



## **ENGINEERING & CONSTRUCTION**



# protect **your investments**

Construction risk can be divided into four sectors, housing, infrastructure, commercial and industrial construction. Within these sectors there is a wealth of different sized businesses from the self-employed contractors through to major infrastructure groups. Each has individual risks associated with their business activities influencing the need for tailor made insurance.

In this challenging and ever-changing environment it is crucial that you protect your investments against loss or damage.

## **HERE'S A QUICK OVERVIEW OF THE TOP CHALLENGES FACED IN THIS INDUSTRY SECTOR:**

Rapid technology advances | Scarce skills requirements | Labour shortages  
Supply chain issues | Environmental impact of projects | Complicated legislation  
A decline in growth and investment | Less investment by private sector industries  
Problems with government infrastructure

**AT RBS WE HAVE THE SPECIALIST EXPERTISE TO PROVIDE YOU WITH THE  
COMPREHENSIVE FINANCIAL PROTECTION YOU NEED.**

# financial protection **be proactive**



Many businesses only review their policies after they have suffered a loss. That's too late. Early intervention benefits you in the following ways:

- Certainty about which risks are covered
- No risk of assets being underinsured
- Business continuity and compliance
- Balance sheet protection in the case of unforeseen events preventing service delivery

RBS customised insurance can bring you the solutions by preventing the financial fallout of some nasty surprises.

RBS will always take the time to understand your business and your exact insurance requirements. Only when we understand your needs do we go to our partners in the market on your behalf.

You can find out more about the cover, support and service we don't mention here. To discuss your needs in detail, or if you have something specific or challenging to protect and can't see your risk here, please get in touch.

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# industries

RBS  
**your risk and insurance partner**

Which particular industries should consider tailor-made risk insurance?



Processing Facilities



Power Generation



Heavy & Light Industrial



Manufacturing



Mining



Medical Equipment



Contractors & Property  
Developers



Professional Consultants  
and Engineers



Plant Hire and Heavy  
Lifting Companies





## THE VARIOUS INSURANCE SOLUTIONS OFFERED BY RBS

The cover below is dependent on the specific policy (such as the Machinery Breakdown policy) in force at the time sudden and unforeseen losses are sustained.

- Machinery breakdown insurance
- Loss of profits following machinery breakdown or business interruption insurance
- Deterioration of stock in cold storage
- Erection: all risks insurance
- Applied electronic equipment and consequential loss insurance
- Plant all risks policy
- Cyber insurance

## ENGINEERING INDEMNITY INSURANCE

Most professionals in the construction business are required to have professional indemnity insurance. However, the Indemnity Insurance (Design and Construct) policy provides further protection for

businesses against financial losses arising from liability. This could include issues such as design failure, incorrect advice, errors or inadequate project management. Many people don't realise that their professional indemnity insurance does not provide sufficient cover for many of these risks.

The RBS Engineering and Construction Division can arrange cover for both these areas, as well as for project-specific professional indemnity.

Four distinct activities should be covered by professional indemnity insurance:

- Claims made as a consequence of errors or omissions
- First-party costs incurred prior to handover to avoid a claim being made
- Cover for liabilities of a sub-contractor
- Defense costs



