

Improving the Flow of Underwriting Information

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Client View of Underwriting Information

- Information regarding risk(s) to be insured provided by or on behalf of the Insured prior to Attachment of Risk
 - Key information exchanges
 - Respond to questions at any time
- Placement briefing and/or submission
 - S/C mission, architecture, performance, redundancy and margins
 - Equipment qualification and heritage
 - Quality and Test programs
- Prior to Attachment of Risk
 - As built configuration and performance, deviations and waivers
 - Anomalies encountered during I&T and resolution
 - Anomalies with similar spacecraft in-orbit and resolution
- At renewal of in-orbit coverage

Establish a Baseline

Confirms Baseline and/or
Disclose Changes

Reconfirms Baseline and/or
Disclose Changes

Flow of Underwriting Information

S/C Manufacturer



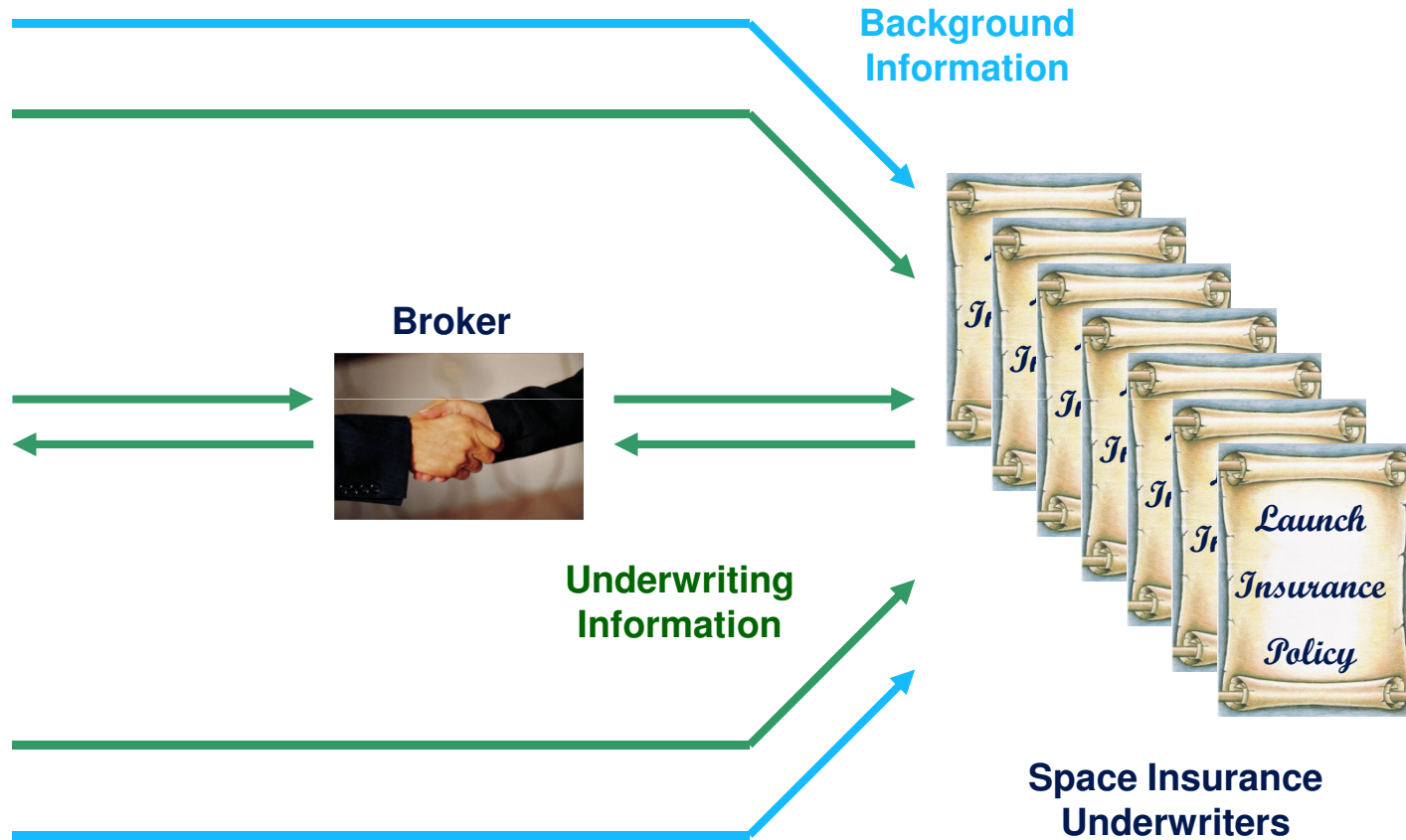
Owner | Operator



Launch Agency

AON RISK SERVICES

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 World Space
Risk Forum

How Much and When?

- Placement briefing and/or submission
 - Determined by Insured and/or their S/C manufacturer and launch agency
- In response to:
 - 1) reasonable and specific written requests from Insurers
 - 2) Insured's obligation to inform
 - What is reasonable?
- Pre-launch submission
 - Level of detail
 - Insured assessment
 - Timeliness
- Hard stop at Attachment of Risk

Material Change

- Insured has the obligation to inform
- If, in Insurer's reasonable opinion, a material increase in risk of loss or change in insurable interest has occurred, then Insurers have right to renegotiate the affected terms and conditions of the policy
 - Only as they relate to the specific change
- Must be declared within specified time following receipt of new or revised underwriting information
 - Time for review shortens as launch day approaches
 - Silence becomes acceptance
 - All as more fully described in the Policy

Does ITAR Hinder the Flow?

- ITAR regulations better understood by community
- All three sources of information have well established processes and procedures to assure compliance
 - Perception that some may hide behind regulations
- Recent trend from US Government towards more self review and monitoring
 - Assessments by most knowledgeable staff
 - More responsive review and approval times
- Cases where ITAR hinders information flow becoming increasingly rare
 - Time required for compliance procedures

Best Practices / Improvements

- Complete placement information
 - Set boundaries for unknowns
- Transparency as program progresses
- Accurate and concise prelaunch information
 - Manage NDA and ITAR constraints
- Efficient methods of distribution

Tim Rush CV

Tim Rush became part of ISB in December 2008 with the merger of ISB and Aon Space. Tim had been part of Aon Space since 2001 and became a Managing Director in January of 2007.

Tim spent the first 16 years of his career working as an engineer and manager at various companies in the satellite sector including Intelsat, Comsat and Fairchild Space Company. This experience, combined with his education, uniquely qualify him to understand both the complex technical nature of aerospace risks and the financial implications of those risks. Tim has been a risk management advisor and satellite insurance broker for over 13 years where he specializes in detailed risk management planning, risk modeling, insurance program design and placement, and claims handling. He has developed and placed several innovative insurance products for satellite operators and financial institutions as well as settled several complicated claims.

Tim holds a MBA from the University of Maryland and a Bachelor of Mechanical Engineering from the University of Delaware.

International Space Brokers Introduction

Part of Aon Corporation, International Space Brokers (ISB) is the leading provider of space risk management services and is the only insurance broker dedicated exclusively to the space industry. The ISB space business professionals create value for our clients with flexible, innovative risk management programs and the most competitive insurance pricing available, all driven by the unmatched breadth of our expertise and depth of our experience.

Through the ISB primary offices located in Washington, D.C., New York, Paris and London (with additional supporting offices in Spain and Asia). ISB professionals provide convenient and efficient access to Aon's far-reaching global network. Backed by Aon's resources, ISB provides optimized risk management programs to clients worldwide, creating tangible bottom line value.



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Thank you.



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