

# Insurance Brokers **Kunlun**

中石油的专有保险顾问 Insurance Consultant  
for China National Petroleum Corporation



**昆仑保险经纪**  
Kunlun Insurance Brokers



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# 公司简介

## Company Profile



成立于  
**2003年11月**



股票代码  
**000617**



**12家** 分公司  
**9家** 办事处  
**1家** 全资子公司



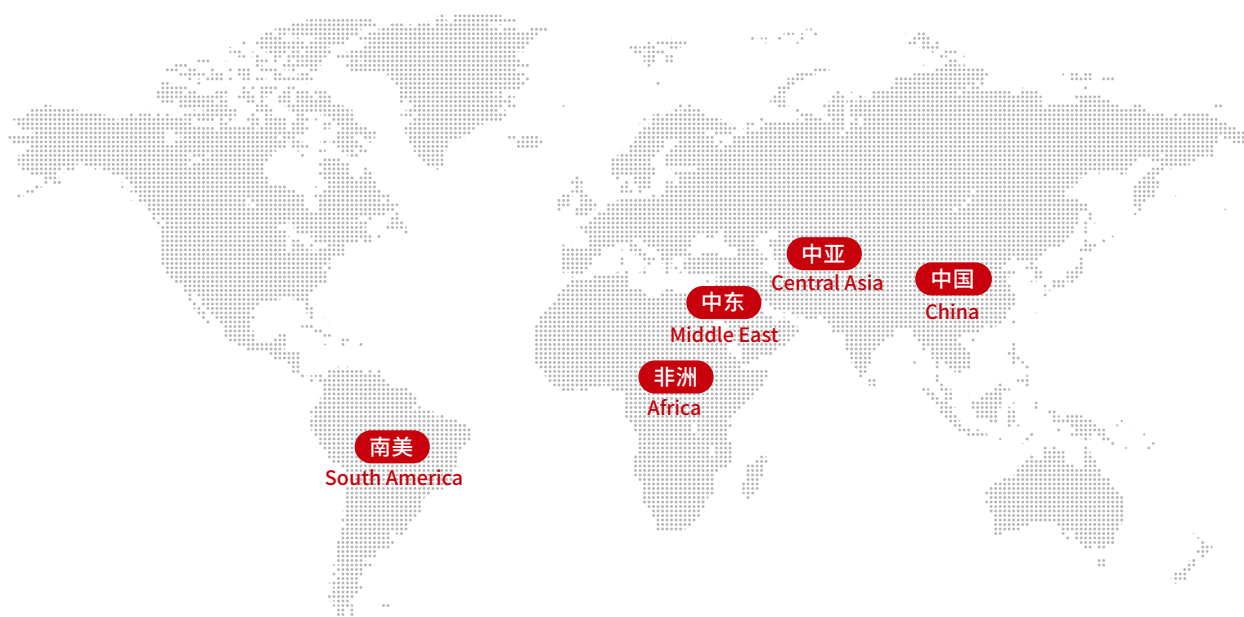
注册资本金  
**14,285.7143万元**



**昆仑保险经纪**股份有限公司(以下简称“昆仑保险经纪”)成立于2003年11月,中国石油化工集团有限公司金融板块控股单位,中国石油集团资本股份有限公司(股票代码:000617)下属子公司,劳合社注册经纪人。现有12家分公司、9家办事处和1家全资子公司,注册资本金14,285.7143万元。

**业务涵盖** 管理风险咨询、损失风险咨询、保险经纪、保险公估几大业务板块,为中国大陆及非洲、中亚、中东、南美等多个国家和地区的客户及项目提供服务,服务客户及项目涉及石油石化能源、建筑工程、交通运输、装备制造、进出口贸易、信息技术、金融等多个行业,在能源险、责任险、工程险、特殊风险保险、再保险以及人身险、员工福利等方面有着丰富的经验,积累了近十年特大型企业的保险集中管理操作经验。为近40个大型建设项目(投资额100亿元以上)提供风险咨询与保险经纪服务。

**多年来**,昆仑保险经纪与国内外多家保险、再保险机构建立了良好的合作关系,拥有畅通的再保险渠道,同时,打造了专职的风险工程师团队,在石油、石化、基础设施建设等领域有着丰富的实践经验,自主研发了风险管理信息系统(RMIS)及客户关系管理系统(CRM),以信息和数据为支撑为客户提供优质高效服务。



**Kunlun** Insurance Brokers Co.,Ltd (hereinafter referred to as “Kunlun Insurance Brokers”) was founded in November 2003. Kunlun Insurance Brokers is the holding unit of the Financial Sector of China National Petroleum Corporation, the subsidiary of CNPC Capital Company Limited (stock code: 000617), and the registered broker of Lloyd’s. Kunlun Insurance Brokers has 12 branches, 9 offices and one wholly-owned subsidiary, with the registered capital 142.857143 million yuan.

**Kunlun** Insurance Brokers provides a wide business scope including risks consulting, insurance brokerage and insurance assessment for clients and projects in China mainland, Africa, Central Asia, the Middle East, South America and other countries or regions, related to oil and petrochemical energy, construction, transportation, equipment manufacturing, import and export trade, information technology, finance and other industries. Kunlun has a wealth of experience in energy insurance, liability insurance, engineering insurance, special risk insurance, reinsurance, personal insurance, employee benefits and so on. In addition, Kunlun also accumulated nearly a decade of expertise in insurance centralized management of large enterprise and risk consulting and insurance brokering services for nearly 40 large-scale construction projects (investment value over RMB10 billion).

**Over** the years, Kunlun has established cooperative relationship with domestic and foreign insurance, reinsurance institutions and formulated smooth reinsurance channels. At the same time, Kunlun has also set up a team of engineers who are highly experienced in petroleum, petrochemical, infrastructure construction and other fields. In addition, we have developed risk management information system (RMIS) and customer relationship management system (CRM) independently, which help Kunlun to provide high-quality and efficient services for clients with the support of information and data.



Founded in  
**November 2003**



Stock Code  
**000617**



**12** Branches  
**9** Offices  
**1** Wholly Owned Subsidiary



Registered Capital  
**142.857143** Million Yuan

# 历史发展 Historical Development

中石油集团:持股30%  
中石油股份:持股70%

CNPC share holding: 30%  
PetroChina Co.,Ltd share holding: 70%



## 2009

经纪公估战略整合

股权上划至中石油集团公司和股份有限公司

Strategic integration of  
Brokers and Assessment

Their equities were delivered to  
CNPC and PetroChina Co.,Ltd

经纪公司: 资本金5,000万元  
公估公司: 资本金5,000万元  
股东: 大庆油田等5家法人

Brokers Company: capital 50 million RMB  
Assessment Company: capital 50 million RMB  
Shareholders: Daqing Oil Field Co.,Ltd  
and others amount to five legal persons



## 2003

经纪公估成立

竞盛保险经纪股份有限公司  
竞胜保险公估有限公司

Establishment of Brokers and  
Surveyors & Loss Adjusters

Jingshen Insurance Brokers Co.,Ltd  
Jingsheng Insurance Surveyors & Loss Adjusters Co.,Ltd



## 2002

专业代理

黑龙江竞成保险代理公司

Professional Agency

Heilongjiang Jingcheng Insurance Agency

## 1999

兼业代理

大庆石油管理局保险代理处

Part-Time Agency

Insurance Agency of  
Daqing Petroleum  
Administrative Bureau







## 2017

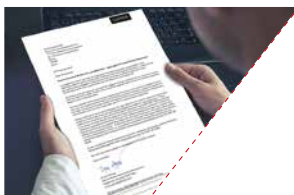
中油资本成功登陆中国A股市场  
竞胜公估增资至1500万元  
竞胜公估未分配利润增资

CNPC Capital Company Limited successfully entered into the A-share market

Jingsheng Insurance Surveyors & Loss Adjusters Co., Ltd. increased its capital to 15 million RMB with its undistributed profit transferred into increased capital.

资本金:14,285万元  
中石油资本公司:持股51%  
中石油股份公司:持股49%

Capital: 142.85 million RMB  
CNPC Capital share holding: 51%  
PetroChina Co., Ltd share holding: 49%



## 2016

增资, 股权调整

中石油金融企业资产重组, 划入金融板块

中国大陆地区第2家劳合社注册经纪人

2016年2月, 获得英国劳合社授权,  
成为中国大陆地区第2家劳合社注册经纪人

Capital Increase, Equity Adjustment

The assets of financial enterprises of CNPC were reorganized, which was integrated into financial sector.

The second registered broker of Lloyd's in Chinese Mainland

In February 2016, Kunlun Insurance Brokers got the authorization from the Lloyd's of UK, becoming the second registered broker of Lloyd's in Chinese Mainland.



## 2012

名称变更

公司名称变更为昆仑

Name Change

The company's name changed into Kunlun

## 2011

股权调整

经纪公司全资持有公估公司

经纪公司: 资本金10,000万元  
公估公司: 资本金500万元

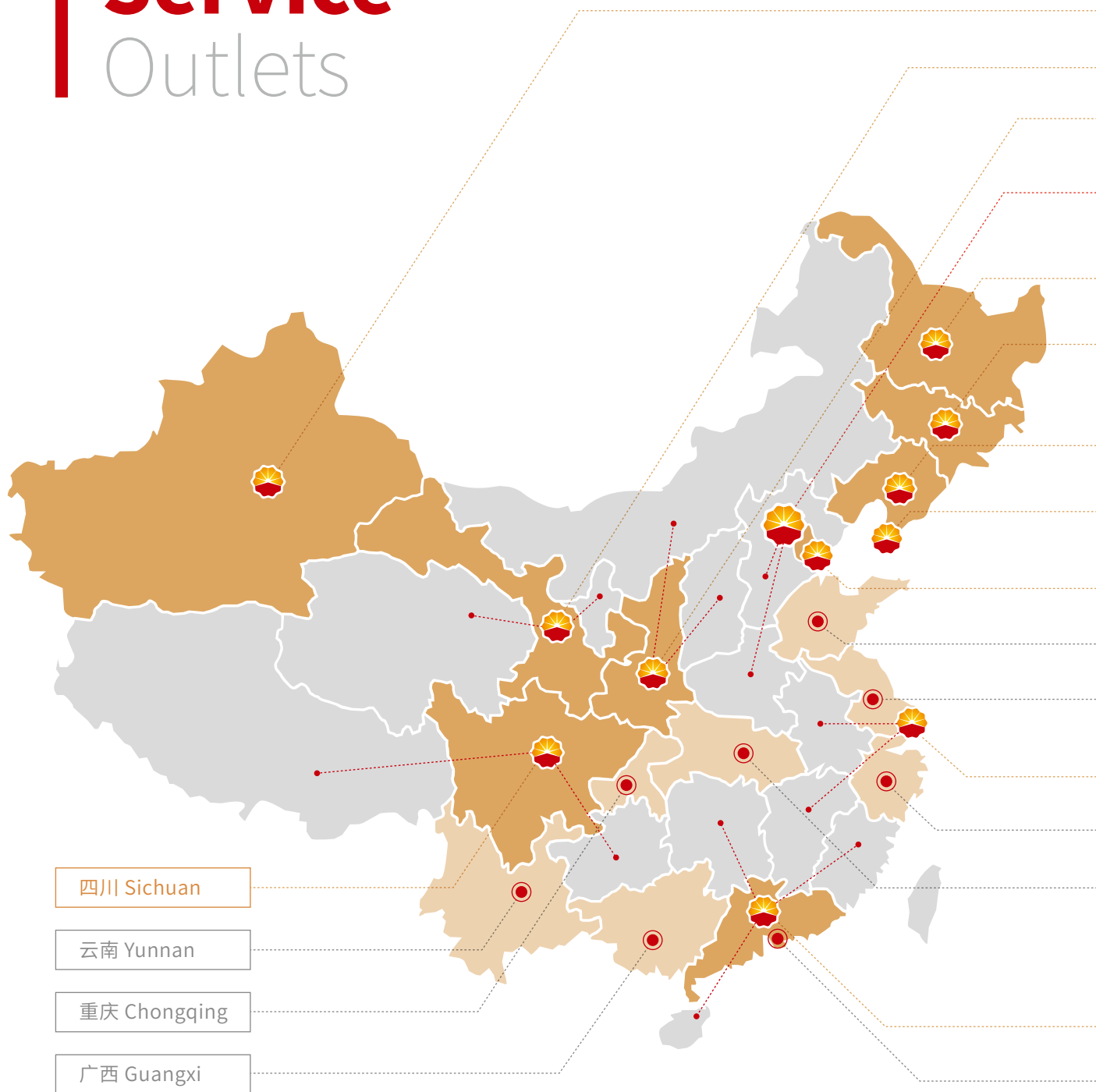
Equity Adjustment

The Brokers Company wholly owned Jingsheng Insurance Surveyors & Loss Adjusters Co., Ltd

