

The 12th International Takaful Summit 2018

**A Broker's Take On Takaful Opportunities For The London
Market**

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WHO WE ARE

JLT



JLT is a UK Listed organisation operating globally and one of the world's leading providers of insurance, reinsurance and employee benefits related advice, brokerage and associated services.

Our collaborative approach enables us to share knowledge, solve problems and deliver the best solutions for our clients. We have the freedom to take on new challenges, think creatively and capture opportunities that others may not. We always aim to do what is right for our clients, our colleagues, our trading partners and our shareholders.

10,000+
over 10,000 colleagues

2017 Revenues of
£1.39bn

market capitalisation of over
£2.8bn**

2017 Premiums placed
£11.1bn

£191.5m*
2017 Underlying profit before tax

over **115** offices
in **40+** territories

*Underlying results excludes exceptional items. The full financial results of the JLT Group to 31 December 2017 are available at jlt.com.

** March 2018

WHERE WE OPERATE

JLT

JLT owns offices in over 40 territories and has more than 10,000 colleagues. Supported by the JLT International Network, we service clients in over 135 countries. Your service team are based in London, providing you with access to the global insurance market.

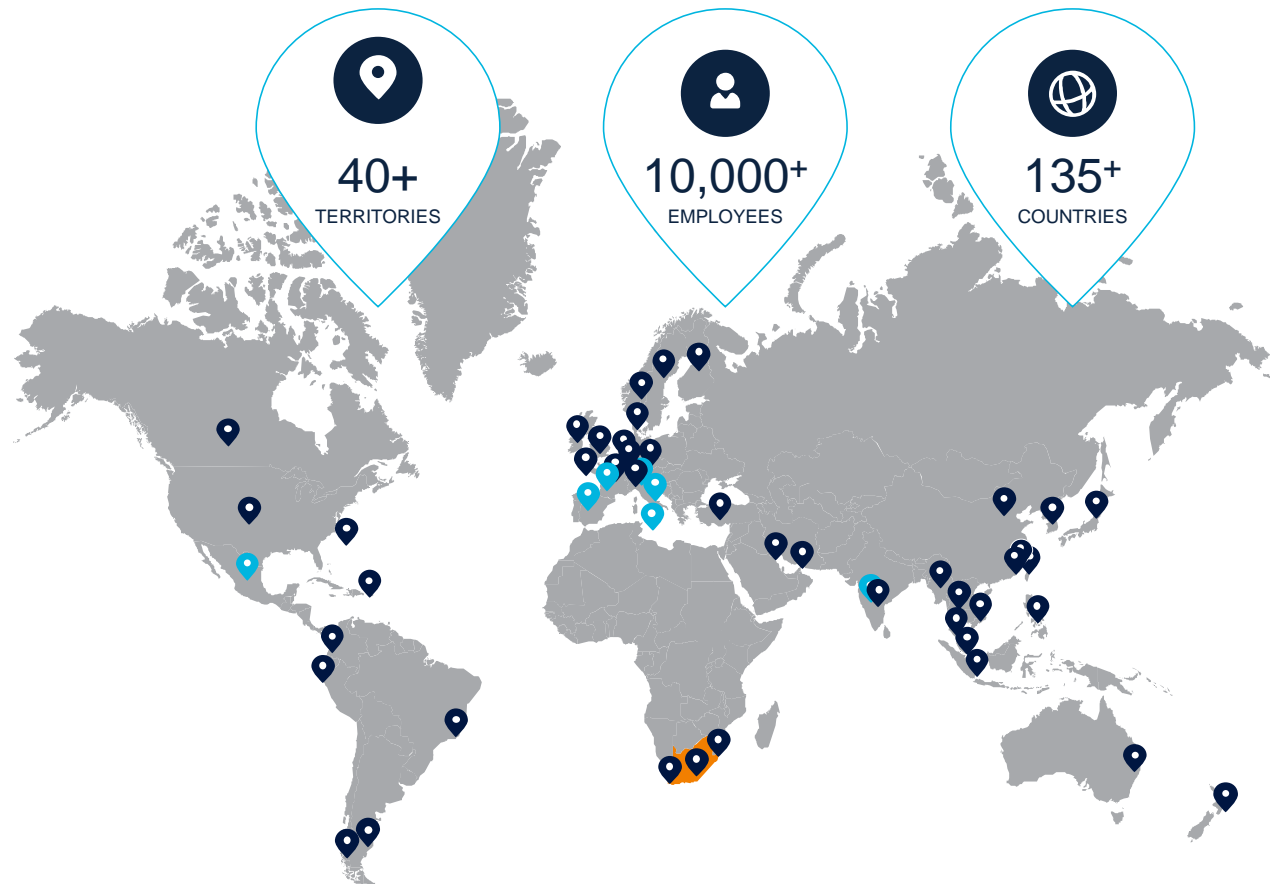
Owned locations

Argentina	Myanmar
Australia	Netherlands
Bahrain	New Zealand
Barbados	Norway
Belgium	Peru
Bermuda	Philippines
Brazil	Singapore
Canada	South Africa
