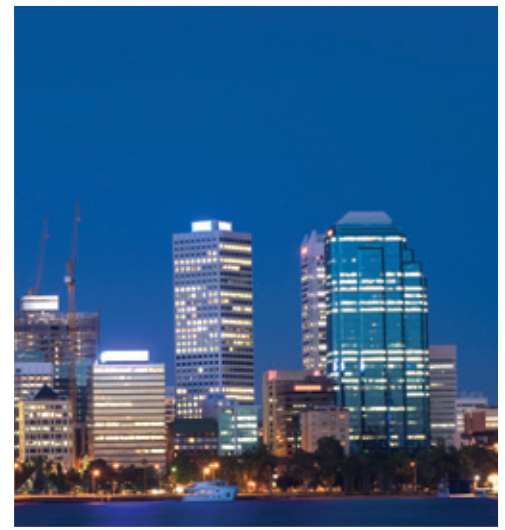
As part of this process your Lumley Insurance Risk Engineering Consultant will conduct a site visit to gather the necessary information to provide a set of scores that will assess both your **current risk** position and your **after risk** improvement position.

Your **after risk** improvement position is based upon the implementation of recommended risk improvements that your Risk Engineering Consultant will provide to **you as part of the consultation process**.



OUR EXPERIENCED RISK ENGINEERING CONSULTANTS WORK CLOSELY WITH OUR UNDERWRITERS TO DELIVER A MORE SUSTAINABLE INSURANCE PROGRAM.

THE CORPORATE SOLUTIONS
RISK ENGINEERING TEAM IS
LED BY DALE LAIDLAW.



DALE LAIDLAW
MANAGER,
RISK ENGINEERING

Dale has had 30 years experience in the Engineering field. The last eight of those, delivering Risk Engineering services to large corporate and multi-national clients.

Dale has a trade background, winning an award for national apprentice of the year. This achievement eventuated in Dale completing his formal Engineering studies and developing a career path which involved extensive exposure to asset management in roles such as Project Engineer, Plant/Mechanical Engineer and Maintenance and Engineering Manager for significantly large organisations.

Dale's experience has allowed him to gain a strong appreciation of business risk.

EDWIN MICALLEF
SENIOR RISK
ENGINEERING CONSULTANT

Edwin has had over 35 years of Engineering experience out of which 15 years has been in the insurance industry. Working for companies such as FM Global and Hartford Steam Boilers, Edwin has had involvement with the Fortune 500 companies world wide. Edwin's expertise is mainly in the boiler/machinery sector. Other areas of expertise include OH&S and heavy industry. Edwin is the recipient of corporate awards for excellence in promoting and implementing risk management.

LESTER LAI
RISK ENGINEERING
CONSULTANT

Lester has over 10 years experience in the Engineering field. With a Bachelor of Engineering (Honours) – Chemical Engineer, Lester has held numerous Engineering positions both locally and overseas. Over the past 5 years Lester has worked with large corporate clients assisting them in developing risk programs and improving their safety and performance standards. Lester's expertise also includes general and product liability assessments.

NATALLE KITSON
RISK ENGINEERING
CO-ORDINATOR

Natalle has over 10 years experience working within the insurance industry in various administrative roles and is responsible for coordinating the administrative requirements and activities of the Risk Engineering team.

Corporate Solutions provides property and liability insurance covers for organisations with a total asset value of \$150 million and/or turnover of \$100 million plus.

www.lumley.com.au

Contact Rob Funnell, Head of Corporate Solutions on (03) 8627 4329 or Dale Laidlaw on (03) 8627 4363 to discuss your Risk Engineering insurance needs.

Lumley Insurance is a trading name of Wesfarmers General Insurance Limited
ABN 24 000 036 279 AFS License No. 241461

Lumley
Insurance
ensure the future