Brokers Company: capital 100 million RMB  
Assessment Company: capital 5 million RMB



# 服务网点 Service Outlets





新疆 Xinjiang

甘肃 Gansu

陕西 Shaanxi

北京 Beijing

黑龙江 Heilongjiang

吉林 Jilin

辽宁 Liaoning

大连 Dalian

天津 Tianjin

山东 Shandong

江苏 Jiangsu

上海 Shanghai

浙江 Zhejiang

湖北 Hubei

广东 Guangdong

深圳 Shenzhen

昆仑保险经纪总部设立在北京，在黑龙江、吉林、辽宁、新疆、陕西、上海、广东、四川、甘肃、大连、天津等地设立了12家分支机构，在深圳、山东、浙江、重庆、江苏、广西、湖北、云南等地设立了办事处，即将在全国10余个省市设立分支机构，海外办事处设在迪拜。此外，拥有1家全资子公司——竞胜保险公估有限公司。

Headquartered in Beijing, Kunlun Insurance Brokers has 12 branches locate in Heilongjiang, Jilin, Liaoning, Xinjiang, Shaanxi, Shanghai, Guangdong, Sichuan, Gansu, Dalian, Tianjin and has 8 offices in Shenzhen, Shandong, Zhejiang, Chongqing, Jiangsu, Guangxi, Hubei and Yunnan, and is planning to establish branches in tens of other provinces in the forthcoming future. Additionally, Kunlun Insurance Brokers has 1 international office in Dubai, as well as one wholly-owned subsidiary- Jingsheng Insurance Surveyors & Loss Adjusters Co.,Ltd.

注：

颜色较深且有宝石花标志的省份，表示已设有分支机构；

浅黄颜色的省份，表示已设有办事处；

直线代表服务可以覆盖的省份。

Note:

Shaded and logo-covered area suggest provinces that branches have set up wherein;

Light yellow colored area suggest provinces where offices have been set up;

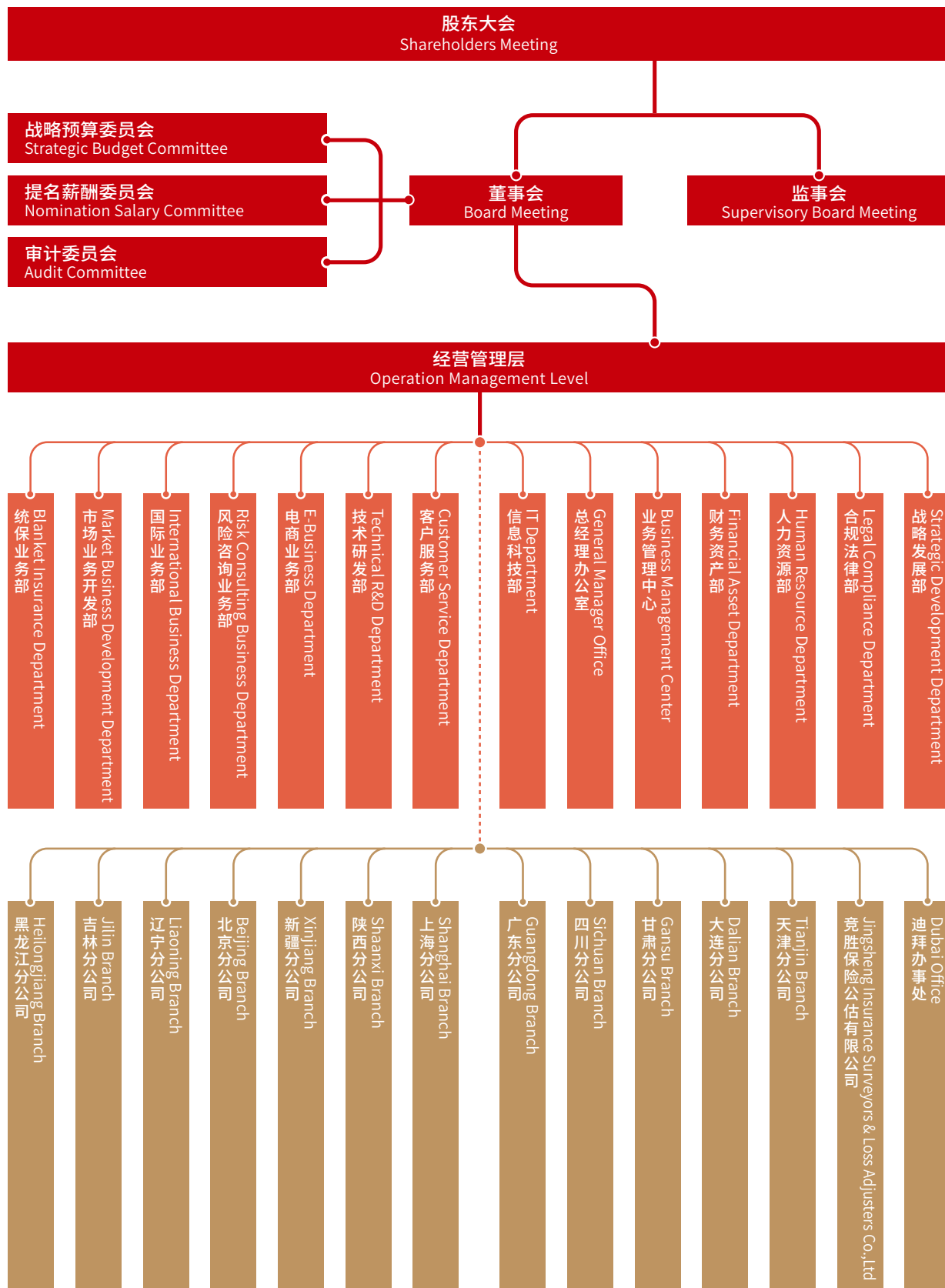
Lines-linked area suggest the provinces where service could cover.

# 组织架构 **Organization** Structure

昆仑保险经纪按照股东大会、董事会、监事会、管理层即“三会一层”的现代企业公司治理运营。

Kunlun Insurance Brokers is operated under the mode of “Three Meeting One Management”, namely Shareholders Meeting, Board of Directors, Board of Supervisors and Management level.





# 股权结构 **Equity** Structure

昆仑保险经纪股东为中国石油集团资本有限责任公司和中国石油天然气股份有限公司(601857)，实际控股人为中国石油天然气集团有限公司。

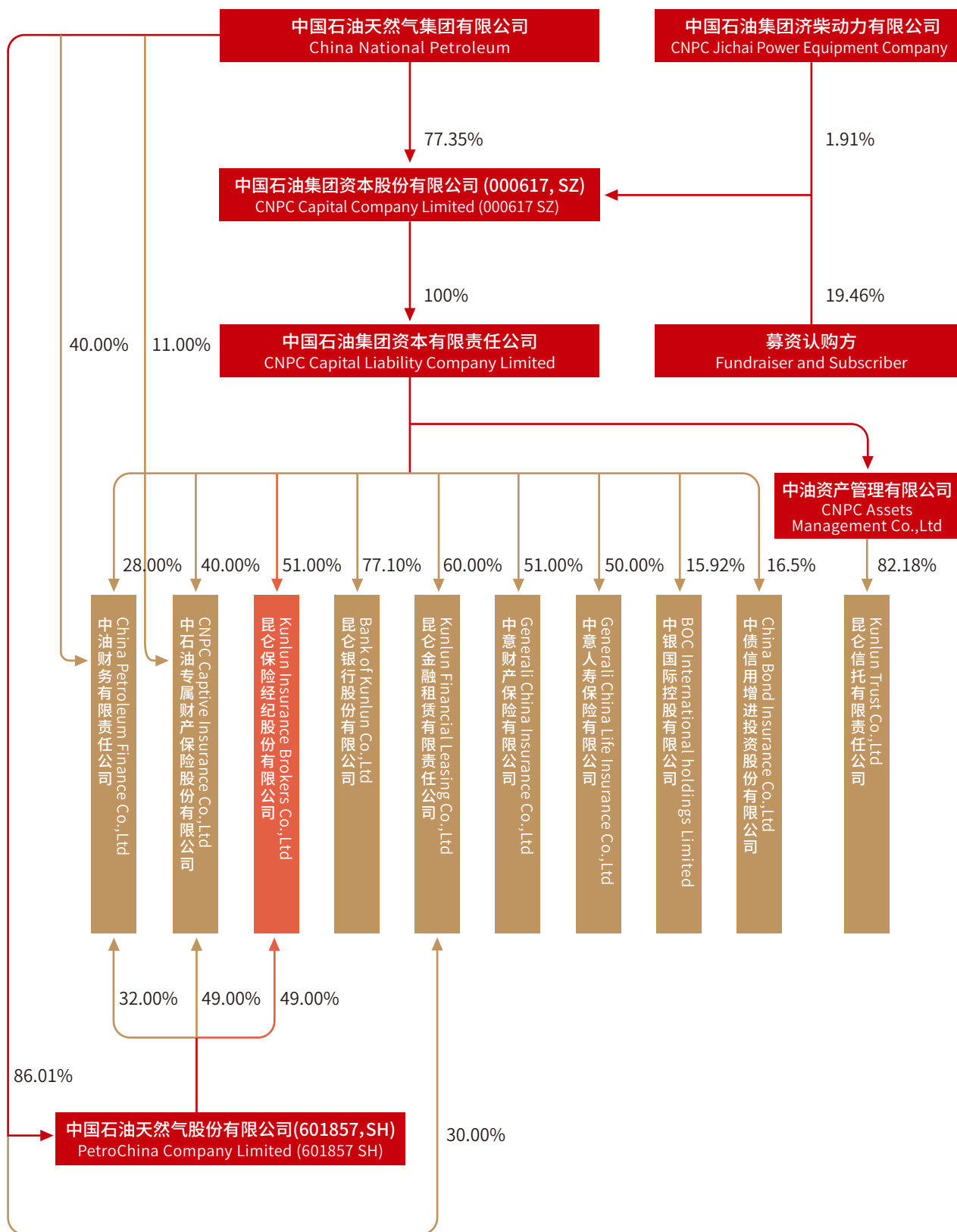
中国石油集团资本有限责任公司旗下中国石油集团资本股份有限公司(000617)于2017年2月10日正式挂牌登陆深圳证券交易所A股市场，是A股市场持有金融牌照数量最多的上市公司。

中国石油天然气股份有限公司(601857)是中国油气行业占主导地位的油气生产和销售商，系在纽约证券交易所、香港联合交易所、上海证券交易所三地上市的公司。2017年2月，Brand Finance发布2017年度全球500强品牌榜单，中国石油名列第33位。

Kunlun Insurance Brokers' shareholders are CNPC Capital Company Limited and PetroChina Company Limited (stock code: 601857), whose actual controller is China National Petroleum Corporation.