Chile	South Korea
China	Sweden
Colombia	Switzerland
Denmark	Taiwan
Finland	Thailand
France	Turkey
Germany	UAE (Dubai)
Guernsey	UK
Hong Kong	USA
India	Vietnam
Indonesia	
Ireland	
Japan	

Macau
Malaysia

Associates

Austria/Central & Eastern Europe
France
India
Italy
Malta
Mexico*
Spain



* The Group has agreed the sale of its holding in its associate in Mexico, which is expected to complete in early 2018



"I went window shopping today! I bought
four windows"

Tommy Cooper

TAKAFUL IN THE LONDON MARKET

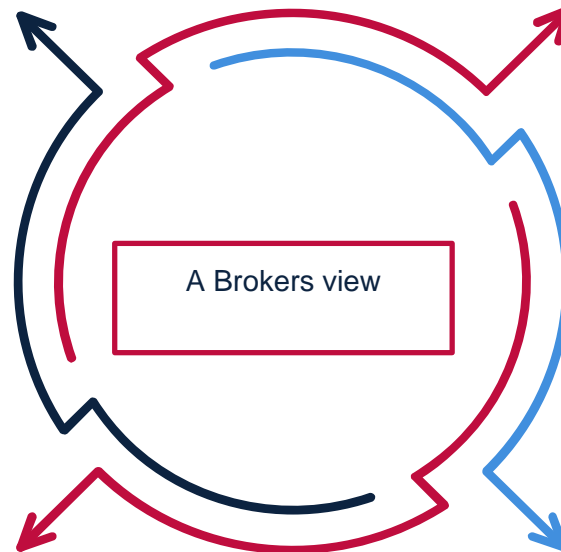
A BROKERS VIEW

STRENGTHS

- Islamic Finance is growing in the UK
- Brokers are still innovative
- The London Market is already engaged in Takaful

THREATS

- London Market may lose interest
- New Takaful centres - Dublin?
- Cutting out the middle man



WEAKNESSES

- Financial strength of some Takaful operators
- Compliance

OPPORTUNITIES

- Electronic Placements
- Takaful Module – CII
- Growth of Islamic Capital Markets to compliment Takaful

Surety Bonds / Trade Credit

- 2750 BC - first surety contracts in Mesopotamia
- Present - irregular spread across the world depending on local legal requirements, legislations, banking system and capacities

Leasing

- Many Islamic leasing companies appearing
- Aviation hubs (MENA / Turkey)
- Construction equipment

Travel

- Malaysia Airlines - Takaful travel protection product in Malaysia to be offered by an airline. Customers will be able to purchase their Takaful protection concurrently with their ticket.
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THANK YOU

QUESTIONS