

Curriculum Vitae

Peter J Salt – FCILA. ACII. FEUDI ELAE. CIP.

Peter brings more than 35 years of highly relevant consulting and insurance experience covering a myriad of industries to benefit his clients. Whilst Peter still mainly concentrates on delivering fair and equitable settlements on large, complex insurance claims, the investigative and analytical skills of loss adjusting have enabled Peter to offer technical support in commercial dispute resolution (arbitration and mediation), as well as acting as an expert witness in litigation. He has vast experience as a project leader and is able to formulate and execute plans and recognise the skill sets required to get a job done.

Peter has developed strong and successful links with the legal profession, particularly the specialist litigation, ADR, insurance and reinsurance sectors and has been able to help clients find the best and most appropriate advice to advance their cases that involve disputes.

With his in-depth knowledge of insurance risks and practical application of risk management, Peter has extended his services to embrace risk and risk assessment advice to clients. Accord now has several clients who have used their services to improve and enhance their insurance purchasing and quality of premium spend.

Professional Experience

Peter left mainstream loss adjusting in 1994 after an 18 year career including residential periods spent in Asia and the USA. His last position was 13 years service with the Thomas Howell Group (now part of Crawford) where as a Director of three THG operational companies he handled major losses in several continents involving fire, explosion, flood, storm and hurricanes resulting in damage to property, business interruption, construction and erection claims.

In 1994 Peter established his own consultancy practice in London providing expert claims consultancy services to major corporations as well as claims management services to Japanese insurers. Many of the large insurance losses on which Peter was asked to consult were already, or subsequently became, disputes and Peter has considerable experience in the areas of commercial litigation and alternate dispute resolution.

Between 2002 and 2004 Peter assisted in the establishment of a specialist claims consultancy business, Echelon Claims Services Ltd (a wholly owned subsidiary of Jardine Lloyd Thompson) and managed the business from London, with offices also in Singapore and Hong Kong. In 2004 Peter re-established his own practice and registered his business in Singapore where he re-located and became a Permanent Resident in 2005. In early 2008 Peter joined Huron Consulting Group (a US public company) as Managing Director of its new Singapore subsidiary, leaving the company in April 2010 to establish Accord Solution Pte Ltd.

Peter has extensive experience of civil litigation procedures and has given evidence in the UK and the USA. He has led mediations in Europe and given expert witness testimony in arbitrations in Thailand and Singapore.

Representative examples of Peter's engagement experience include:

- Representing a global manufacturer of mobile telephones in the measurement, presentation and negotiation of a suppliers' extension business interruption insurance loss with a settlement of US \$195 million achieved in mediation.
- Reviewing property and business interruption losses and working on risk management procedures for a major US based manufacturer of pharmaceuticals.
- Pursuing and achieving recovery of US\$22m for a Japanese insurer from the Global reinsurance market.
- Working for a Japanese corporation and leading the negotiated settlement of a telecoms related contractual and liquidated damages dispute worth US\$75m.
- Working with a North Sea oil and gas producer to recover US \$45 million from insurers in a disputed business interruption and property loss.
- Representing a manufacturer after a fire at a semi-conductor plant and achieving a claim settlement on a combined property and business interruption loss through negotiation, only 9 months into a 24-month indemnity period, for a sum of US\$250 million.
- Advising an international consortium of Telecommunications Companies in relation to an advanced loss of profits claim. The case went to litigation with a claimed value of US \$130 million and was settled in mediation.
- Working with a team investigating damages for an Indian defendant in an ICC arbitration involving lost sales of capacity on sub- sea fibre optic cable systems with initial claimed damages of around US \$1 billion. The matter was settled for \$17m by the tribunal based on the expert report.
- Leading a team presenting an expert report on quantum on a SIAC (Singapore) arbitration in a dispute over a failed Pay TV Joint Venture with claimed damages of US\$228m. The tribunal awarded the claim in full plus interest.
- Working with a team assisting on a Singapore litigation focussed on the valuation of an Oil & Gas trading company with claimed damages of US\$70m.
- Providing technical advice and expert testimony in international arbitrations, following disputes over coverage on Tsunami related business interruption claims for International Hotel Groups.
- Providing technical claims consultancy advice to a Philippines steel company following a fire and interruption to their business with estimates in the region of US\$75 million which has now entered litigation.

- Providing technical claims consultancy advice to a Malaysian textile manufacturer, a subsidiary of a large Indian conglomerate, after a major fire, claim settled at approx \$50 million within the indemnity period.
- Providing risk management and insurance coverage advice to a Malaysian textile manufacturer on the placement of their industrial all risks policy cover and the appointment of a suitable insurance broker.
- Advising an African based sugar plantation owner and sugar refiner on a disputed fire and business interruption claim with losses estimated at US\$30 million. The claim was settled in an informal mediation.
- Providing risk and insurance consultancy services to an African based agricultural produce, leading to the establishment of an outsourcing agreement where Accord is a contracted service provider.
- Providing claims consultancy advice to a Thailand based manufacturer of computer components following flooding of a clean room production facility.
- Advising a Global precision engineering group on their insurance requirements and supervising the selection and appointment of a broker to place a global program.

Professional Certification.

- Associate of the Chartered Insurance Institute (ACII)
- Fellow of the Chartered Institute of Loss Adjusters (FCILA)
- European Loss Adjusting Expert by FEUDI (FEUDI ELAE)
- Chartered Insurance Practitioner