CNPC Capital Company Limited (stock code: 000617), the subsidiary of CNPC Capital Liability Company Limited, was officially listed on the A-share market of Shenzhen Stock Exchange on February 10, 2017, which also possesses the most financial licenses in A-share market.

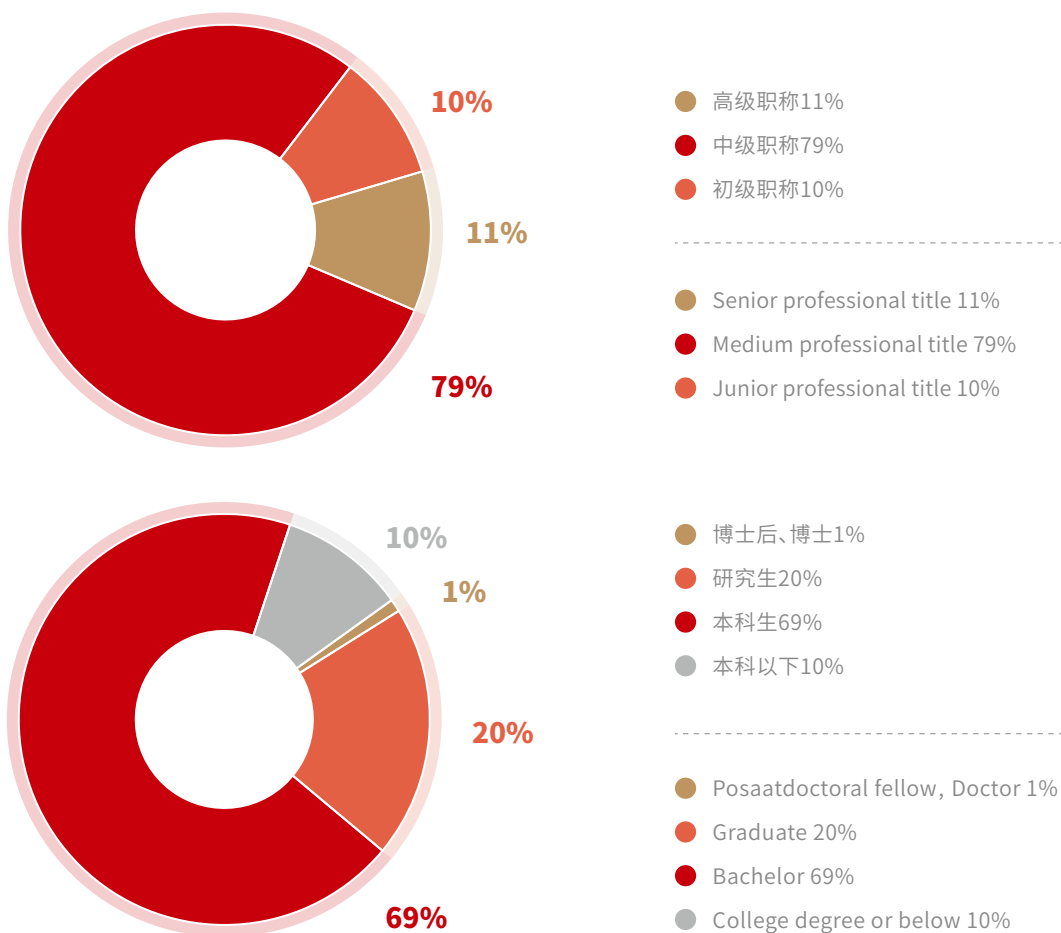
PetroChina Company Limited (stock code: 601857) is the predominant petroleum and gas manufacturer and seller in Chinese market, and was company listed in New York Stock Exchange, the Stock Exchange of Hong Kong and Shanghai Stock Exchange. In February 2017, PetroChina was ranked 33rd in the list of 2017 Top 500 Global enterprises issued by Brand Finance.



# 人才队伍 Talent Team

昆仑保险经纪现有员工 242 人，其中，本科及以上学历占比 90%，超过行业平均水平。昆仑保险经纪依靠品牌和行业地位，吸引和招募了大量海内外的资深从业人员。

Currently there are 242 staffs in Kunlun, 90% of which have bachelor's degree or above academic qualifications, exceeding the industry average. As a well-known and renowned company in insurance industry of China, Kunlun has attracted and recruited a large number of senior practitioners from domestic and abroad.



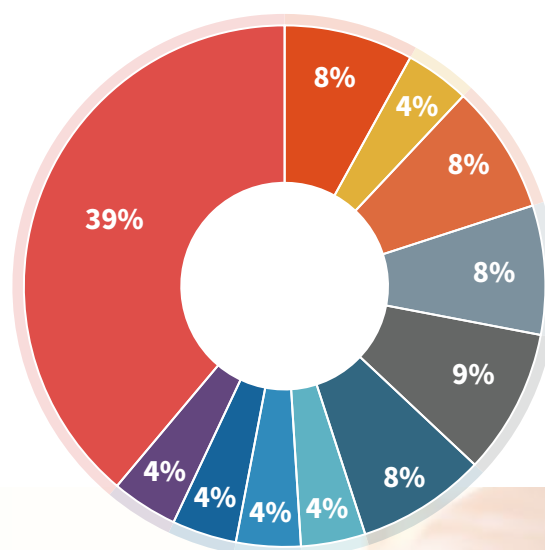


## 专家顾问 Expert Advisor

昆仑保险经纪的专家库中包含 100 余位各行业知名专家顾问，能够为各类保险经纪服务提供技术支持，并且与清华大学、北京师范大学、中央财经大学等知名院校、安全评价机构保持长期合作关系，进一步提升了昆仑保险经纪的风险管理水平。

Kunlun owns a think-tank comprised of over 100 elite experts and consultants from various industries, which can provide technical support for insurance brokering services. Kunlun also maintains a long-term cooperation relationship with some well-known academic institutions such as Tsinghua University, Beijing Normal University, Central University of Finance and Economics and safety assessment organizations, which contribute to improving the risk management level of Kunlun.

- 工程造价 39%
- 石油化工安全技术 8%
- 生成设备安全 4%
- 安全管理 8%
- 石油工程 8%
- 内控管理 9%
- 长输管道规划 8%
- 炼油装置技术 4%
- 电气设计 4%
- 压力容器设计 4%
- 财务资产管理 4%



- Project cost 39%
- Petrochemical safety technology 8%
- Production equipment safety 4%
- Security management 8%
- Petroleum engineering 8%
- Internal control management 9%
- Long-distance pipeline planning 8%
- Oil refining equipment technology 4%
- Electrical design 4%
- Pressure vessel design 4%
- Financial asset management 4%

# 主要业务 Main Business



## **A** 保险经纪 **Insurance Brokerage**

风险评估、保险建议、保险 / 再保险安排、防灾防损、协助索赔、国别保险监管政策分析、国内 / 国际保险业务的分出 / 分入、境外风险评估及现场技术支持

Risk assessment, insurance proposal, insurance/reinsurance arrangement, disaster and loss prevention, claims assistance, analysis of insurance regulatory policies in different countries, ceding out/in of domestic/international insurance business, overseas risk assessment and on-site technical support.

## **B** 风险管理咨询 **Risk Management Consulting**

内部控制体系建设及手册修订、业务流程优化与再造、内部控制有效性评价、专项风险(内控)管理咨询、基础管理体系融合、风险管理成熟度评价、风险评估专项咨询、风险管理报告咨询、定制化专业培训、基础管理体系融合

Construction of internal control system and manual modification, business process optimization and reset, validity evaluation of internal control, internal management consultant towards particular risk, integration of fundamental management system, maturity evaluation of risk management, special consultation of risk assessment, risk management report consultancy, customized professional training.

## **C** 保险风险咨询 **Insurance Risk Consulting**

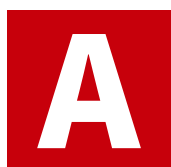
承保咨询、风险查勘、风险评估、防灾防损、定量损失估算、专项风险咨询

Underwriting consulting, risk survey, risk assessment, disaster and loss prevention, quantitative loss estimate, special risk consulting.

## **D** 保险公估 **Insurance Assessment**

防灾防损、灾损公估、代位追偿、残值处理、海事处理、监装监卸

Disaster and loss prevention, disaster and loss assessment, subrogation, residual value settlement, maritime affairs settlement, supervision of loading and discharging.



# 保险经纪

# Insurance Brokerage



## 风险评估 Risk Assessment

为客户提供承保前 / 中的风险评估、风险查勘、风险管理咨询服务

Provide service of risk assessment, risk survey and risk management consulting before or during the underwriting process.



## 防灾防损 Disaster and Loss Prevention

结合客户的历史灾害损失情况及面临的风险隐患，提供防灾防损的专项培训和解决方案

Based on the clients' historical loss and hidden risks that encountered, provide customized training and solutions to prevent disaster and loss.



## 保险/再保险安排 Insurance/Reinsurance Arrangement

为客户拟定投保方案、选择保险公司、办理投保、续保手续

Draw up insurance programs, choose insurance company, arrange insurance placement and renewal for our clients.



## 保险建议 Insurance Proposal

根据客户风险状况，对可保风险提供专业的保险建议

Based on the clients' risk status, provide professional insurance proposals for insurable risks.



## 协助索赔 Claims Assistance

协助客户出险报案、准备索赔材料、制定索赔方案、与保险公司洽谈具体索赔事项

Assist our clients to report accident, prepare claim documents, formulate claim program and negotiate claim details with insurance company.



## 国际业务 International Business

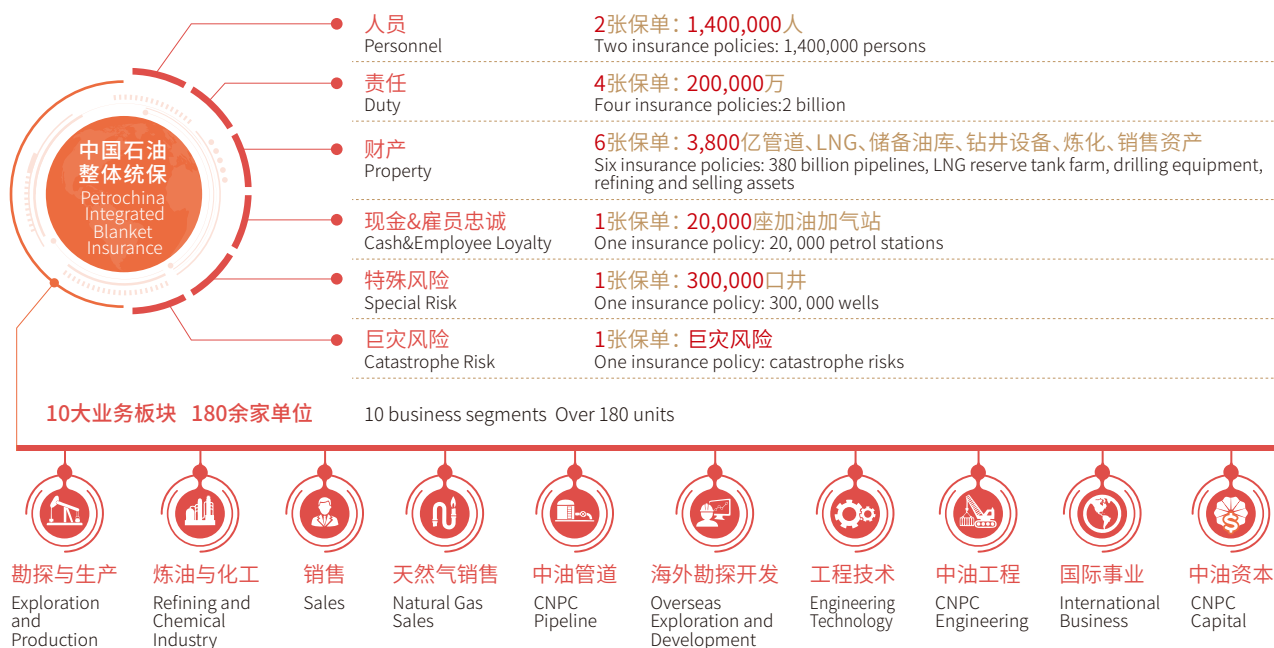
国别保险监管政策分析、国别风险评估、组织实施查勘、国内 / 国际保险业务的分出 / 分入、境外现场技术支持

Analysis of insurance regulatory policies and risk assessment in different countries, survey implementation, ceding out/in of domestic/international insurance business and overseas on-site technical support.