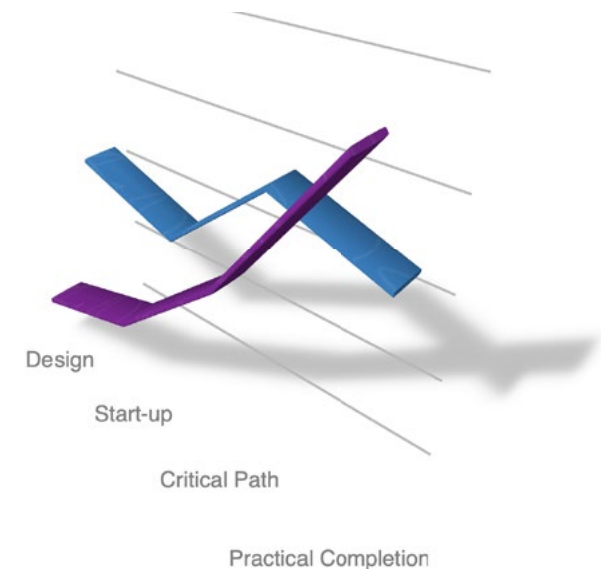
## INSURING CONSTRUCTION RISKS

A range of different types of cover is needed during the life cycle of a project. RBS advises that the risk manager engages an insurance professional in this regard to analyse the construction agreement (specifically schedule agreements and key dates), and that this person assist in drafting details of risks and perils (both insured and not insured) for the risk register formulation.

RBS can advise (starting from the point of design, then the start-up, the critical path, and the practical completion) on the most appropriate party to arrange bespoke insurance policies for the following core risks:

- Design and construction professional indemnity
- Contract works
- Public liability
- Third-party lateral support
- Sasria
- Project delay following works
- Marine imports (potential loss of profits)

— ABILITY TO INFLUENCE RISK  
— CONSTRUCTION PROGRESS



Tailor-made insurance is needed for the following four sectors: housing, infrastructure, commercial and industrial projects. RBS has the expertise to provide comprehensive financial protection for all of the above.



# the benefits of **employer-arranged insurance**

On large projects a specific policy can be arranged covering all the contractors. This gives the employer control over the insurance relating different aspects of a specific construction project, such as material damage and liability, and project delay insurance. The main benefits are as follows:

1

Complete protection for all concerned parties

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2

Minimal delay and confusion, and better control over the claims process

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3

No duplication of cover

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4

Effective risk control on all fronts for the employer, as well as peace of mind with regard to the performance of various parties

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5

Premiums are competitive and insurance contracts correct and binding

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5

The employer controls the money of claims that have been paid out

# Risk Benefit Solutions

## Does your insurance broker have your best interest at heart?

At RBS we have a team of experienced professionals to help you assess your business risk, and recommend the essential products beneficial to your business insurance requirements.

Designing and constructing buildings, bridges and other structures requires engineers to balance many conflicting interests, such as the trade-off between cost and resilience. In engineering, good risk management does not operate in a silo, but is embedded in the day-to-day processes of every stage of the design and construction process – and that includes dealing effectively with unforeseen circumstances. Few insurance brokers have the necessary

expertise in the fields of engineering and construction to give valuable advice to their clients, but at RBS we do. We truly understand that risk management is embedded in the whole construction process and that is why we strive to develop a meaningful risk partnership with our clients.

This means we understand the required insurance portfolio and the claims process in real time, and this enables us to tailor-make policy terms, pricing and underwriting for each individual client.





# RBS and what we can do for you

Risk Benefit Solutions, better known as RBS, was founded by an ambitious group of entrepreneurs in 1998, and has since evolved into one of the largest financial services advisory firms in Southern Africa.

By means of strategic acquisitions and a focus on driving growth, RBS has grown its market position substantially.

We understand that success can only be achieved with the commitment of our diverse workforce and by providing ongoing value, expertise and savings to our clients.

RBS offers insurance solutions to individuals, businesses and corporates, and it offers clients several niche specialist focuses.

**MORE THAN**  
**R800**  
**BILLION**  
Assets Insured

**MORE THAN**  
**R500**  
**MILLION**  
Premium Income

**OVER**  
**150**  
**FULL TIME**  
Staff Members

**Broad Based Black  
Economic Empowerment**

**LEVEL 1**

RBS is proud to be a level 1 BEE contributor and leading black-owned national brokerage. Our focus is developing skills and staff in South Africa to support the transformation of the financial services industry whilst offering our clients a strong BEE level 1 accredited partner.

# Insurance solved.

An authorised Financial Services Provider

insurance and risk services | employee benefits | wealth management | health



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