

Energy

Upstream Oil and Gas

Independent upstream oil and gas companies face complex challenges in the exploration and extraction of the world's oil and gas reserves. Aon has the specialist skills and experience to help.

Ever growing demand is driving independent upstream oil and gas companies to search for new reserves in more remote and technically challenging locations. The further you reach, the larger the investment and greater the risk.

At the same time regulatory scrutiny continues to grow, and the threat of government intervention is both real and significant.

These risks present your organization with significant challenges.

Aon's energy specialists provide our clients with risk management expertise in each phase of the exploration life cycle, and help you navigate the rapidly evolving regulatory environment. We bring all of Aon's global products and services to our independent upstream clients wherever they are located. This global approach enables us to deliver a seamless, tailored suite of products, services and advice based on our extensive experience in the sector.

The risks and our services

The independent upstream energy sector faces a number of key risks. We work with our clients to help mitigate the risks that they face including:

- **Operational risks** such as fires, explosions, blowouts, or collisions can lead to a loss of production income for your company. We are focused on protecting your income and assets, and our expertise in the upstream market ensures that your insurance program provides you with the coverage you need if a loss occurs.
- **Natural disasters** such as windstorms, earthquakes, floods, and hurricanes can cause a major disruption to your business. We can help you manage these risks by accessing additional market capacity for windstorm coverage or through our rapid response offering, which ensures experienced claims professionals arrive on-site quickly after a disaster to initiate the recovery process.
- **Claims inflation** continues to rise as companies seek to extract oil and gas from harsher or more remote locations. Our teams have experience with the full spectrum of upstream drilling and production risks. The vast amount of business we place in this sector provides us with unmatched credibility with the insurance markets when we explain the steps our clients have taken to mitigate the adverse nature or location of a project. The end result for our clients is comprehensive insurance programs at a fair price.
- **Environmental requirements** continue to grow for both onshore and offshore operations. Deepwater operations and hydraulic fracturing techniques bring the potential for increased legislation that could severely affect independent operators. We create tailored programs for many upstream companies covering areas

Contact Information

Bruce Jefferis
Chief Executive Officer
Aon Risk Solutions | Energy
+1.832.476.6964
bruce.jefferis@aon.com

James Loucks
Chief Commercial Officer
Aon Risk Solutions | Energy
+1.832.476.5857
james.loucks@aon.com

United States and Latin
America
John Keely
Managing Director
Aon Risk Solutions | Energy
+1.832.476.5855
john.keely@aon.com

such as additional capacity for pollution cover, and exposure coverage for potential water table and drinking well contamination. From short-term pollution policies to multi-year environmental policies we partner with you to develop the solution that is right for your organization.

- **Construction risks** continue to grow due to the significant costs involved in developing an offshore platform or onshore processing plant. Our construction specialists can help you manage this risk through solutions such as builder's risk or owner controlled insurance programs. The team's engineering capabilities enable us to work alongside our clients which differentiates us from the competition.
- **Mergers and acquisitions** present both opportunities and risks. We can provide assistance at each stage of the process including a valuation and an assessment of the insurability of an asset. Our global network of professionals ensures that we have the local resources in place to assist you in any new market you enter.

Our team

Aon's Global Independent Operators Upstream Sector is part of Aon Risk Solutions' Energy team, which consists of over 300 dedicated professionals and places over US\$2 billion in energy insurance premium on behalf of our clients into the market on an annual basis.

Our focus on the upstream sector enables us to provide clients with Aon's considerable upstream talent, products and services. Our global network of over 66,000 colleagues in more than 120 countries means that we can deliver this expertise to you wherever you are based.

Working with us ensures that you benefit from our firm's specialization in the upstream sector. The risks faced by companies in the upstream sector require the expertise of a risk management and insurance company that is active in both the insurance market, and the industry itself on a daily basis. Our specialization enables us to develop advantageous opportunities for our clients in terms of coverage, claims recovery, and price.

Aon has the largest dedicated claims team to support the energy industry. Our upstream specialists within the claims group enable us to utilize these resources across our entire network to affect a better claims outcome for our clients.