## 01.整体统保服务 | Integrated Blanket Insurance Service

自2007年，昆仑保险经纪作为中石油专有保险顾问，为其提供整体统保服务。深度参与中石油的15个总部统保险种，为分布在全球的140万员工、30万口不同类型的钻井、2万余座加油加气站、近8万公里的油气长输管道等数万亿资产提供有效保障。

As an in-house insurance consultant for CNPC, Kunlun Insurance Brokers has provided integrated blanket insurance service for CNPC since 2007, and deeply participated in CNPC's 15 types of blanket insurance, providing insurance service for trillions of assets including over 1.4 million employees, 0.3 million drilling wells of different types, more than 20000 petrol stations, and nearly 80000-kilometre long-distance oil & gas pipeline.



昆仑保险经纪通过为中石油集团和各企业商业保险操作提供专业的保险技术服务，协助集团公司和地区公司制定投保方案并进行保险采购，在招标环节协助地区公司制作标书、组织招标和审核标书，为地区公司提供风险查勘、风险评估、出险后索赔服务和公估服务，定期就风险管控和保险运行提出专业意见，供项目管理者、地区公司、集团公司决策。

做为国际化的保险经纪服务提供商，昆仑保险经纪将为企业的商业保险管理带来以下几方面的专业化支持：一是可以降低风险管理成本，提高经营效率；二是可以获得全面、专业的风险管理服务；三是可以获得经济、合理、充分的保险保障；四是昆仑保险经纪通过风险管理使保险标的风险状况有所改善，容易赢得较为合理的低费率；五是对于一些特殊风险，昆仑保险经纪可以在保险市场上寻求更多的承保能力支持。

By providing professional insurance service for CNPC and all kinds of enterprises in the market, Kunlun Insurance Brokers will help group companies and regional companies formulate insurance plan and buy insurance, give assistance to regional companies in making bidding documents, arranging bid invitation and vetting bidding documents in bid invitation link, and provide services of risk survey, risk assessment, claims and assessment service after loss occurred. Kunlun Insurance Brokers will present professional advice regularly in risk control and insurance operation for project managers, regional companies and group companies in decision making process.

As an internationalized insurance brokerage service provider, Kunlun Insurance Brokers will bring professional supports for enterprises' commercial insurance management in the following aspects: the first is to reduce the cost of risk management and improve the operation efficiency; the second is comprehensive, professional risk management service; the third is economical, rational, sufficient insurance safeguard; the fourth is that Kunlun Insurance Brokers can perfect the risk status of insurance subject through risk management, which is in favor of obtaining relatively reasonable low rate; the fifth is that Kunlun Insurance Brokers can get more support of insurance capacity in the insurance market concerning special risks.

## 02.国际业务 | International Business

国际业务项目经验地域分布图 Region Distribution of International Business Projects Experience



服务海外，涉及**15**个国家，**20**余个项目  
Service overseas, involving 15 countries, over 20 projects

国际业务业绩清单 International Insurance Projects List

- |                  |   |
|------------------|---|
| ● 中亚天然气管道AB线项目   | ● China-Kazakhstan Natural Gas Pipeline Line AB Project |
| ● 中亚天然气管道C线项目    | ● China-Kazakhstan Natural Gas Pipeline Line C Project  |
| ● 乌兹别克ATG管道项目    | ● Uzbekistan ATG Gas Pipeline Project                   |
| ● 哈萨克斯坦PK炼厂财产险项目 | ● Petro Kazakhstan Property Insurance Project           |
| ● 乍得鲁尼尔油田项目      | ● Chad Ronier Oilfield Project                          |
| ● 乍得恩贾梅纳炼厂项目     | ● Chad N'Djamena Refinery Project                       |
| ● 尼日尔阿加德姆油田项目    | ● Niger Agadem Oilfield Project                         |
| ● 尼日尔津德尔炼厂项目     | ● Niger Zinder Refinery Property                        |
| ● 伊朗北阿扎德甘油田项目    | ● Iran North Azadegan Oilfield Project                  |



## 再保业务业绩清单 Reinsurance Projects List

- |             |   |
|-------------|---|
| ● 超额责任险项目   | ● Excess Liability Project                  |
| ● 亚马尔LNG项目  | ● Yamal LNG Project                         |
| ● 亚马尔货运险项目  | ● Yamal Cargo Prohct                        |
| ● 委内瑞拉货运险项目 | ● Venezuela Marine Cargo Project            |
| ● 深港天然气项目   | ● Shengang Natural Gas Project              |
| ● 大连西太项目    | ● Dalian West Pacific Petrochemical Project |
| ● 赵东油田项目    | ● Zhaodong Oilfield Project                 |
| ● 光汇石油项目    | ● Bright Oilfield Project                   |

昆仑保险经纪自 2012 年正式成立海外业务部（国际业务部前身）至今，一直为中石油“走出去”发展战略提供保险及风险管理服务，为海外的上游油气勘探开发作业和下游炼油与化工、管道建设与运营提供风险保障，已成功为中石油下属多家地区公司在全球不同地区提供了保险经纪及咨询服务，累积保费达 12,448 万美元。

Since the formal establishment of Overseas Business Department (the predecessor of International Business Department) in 2012, Kunlun Insurance Brokers has been making its utmost efforts to provide insurance brokers and consulting service under the guidance of “going out” strategy of CNPC, and risk guarantees for the overseas business development of CNPC, including upstream oil and gas exploration as well as development operations, and the downstream refining and chemical industry as well as pipeline construction and operation. Kunlun Insurance Brokers has successfully provided insurance brokering services and consulting services for CNPC’s regional subsidiaries all over the word, and the cumulative premium of projects served by Kunlun is up to USD124.48 million.

## 风险顾问 项目前期贷款融资、统保设计和策划、实地风险查勘、防灾防损建议等

在项目前期贷款融资方面，昆仑保险经纪可协助客户办理保函、信用保险等事宜。通过公司的风险管理信息系统 (RMIS)，可提供企业可保资产的梳理、实地风险查勘、重大风险识别评估、提供满足当地监管要求的有效风险管理策略、实施风险定量评估、优化企业投保方案、提供防灾防损技术支持及风险培训等多元化风险管理咨询服务。

## Risk consultant Pre-project financing, blanket insurance designing & planning, on-site risk survey, loss prevention consulting, etc.

In pre-project financing, Kunlun can assist client to get letter of guarantees, credit insurance, etc. Through the Risk Management Information System (RMIS), Kunlun Insurance Brokers can provide diversified risk management consulting services such as combing the insurable assets, on-site risk survey, identifying and assessing significant risks, profiling laws and regulations of project location, putting forward effective risk management strategies subject to local regulatory requirements, implementing quantitative risk assessment, optimizing insurance programs, providing loss prevention and technical support, risk training, etc.

### **保险顾问** 保费成本测算、保险方案设计、市场排分、保险培训等

为客户打造量身订做的风险转移方案：项目投标阶段可提供经验费率测算；获知详细的项目信息后，可设计保险和再保险方案，在国际市场上获取较具竞争力的保险安排条件和报价；后续可为客户提供保险和防灾防损培训，有利于降低企业的经营风险。

### **Insurance consultant** Premium cost estimation, insurance schedule design, market placement, insurance training etc.

Kunlun is committed to creating tailor-made risk transferring program for clients. In bidding stage of a project, Kunlun can help to estimate the premium rate on the basis of long-term accumulated experience. After comprehensive project information is supplemented, Kunlun can design insurance and reinsurance program, obtain the competitive insurance placement conditions and quotations from international insurers and reinsurers. After completion of insurance arrangement, Kunlun will provide insurance and loss prevention training, which could help clients to reduce operating risks.

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### **理赔顾问** 出险理赔、灾损公估服务

国际业务部可向客户提供全面的理赔服务，包括协助整理索赔材料，代表客户与保险公司谈判等，能够协助客户快速、高效地处理赔案。

### **Claim Consultant** Claims assistance, loss assessment services.

International Business Department can provide comprehensive claim services for our clients, including assist in collecting claim materials, negotiating with insurance companies on behalf of clients, etc., which can help clients deal with claims case rapidly and effectively.

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### **危机处理** 危机管理、紧急撤离等

对于局势比较动荡的国家，员工的人身安全风险较高，除安排雇主责任险及绑架勒索保险以外，在遇到危机事件之时，国际业务部还可向客户提供紧急撤离服务，并协助客户处理危机事件。

目前，国际业务部已成功在巴基斯坦为两大项目安排了绑架勒索保险。通过昆仑保险经纪安排，于2013年8月、2013年12月、2015年5月、2016年7月多次成功紧急撤离了中石油驻南苏丹、中石油驻伊拉克数千名雇员。

### **Crisis Handling** Crisis management, emergency evacuation, etc.

Employees in a turbulent country are subject to higher safety risks, Employer Liability Insurance and Kidnap and Ransom Insurance can be arranged. Besides, when they encounter with critical incidents, International Business Department can also provide emergency evacuation services and assist clients in dealing with critical incidents.

Up to now, the International Business Department has successfully arranged Kidnap and Ransom insurance for two major projects in Pakistan. Kunlun Insurance Brokers successfully evacuated thousands of employees of CNPC in South Sudan and Iraq in August 2013, December 2013, May 2015 and July 2016.



中石油南苏丹作业区撤离人员乘坐大巴车前往首都朱巴  
Employees of CNPC in South Sudan Evacuated to the Capital Juba



中石油南苏丹作业区项目人员撤离前往机场  
Employees of CNPC in South Sudan Evacuated to the Airport

## 海外信息及政策梳理并建立保险信息库

参照从英国 Axco 订阅的保险信息，结合中石油的海外作业区，昆仑保险经纪已系统梳理和研究了海外 29 个国家的保险法规及政策信息，结合国际保险、再保险公司、评级机构及安全顾问公司的协作交流，已建立了成体系的海外保险信息库。

## Collecting overseas information and policy, establishing insurance information database

According to the insurance information from Axco in the United Kingdom, combine the regions or countries involved in overseas operations of CNPC, Kunlun Insurance Brokers has made systematic in-depth study and research on insurance legislations and policy information of 29 overseas countries. Through in-depth communication and exchanges with the international insurers, reinsurers, rating agencies and security consulting firms, information database system for overseas insurance has been established.

## ■ 03.五大核心技术 | Five Core Technologies

### ● 保险技术

建立了一整套包括按险种 / 产品线为单元的保险（和再保险）全流程操作及技术体系，包括产品研发、保险条款的改进与优化、保险产品价格的制定与确认、索赔条件与流程、各节点关键风险控制等。

### Insurance Technology

A whole set of operational and technical system of insurance (and reinsurance) process based on the unit of insurance coverage / product line, including product R&D, improvement and optimization of insurance clauses, establishment and confirmation of insurance product price, claim conditions and procedures, key risk control of each node, etc.

### ● 风险技术

凭借对石油石化能源行业的风险及保险的深刻认识，积累了丰富的数据，建立了包括风险咨询、风险数据库、风险报告、相关评估模型等内容的风险管理技术，在石油石化领域具有行业相对领先的优势。

### Risk Technology

Relying on the profound understanding of risks and insurance of petroleum, petrochemical and energy industries, the company has accumulated a wealth of data resources, and established risk management techniques including risk consulting, risk database, risk reporting, and related evaluation models, thus possessing a pioneering advantage in the petroleum and petrochemical industries.





### 统保技术

十年大型集团企业统保的技术及相关流程和标准

### Blanket Insurance Technology

10 years' experience in providing blanket insurance for large group enterprises has given Kunlun insurance brokers mature techniques and professional standard in this field.

### 信息技术

自主设计开发了综合业务管理系统、风险管理信息系统 (RMIS) 和客户关系管理系统 (CRM)，以大数据为基础，将互联网信息技术与风险管理技术相融合，并在应用方面积极进行创新。

### Information Technology

The company independently designed and developed the Integrated Service Management System, Risk Management Information System (RMIS) and Customer Relationship Management System (CRM), which integrated internet technology into risk management technology and carried out an active innovation in the aspect of application based on big data.

### 能源技术

建立了一个职业化的风险工程师团队，拥有一批石油石化能源行业的风险与保险管理专业技术人才，在能源风险管理技术领域及能源保险及再保险领域具有突出的人才领先优势。

### Energy Technology

The company has established a team of professional risk engineers and possessed a number of risk and insurance management professionals in the petroleum, petrochemical and energy industries, having a prominent talent advantage in the field of energy risk management technology and energy insurance and reinsurance.

## 04.能源项目全流程服务 | Entire Flow Service of Energy Project







<ul style="list-style-type: none"> <li>■ 保险/再保险安排</li> <li>■ 风险管理/防灾防损</li> <li>■ 风险查勘、风险评估</li> <li>■ 定量损失估算</li> <li>■ 索赔管理、保单管理</li> </ul> <ul style="list-style-type: none"> <li>■ Insurance / Reinsurance arrangement</li> <li>■ Risk management / Loss prevention</li> <li>■ Risk survey / Risk assessment</li> <li>■ Quantitative loss estimation</li> <li>■ Claim management and Policy management</li> </ul>	<ul style="list-style-type: none"> <li>■ 运营风险绘图</li> <li>■ 保险采购、保险建议</li> <li>■ 风险管理/防灾防损</li> <li>■ 索赔管理、保单管理</li> <li>■ 巨灾恢复计划</li> </ul> <ul style="list-style-type: none"> <li>■ Operational risk mapping</li> <li>■ Insurance purchasing and Insurance advice</li> <li>■ Risk management / Loss prevention</li> <li>■ Claim management and Policy management</li> <li>■ Catastrophe recovery plan</li> </ul>	<ul style="list-style-type: none"> <li>■ 环境风险评估</li> <li>■ 索赔结案</li> <li>■ 应变计划</li> <li>■ 代位追债</li> <li>■ 风险咨询</li> </ul> <ul style="list-style-type: none"> <li>■ Environmental risk assessment</li> <li>■ Claim settlement</li> <li>■ Contingency plan</li> <li>■ Subrogation</li> <li>■ Risk consulting</li> </ul>
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### 建设 Construction

### 运营和生产 Operation and Production

### 终止运营 Operation Termination

<ul style="list-style-type: none"> <li>■ 工程项目财产损失</li> <li>■ 法律责任、环境责任</li> <li>■ 恐怖主义风险</li> <li>■ 项目延迟、货物运输</li> <li>■ 雇员风险、董事责任</li> </ul> <ul style="list-style-type: none"> <li>■ Property damage of construction project</li> <li>■ Legal liability and Environmental liability</li> <li>■ Terrorism risk</li> <li>■ Project delay and Freight transportation</li> <li>■ Employee risk and Director liability</li> </ul>	<ul style="list-style-type: none"> <li>■ 信用风险和政治风险</li> <li>■ 财产损失、第三者责任</li> <li>■ 收入损失、货物运输</li> <li>■ 董事和高管责任</li> <li>■ 环境责任</li> </ul> <ul style="list-style-type: none"> <li>■ Credit risk and Political risk</li> <li>■ Property loss and Third party liability</li> <li>■ Income loss and Freight transportation</li> <li>■ Directors and senior executives liability insurance</li> <li>■ Environmental liability</li> </ul>	<ul style="list-style-type: none"> <li>■ 环境破坏责任</li> <li>■ 保证和赔偿保险</li> <li>■ 第三者责任</li> </ul> <ul style="list-style-type: none"> <li>■ Environmental damage liability</li> <li>■ Guarantee and indemnity insurance</li> <li>■ Third party liability</li> </ul>
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## ■ 05.员工福利 | Employee Benefits

作为中石油专有保险顾问、保险律师，昆仑保险经纪在中石油员工福利业务中起到专业化作用。根据市场经验，结合中石油各业务板块工作人员的不同风险，为企业量身定制保险方案，满足各企业的不同需求。同时根据市场发展趋势，协助企业将传统的自保转化为商业补充医疗保险，既降低了企业成本，解放了人力，也为员工提供了更专业化的医疗服务。除此之外，经过深入的市场调研，结合石油石化企业员工及家属特点，先后为员工个人及家属推出了个人税收优惠型健康保险、个人终身重大疾病保险、家庭高端医疗保险等一系列专属产品，帮助企业实现员工福利多元化，提升员工及家属用保险产品抵御人生风险的个体保障意识。

As an in-house broker, to be the insurance consultant and lawyer, Kunlun Insurance Brokers plays a significant role in CNPC's employee benefits. By the business experience, Kunlun Insurance Brokers makes customized employee benefits plan for different enterprises based on different risks, so as to meet the needs of clients. At the same time, Kunlun Insurance Brokers transfers the traditional captive insurance to commercial medical insurance, which not only reduce the cost and liberate the labor force, but also provide more professional medical service for the employees. In addition, Kunlun Insurance Brokers has introduced a series of individual insurance products for employees and their dependents, such as the individual tax preferential health insurance, individual dread disease insurance, family high-end medical insurance, etc. Thus enhance the individual safeguard consciousness of employees and their dependents.

### 保险采购 选择方式需征求客户意见

#### INQUIRY 询价

涉及保费低于100万人民币的业务或续保业务可以通过正式询价的方式确认承保条件。

business or renewal business, of which the premium less than 1 million RMB, can be confirmed by formal inquiry.

#### TENDERING 招标

《中国石油天然气集团公司招标管理办法》规定100万元人民币及以上的物资或服务采购项目必须进行招标。

The Regulations for the Management of Bidding by CNPC stipulate that tenders must be conducted for purchasing goods or services of RMB 1 million or more.

#### NEGOTIATION 竞争性谈判

招标后没有足够供应商投标的；采用招标所需时间不能满足用户紧急需要的。

Applicable when there are no enough suppliers to bid after bidding, or the time required to adopt bidding can not meet the urgent needs of clients.

## 06. 电商业务 | E-Business

2015年12月，昆仑保险经纪开始试水电商业务。2017年5月，经董事会批准，电商业务部正式成立。电商业务部旗下运营有“昆仑保保”微信公众号和“www.kli.cn”网站两个自营渠道，与北京、上海、深圳、成都等地的第三方平台建立了合作关系。

“昆仑保保”微信公众号定位于中石油员工个人保险垂直管理平台，提供需求分析、保单管理、理赔服务、保险咨询、产品对比等多种功能。在保险产品上财险寿险双条线并行，与排名领先的保险公司和互联网保险公司合作，提供包括健康险、寿险、家财、意外、车险等多种专属产品。

Kunlun Insurance Brokers started the e-Business in December 2015. In May 2017, the e-Business Department was officially established after the approval of board of directors. There are two self-support channels, "Kunlun Baobao", an official account in WeChat, and the website "www.kli.cn", both of which maintain a cooperative relationship with third-party platforms in Beijing, Shanghai, Shenzhen and Chengdu.

The WeChat official account, "Kunlun Baobao" is oriented on the vertical insurance management platform of the CNPC staffs, which can provide demand analysis, insurance slip management, claim service, insurance consulting, product comparison and other functions. As for insurance products, Kunlun Insurance Brokers has adopted the pattern of concurrent property insurance and life insurance and cooperated with leading insurance companies and internet companies, providing health insurance, life insurance, property, accident and vehicle insurance and other captive products.



## 07.服务客户 | Customer Service

2015年以来，累计新增市场客户百余家，其中包括中海油、中国核建、大连港、惠生工程、山东京博、北京天然气集团、安东石油、重庆页岩气、大连西太平洋石油化工、光汇石油、纳恩博、山西国新能源等国内大型企业以及壳牌、道达尔、贝克休斯、哈里伯顿、赫兹、斯伦贝谢、申得欧等国际公司。

2017年底，协助北京燃气集团保险招标，为其量身定制保险安排。

2018年5月，与北汽福田合作开发的商用车车险平台上线。

2018年6月，助力惠生工程（中国）有限公司140万吨乙烯裂解炉首台（套）保险项目，成功申领国家保费补贴。

2018年8月，获山东京博控股股份有限公司保险经纪业务委托，为其统筹安排商业保险。

Since 2015, Kunlun has developed 99 new clients in the market, including domestic large enterprises like China National Offshore Oil Corporation, Wison Engineering, Shandong Chambroad, Beijing Natural Gas Group, Anton Oilfield Services Ltd., SDIC Chongqing Shale Gas Development & Utilization Co., Ltd. West Pacific Petrochemical Co., Ltd. Dalian, Brightoil Petroleum (Holdings) Limited, Ninebot, Shanxi Provincial Guoxin Energy Development Group Co., Ltd. and international companies like Shell, Total, Baker Hughes, Halliburton, Hertz, Schlumberger, STO etc.

In the end of 2017, Kunlun Insurance Brokers assisted Beijing gas group to conduct insurance tendering and arranged tailor-made insurance schedule for it.

In May 2018, the Commercial Vehicle Insurance Platform that co-developed with Beiqi Foton came into service.

In June 2018, Kunlun Insurance Brokers assisted Wison Engineering CO. Ltd. to apply national insurance subsidy for its 1.4 million ton ethylene cracking furnace first insurance project.

In August 2018, Kunlun Insurance Brokers was entrusted by Shandong Chambroad Holding Co. Ltd. to make overall arrangement for its commercial insurance.



## 08.融融结合 | Finance-Finance Combination





## 09. 合作伙伴 | Cooperative Partner

昆仑保险经纪与众多辛迪加建立良好的合作关系，同时与安瑞捷、美国嘉福以及根宁翰等建立了战略合作关系，可以承接国际 30 多个国家和地区的公估业务。

Kunlun Insurance Brokers has established good cooperative relations with numerous Syndicats, and formed strategic cooperation relations with Erget Group, Crawford & Company and Cunningham Lindsey (China) Co., Ltd. which enables us to undertake international assessment businesses from over 30 countries and regions.







# B 风险管理咨询 Risk Management Consulting

风险咨询业务提供的服务包括：流程梳理与优化、内部控制测试、专项检测和诊断、风险评估报告、内部控制手册修订、以及相应的培训服务。

The services of risk consulting businesses contains: process arrangement and optimization, internal control test, special detection and diagnosis, risk assessment report, internal control manual revision and corresponding training service.

## ■ 流程梳理与优化 (内控手册修订) | Process Arrangement and Optimization (Revision of Internal Control Manual)

针对支持企业运营的战略流程、业务流程和支持流程，以目标为导向，采用流程相关部门研讨的方式，从流程的四要素出发对现有流程进行梳理、诊断，并结合 ESIA 法优化具体流程，达到流程优化的目的。同时修改相应的内部控制手册，指导内控体系运行，优化流程。

Focusing on strategic process, business process and supporting process that support the operation of enterprise, being target-oriented and adopting the process-relevant departments' studying and discussing manner, Kunlun Insurance Brokers can arrange and diagnose the existing processes starting from the four elements of process, and optimize concrete process according to ESIA method, so as to achieve the target of process optimization. Simultaneously, modify the corresponding internal control manual to guide the operation of internal control system and optimize the process.

### 中石油天然气股份公司所属某公司业务流 程评价与优化项目

项目通过战略目标分解，确定业务领域目标和能力框架，评估现有流程结构是否满足能力框架和效率的要求；设计和运用流程成熟的模型，对流程现状进行评估，确定流程优化及再造方向。通过业务流程梳理，删除流程 25 个，再造流程 23 个；精简、优化了流程步骤，明晰了岗位职责，形成闭环管理模式。同时对相应内控进行修订和完善。

### Business Process Assessment and Optimization Project of A Subsidiary Company of CNPC

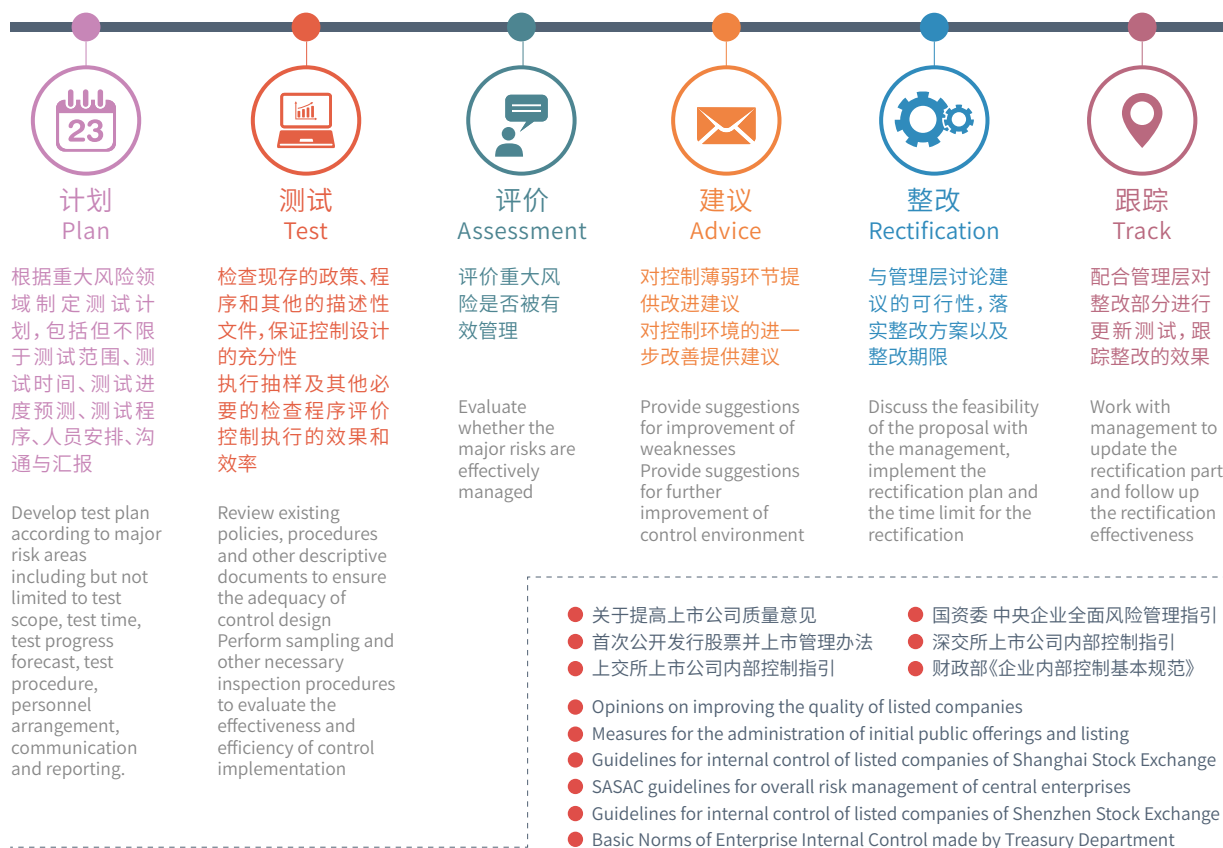
By decomposing the strategic target, the project confirmed the target and capability framework of business area and evaluated whether the existing process structure meets the requirements of capability framework and target; by designing and utilizing mature process model, the project evaluated the process' s current situation to confirm the orientation of process optimization and rebuilding. The project removed 25 processes and rebuilt 23 new process through business process arrangement, simplified and optimized the process steps, clarified the responsibilities of the post, and formed closed-loop management pattern.



## ■ 内部控制有效性评价 | Internal Control Test

作为企业内部治理的重要环节，所有公司层面及业务层面的关键控制应被良好地设计和执行。我们将采用自上而下，风险导向的内部控制评价方法，对所有业务模块的关键控制进行审核、测试和评价，内部控制设计的有效性和执行的效率效果将同时被关注。

As an important link of enterprise internal governance, all critical controls of corporate level and business level should be well controlled and performed. We will review, test and evaluate the controls of all business modules through a top-down, risk-oriented internal control evaluation method. The effectiveness of internal design and the efficiency and effect of its implementation will also be considered.



### 中石油天然气集团所属某公司内部控制有效性评价服务项目

项目包括公司层面、业务层面及信息层面测试。在满足“579”考核标准的同时，结合板块例外事项数据库，对同类问题进行深入检查，发现193类共计293个例外事项，对发现问题进行原因分析，提出整改建议，出具测试报告；协助企业完成二级单位的整改，内控执行力显著提升；对例外易发环节进行专题培训，完成知识转移并提升服务价值。

### The Self-Test Service Project of Internal Control of Certain Subsidiary Company of CNPC

The test of corporate level, business level and information level were included in the project. Based on the database of exceptional items and meeting the assessment standard of “579”, the project deeply inspected the similar problems, ending up with 193 kinds amount to 293 exceptional items were found; analyzed these exceptional items, presented rectification suggestions and issued test report; helped this Company complete the rectification of its secondary unit, with the executive force improved significantly; conducted special training on links where exception tends to occur, finished the knowledge transfer and improved service value.

## ■ 专项风险(内控)管理咨询

## Special Inspection and Internal Control Diagnosis

由于内部控制复核基本以重要业务流程目录为基础，以控制文档中标示的关键控制点作为测试范围，在测试的深度上存在局限性。与此相比，专项检查具有明显的优势。通过专项检查，可以从业务源头出发并覆盖整个业务领域至业务结束后评价，深度剖析业务流程中问题产生的原因以及带来的影响。并结合业务制度提出针对性解决方案，系统性提升业务管理水平。

The review of internal control is basically based on the catalogue of important business processes, and tested in the scope of critical control points marked in control documentation, which has boundedness in test's depth. Through special inspection, we can start from the source of business and cover the whole business process until business evaluation, deeply analysis the causes and effects of problems in business processes. Combined with the business system, we propose targeted solutions to improve business management level.



### 中石油天然气集团所属某公司专项风险咨询服务项目

某客户为了加强合同的合规管理，发现合同管理尤其是重大合同、特殊性质合同的谈判、审查、立项、签订、履行及变更过程中存在的问题和风险，该客户聘请昆仑保险经纪为其提供了合同专项风险咨询服务。根据客户需求编写合同专项咨询方案及重点领域合同，高风险、多频次问题咨询体系架构，从业务关键控制点出发结合业务固有和控制风险，形成跨流程复合型测试思路。通过专项咨询，发现了合同管理方面存在的23类常见问题，提出管理建议45条，帮助企业排查了业务相关重大敏感问题，宣贯了自查自纠意识，提升了合规管控力。

### Special risk consulting service for a company affiliated to CNPC

In order to strengthen the compliance management of contracts, customers find problems and risks in contract management, especially in the negotiation, review, project establishment, signing, performance and alteration of major contracts and special contracts, therefore, Kunlun Insurance Broker is employed to provide special risk consultation services for contracts. According to the customer's requirement, we compile the contract special consultation scheme and the key field contract, construct the high-risk and multi-frequency problem consultation system, starting from business critical control points and combining business inherent and control risks, the idea of cross-process composite testing is formed. Through special consultation, 23 kinds of common problems in contract management were found, and 45 management suggestions were put forward to help enterprises find out major business-related sensitive issues, promote and implement self-examination and self-correction awareness, and enhance the control of contract management.

## ■ 风险评估 | Risk Assessment

依据《中央企业全面风险管理指引》对全部业务或专门领域业务进行风险评估，按照全面风险管理的总体原则、基本流程、组织体系、风险评估、风险管理策略、风险管理解决方案、监督与改进、风险管理文化、风险管理信息系统等方面通过现场访谈、问卷调查和现场踏勘等工作方法，对风险进行全面分析和评估，并给出相应风险应对策略，帮助规避或者化解各种损失和管理风险。

To conduct risk assessment on all businesses or specialized field businesses according to the Central Enterprise Comprehensive Risk Management Guidelines, to comprehensively analyze and evaluate risks based on the general principles, basic processes, organization system, risk assessment, risk management strategies, risk management solutions, supervision and improvement, risk management culture, risk management information system and other aspects of total risk management, and by on-site interview, questionnaire survey, on-site survey and other methods. And to present corresponding risk coping strategies to help avoid or resolve all kinds of losses and management risks.



### 中国石油天然气集团公司全面风险评估咨询项目

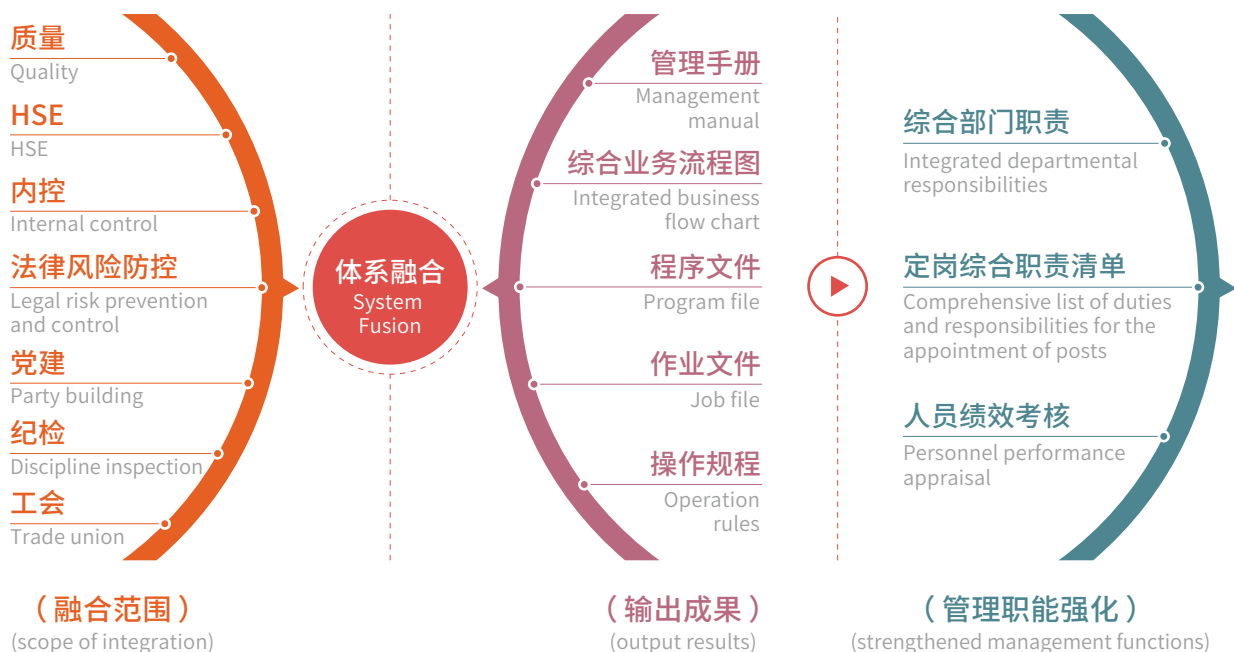
为了全面、系统识别和评估风险，加强重大风险管理，昆仑保险经纪连续四年为中石油集团公司提供全面风险评估咨询服务，协助其建立风险信息动态收集和分析机制，通过动态收集内外部风险事件、国内外同行业资本市场暴露风险等信息，组织风险提示，更新风险数据库；设计公司层面风险评估实施方案，优化风险评估工作程序、方法、模板，明确重大风险确定原则和方法，帮助企业提高了风险信息敏感度和风险研判力，提高了风险评估的全面性和客观性。

### Overall Risk Evaluation and Consultation Project of CNPC

To comprehensively, systematically identify and evaluate risks and strengthen significant risk management, Kunlun Insurance Brokers has been providing total risk evaluation and consultation service for CNPC for the past successive four years, helping the CNPC establish risk information dynamic collection and analysis mechanism. Kunlun Insurance Brokers has organized risk warning and updated risk database by dynamically collecting risk incidents and risks information that exposed in the industry from domestic and abroad; Kunlun Insurance Brokers has designed corporate-level risk assessment implementation programme, optimized the working procedure, method and template of risk assessment, specified the determination principle and method of significant risk, which has helped the Company improve the sensitivity of risk information and the risk studying and judging ability, and has improved the comprehensiveness and objectiveness of risk evaluation.



## ■ 基础管理体系融合 | Internal Control Manual Revision



为有效管控风险、提升管理效率，探索和构建以全面风险管理为核心、以业务流程管控为实现路线、以提升实际业务操作为指引的基础综合管理体系。新构建的基础综合管理体系将有效融合质量、HSE、内控、法律风险防控、党建、纪检、工会等现有管理体系，并通过优化、完善和再造业务流程，增强体系的统一性、科学性、实用性，创新性的开创集约化体系建设新思路。

融合后综合管理体系将以“公司战略为方向、制度规范为标准、业务活动为核心、体系文件为载体、岗位职责为抓手”，建成后的系统把规章制度、业务流程、风险控制、部门职责、岗位职责、表单、考核指标设定等整合入统一体系并建立关联关系，实现统一管理的业务职责、规章制度、工作内容、工作流程、风险控制、表单、考核结果等综合成果。

In order to effectively manage risks and improve management efficiency, we will explore and build a basic integrated management system with comprehensive risk management as the core, business process management and control as the implementation route, and improvement of actual business operations. The newly constructed basic integrated management system will effectively integrate existing management systems such as quality, HSE, internal control, legal risk prevention and control, party building, discipline inspection, and trade unions, and enhance the unity and scientificity of the system by optimizing, perfecting and reengineering business processes. , practicality, innovative and innovative ideas for building an intensive system.

After the integration, the integrated management system will adopt “company strategy as the direction, system norms as the standard, business activities as the core, system documents as the carrier, and job responsibilities as the starting point”. After the completion of the system, the rules and regulations, business processes, risk control, and departments Responsibilities, job responsibilities, forms, assessment indicators, etc. are integrated into the unified system and establish relationships, to achieve unified management of business responsibilities, rules and regulations, work content, work processes, risk control, forms, assessment results and other comprehensive results.





## 保险风险咨询

# Insurance Risk Consulting



### 承保咨询

- 协助企业梳理可保资产；
- 开展投保标的的风险识别，客观反应企业风险状况；
- 制定投保策略，为企业获取合理的承保条件；

### Underwriting Advice

- Assist enterprises in sorting out insurable assets
- Carry out the risk identification of the insured object, and objectively reflect the enterprise risk situation
- Formulate insurance policies to obtain reasonable insurance conditions for enterprises



### 风险评估

- 识别企业重大损失风险，加强风险评估技术，评估企业风险等级；
- 进行EML、PML估算，提出有针对性的风险管理及保险建议；

### Risk Assessment

- Identify the major loss risks of enterprises, strengthen the risk assessment technology and assess the enterprise risk level
- Carry out the EML and PML estimation and provide targeted risk management and insurance recommendations



### 风险查勘

- 通过现场查勘，识别风险暴露情况；
- 客观评价标的风险状况；
- 针对企业潜在风险，提出风险管控建议，增强企业防灾防损能力；

### Risk Survey

- Identify insurance risk through on-site inspection
- Objectively assess the risk situation of the object
- In view of the potential risk of enterprise, put forward suggestions for risk management and control to enhance the enterprise's prevention ability



### 专项风险咨询服务

- 针对客户的特殊风险需求，利用ETA、FTA、HAZOP等方法，分析其有可能面临的损失风险，提出风险管理建议

### Special Risk Consulting Service

- To meet clients' need in special risk management, we adopt methods including ETA, FTA and HAZOP to analyze the possible loss risk and put forward risk management suggestions



## ■ 业务优势 | Advantages



### 丰富的项目经验

为多家能源企业提供长期的损失风险咨询服务，服务对象涵盖石油、化工全产业链，先后为西气东输等30余个国家重点项目提供风险咨询服务。

### Rich Project Experience

The company provides long-term loss risk advisory services to a series of energy companies, and the service target covers the whole chain of petroleum and chemical industry. The company has provided risk consultancy services for more than 30 key national projects, such as the West to East Gas Pipeline



### 领先的技术资源

自主研发风险数据库、风险地图、定量评估工具，拥有国内外财产险种条款库、近万条历史索赔案件库，确保风险项目实施的科学性和合理性。

### Leading Technology Resources

The company has its independent research and development of risk database, risk map and quantitative assessment tools, and has the database of property insurance clauses at home and abroad and the library of nearly ten thousand cases of historical claims, which can be used to ensure the scientific and rational implementation of risk projects



### 完备的专家团队

聘请能源行业50余位知名专家顾问，长期与清华大学、中央财经等知名院校、安全评估机构建立合作关系。

### A Team of Talented Experts

The company employs more than 50 well-known experts and consultants in the energy industry, and has established long-term relations of cooperation with Tsinghua University, Central University of Finance and Economics and other well-known institutes and security evaluation institutions



### 规范的作业标准

建立了规范化的操作流程、操作模板、标准化的客户服务模式，以客户关系管理信息系统及风险数据库等技术平台提高风险咨询服务质量。

### Specified Operating Standards

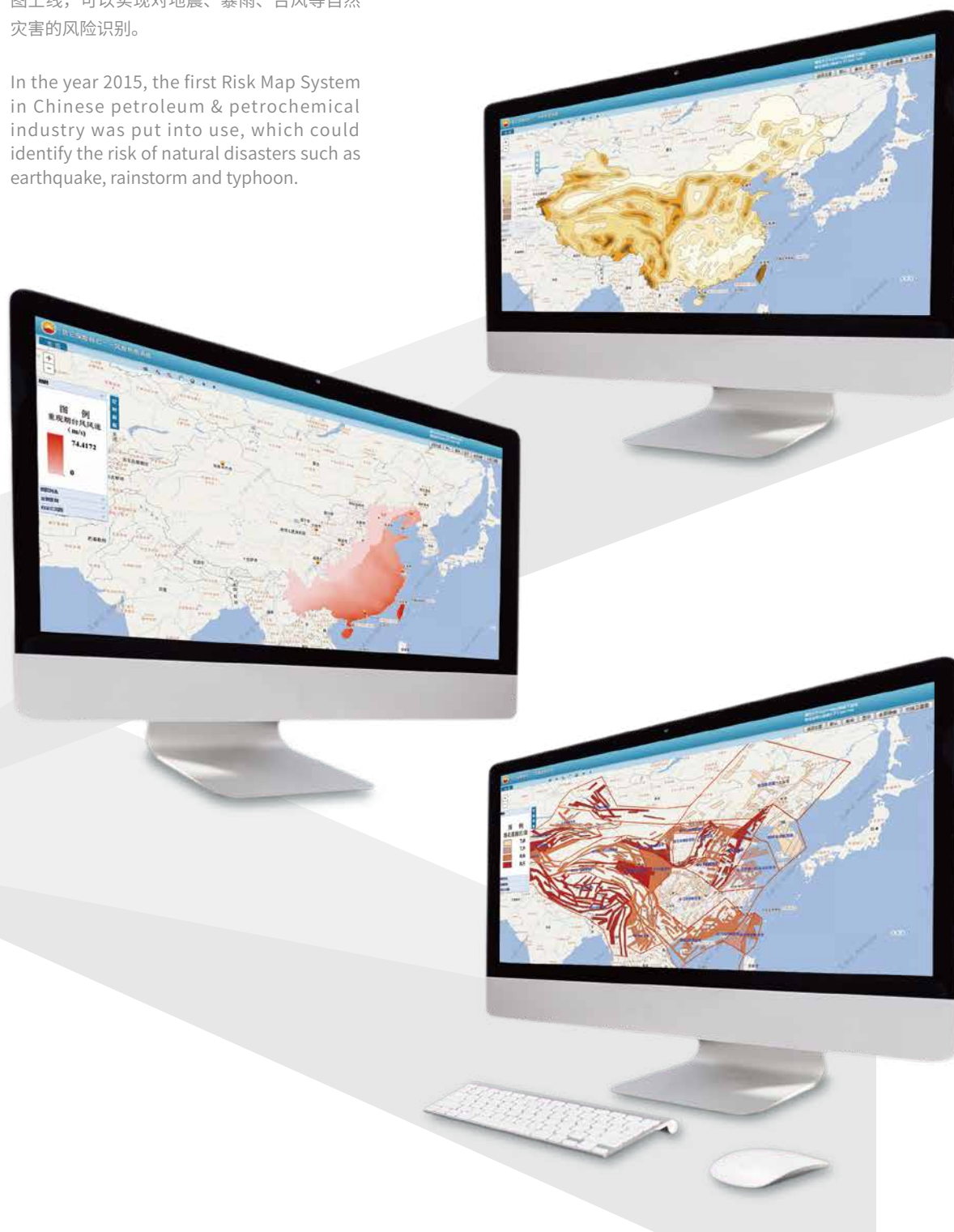
Standardized operation procedures, operation templates and standardized customer service models are established to improve the quality of risk consulting service based on technical platforms including customer relationship management information system and risk database



## ■ 风险地图 | Risk Map

2015年，国内石油石化行业首个保险风险地图上线，可以实现对地震、暴雨、台风等自然灾害的风险识别。

In the year 2015, the first Risk Map System in Chinese petroleum & petrochemical industry was put into use, which could identify the risk of natural disasters such as earthquake, rainstorm and typhoon.



■ 风险管理信息系统 | Risk Management Information System

风险管理信息系统涵盖了近六十年的自然灾害风险、中石油下属企业的风险、国内外石油石化行业保险历史损失、昆仑保险经纪经手的历史赔付等相关数据。

Risk Management Information System contains data information including the natural disaster risk data over the past 6 decades, risk data of CNPC branches and subsidiaries, historical insurance loss records of domestic and overseas petroleum and petrochemical industries, historical claim records that handled by Kunlun Insurance Brokers Co., Ltd.



## 信息传输的平台



## 数据统计的平台



## 风险分析的平台



业务拓展  
的平台

Information Transmission Platform

Data Statistics  
Platform

Risk Analysis Platform

Business Development  
Platform



## ■ 定量评估 | Quantitative Evaluation

2016年，昆仑保险经纪自主研发的风险管理信息系统2.0——损失定量评估模型上线，可以对火灾、爆炸、泄漏扩散等风险进行定量测算，并可以针对油气长输管道和城市燃气管网开展风险评级。

In the year 2016, Kunlun Insurance Brokers Co., Ltd. independently developed the risk management information system 2.0, i.e. the Quantitative Evaluation Model, which could not only evaluate the risk of fire, explosion, leakage, and also launch risk evaluation for long-distance oil and gas pipeline as well as urban gas network.



## ■ 出具风险评估报告 | Issue Risk Evaluation Report

昆仑保险经纪的技术专家可以通过现场查看，识别风险暴露情况，并出具风险评估报告。

Through on-site survey, technicians of Kunlun Insurance Brokers Co., Ltd. identify the risk exposure condition and issue the risk management report.



## 风险技术研讨会及RMIS2.0发布会

2016年11月，昆仑保险经纪在北京举办了“油气行业保险风险技术交流研讨会暨风险管理信息系统2.0损失定量评估模型发布会”。

## Risk Technical Seminar and RMIS2.0 Conference

In November 2016, Kunlun Insurance Brokers held “Technical Exchange Seminar of Insurance Risks in Petroleum-Gas Industry and Loss Quantitative Evaluation Model Conference of Risk Management Information System 2.0”.





# 保险公估

# Insurance Assessment

竞胜保险公估有限公司2003年9月25日在北京成立，在北京、天津、上海、黑龙江、广州、深圳、兰州、四川、杭州、新疆、广西、南京、武汉配有属地服务团队，业务领域涵盖油气勘探、油田建设、油气储运、销售、炼油化工、机械制造、电力、船舶保险、进出口检验、海事处理、平台业务等。

Jingsheng Insurance Surveyors & Loss Adjusters Co., Ltd. was founded on September 25, 2003 in Beijing, with territorial service team located in Beijing, Tianjin, Shanghai, Heilongjiang, Guangzhou, Shenzhen, Lanzhou, Sichuan, Hangzhou, Xinjiang, Guangxi, Nanjing and Wuhan. The business scope covers petroleum exploration, oilfield construction, oil gas storage and transportation, sales, oil refining and chemical engineering, machine manufacturing, electricity, ship insurance, import and export cargo survey, settlement of maritime case, platform business, etc.

## 灾损公估

保险标的出险后的查勘、检验、估损和理算，涉及保险险种包括财产保险、责任保险、工程保险、信用保险、特殊保险、安保基金等

### Disaster Damage Assessment

Investigation, survey, loss estimation and adjustment after the insured object being damaged, involving insurance including property insurance, liability insurance, engineering insurance, credit insurance, insurance, special security fund etc.

## 风险业务

承保咨询服务、风险查勘服务、风险评估服务、定量损失估算服务、专项风险咨询

### Risk Business

Underwriting consulting services, risk survey services, risk assessment service, quantitative estimation of loss of service, and special risk consultation

## 海事处理

海事事故调查、船况检验、起退租检验、平台拖航等

### Maritime Handling

Marine accident investigation, ship condition survey, on-hire & off hire survey, platform towing survey, etc.

## 残值处理

协助保险人进行残值处理

### Salvage Value Processing

Assist the insurer in handling salvage value

保险公估  
Insurance Assessment

## 防灾防损

防灾防损咨询、监装监卸服务

### Loss Prevention

Loss prevention consultation, loading & discharging survey

## 代位追偿

追偿服务贯穿于赔案处理的全过程中

### Subrogation

The subrogation service runs through the entire process of claim processing

## ■ 非水险 | Non-marine Insurance



- 处理索赔金额在1000万以上案件超过百笔
- 2014年威马逊台风损失案-2015年保险年度影响力十大赔案
- 2015年深圳滑坡案-2016年保险年度影响力十大赔案
- 2016年石家庄井陉特大洪水案-2017年保险年度十大影响力赔案

- The company has handled more than 100 cases that the claim amount was more than 1 million
- Rammasun Typhoon loss case in 2014, Top 10 Major Losses in 2015 insurance year
- Shenzhen landslide case in 2015, Top 10 Major Losses in 2016 insurance year
- Shijiazhuang Jingxing Flood case in 2016, Top 10 Major Losses in 2017 insurance year

## ■ 水险 | Marine Insurance



## ■ 案例 | Cases

### 2014年威马逊台风案 Typhoon Rammasun Case in 2014

案件损失涉及广东、广西、海南三省，146座加油站和1个炼厂，  
**报损金额1.4亿元人民币。**

The loss of the case involved three provinces including Guangdong, Guangxi and Hainan, 146 gas stations and a refinery.

**The loss amount is RMB140 million.**



- ▶ 17名公估师查勘一个半月
- ▶ 查勘点位3000多个
- ▶ 查勘记录187页
- ▶ 电子资料23G

**最终定损金额7748万元。**

- ▶ One and a half months of survey carried out by 17 surveyors
- ▶ More than 3000 survey points
- ▶ 187 pages of survey records
- ▶ 23G of digital data

**The final loss amount is RMB77.48 million.**





## 2015年深圳滑坡案 Shenzhen Landslide Case in 2015

2015年12月20日，深圳光明新区发生山体滑坡，渣土流向由南到北，覆盖面积约六万平方米，造成西二线广深支干线求雨岭-大铲岛段16#-17# 阀室之间管线断裂、被掩埋，15#-19# 阀室阀门紧急关闭，16#-17# 阀室之间的天然气紧急排空，受损管线下游香港段供气中断。事故造成被埋管线、管线内气体以及施救费用的损失，最终核定损失金额为人民币1800万。该案例的高效处理，**获选为2016“中国保险业(财险)年度影响力十大赔案”奖。**

On December 20, 2015, a landslide happened in Guangming New District, Shenzhen. The residue soil flowed from south to north, covering an area about 60,000 sq meter, which caused pipelines between valve chests of No. 16 to No. 17 from Qiuyu Mountain to Dachan Island of Guangzhou-Shenzhen trunk line and branch of the second west pipeline broken and buried. The valves between No. 15 to No. 19 valve chests were closed urgently. The gas in valve chests between No. 16 to No. 17 was drained. Gas supply of Hong Kong segment, the downstream of the damaged segment broke off. The damage caused by the accident include buried pipelines and gas, the sue and labour charges, total loss reaches RMB 18 million. With high-efficient treatment, this case **won the award of “Ten Big Claims Cases of Annual Influence in China’s Insurance (Property Insurance) Industry” in 2016.**



## 2016年石家庄井陉特大洪水案 Shijiazhuang Landslide Case in 2016



2016年7月19日河北省内多处出现强降雨天气,19日13时到20日8时,石家庄井陉县遭受百年一遇的特大暴雨,24小时降雨量达到了258mm,超出该县2015年全年降雨量,一天的降雨就相当于1996年洪灾三天的降雨量。暴雨在井陉山区多处形成洪水,对北京天然气管道管理的陕京管线严重冲毁,多处管线露管、悬管、管道周围浆砌石挡墙、护坡等大量受损。经统计损失点位共322处。



On July 19th, 2016, heavy rainfall occurred in many parts of Hebei province. From 13:00 on the 19th to 8:00 on the 20th, Shijiazhuang Jingxing County suffered a once-in-a-century torrential rain. Rainfall within 24 hours reached 258 mm, exceeding the annual rainfall of the county in 2015, and the one-day rainfall was equivalent to the three-day rainfall of the flood disaster in 1996. Heavy rains caused floods in mountainous areas of Jinglong County, seriously destroying the Shaanxi-Beijing pipeline, which manages the Beijing natural gas pipeline. Many pipelines were exposed and suspended, and a large number of grouted stone retaining walls and slope protection around the pipeline were damaged. After statistics, there were 322 loss spots.

陕京三线露管点位现场



## ■ 海运设备监装监卸 | Loading and Discharging Survey of Marine Equipment

某公司海运进口多套电传动设备到达天津港，委托昆仑保险经纪进行监督卸船。检验师根据委托要求，及时赶赴港口对整个卸船过程进行了检验，发现部分货物在卸船时由于码头操作人员的粗放作业致使部分货物受损，检验师立即与港口卸货指导员及码头船长进行沟通，要求严格按照码头卸船操作规定卸船确保货物安全，最终保证了货物安全卸船。对受损货物情况进行了记录并与港方、船方确认，明确了货物损坏的责任，保证了货主的索赔权益。

A company imported many sets of electrical equipment through maritime transport to the Port of Tianjin and entrusted Kunlun Insurance Brokers to supervise the discharging operation. The surveyor arrived the port in time and inspected the whole discharging process according to entrusted requirements. The surveyor found partial cargoes were damaged due to the careless work of operating personnel. The surveyor communicated with the discharging instructor and the port captain, claiming that personnel should discharge cargoes strictly according to the operating provisions to ensure the cargo's safety. The cargoes were discharged safely in the end. The surveyor recorded the damaged cargoes and verified them with the port party and ship party, specified the liability of damage, which has safeguarded the owner's claim right.



# 企业荣誉 Enterprise Honor

- 2012年开始，连续两年获西城区政府颁发的年度发展区域经济“突出贡献奖”。
  - 2014年，在和讯网组织的“第十二届财经风云榜”评选中荣获“最具创新力保险机构”奖。
  - 2015年，《有效转移企业海外作业风险，助力中国企业“走出去”》入选2014年中国保险业(财险)年度影响力十大赔案。
  - 2016年，《发挥风险、保险管理专家职能，护航“一带一路”》入选2015年中国保险业(财险)年度影响力十大赔案。《利用大数据平台助力石化能源业客户提升风险识别和评估能力》入选2015中国保险年度服务创新项目。
  - 2016年，在《金融电子化》杂志社的年度中国金融科技及业务创新评选中荣获“金融科技创新突出贡献奖”。
  - 2016年2月，昆仑保险经纪正式通过了英国劳合社的注册经纪人资格认证，成为中国大陆地区获得劳合社正式授权的第二家保险经纪公司。
  - 2016年，昆仑保险经纪总经理张国臣当选“2015中国保险年度经理人”。
  - 2017年，《昆仑保险经纪：助力中国企业海外发展，护航“一带一路”国家战略》和《竞胜保险公估：发挥损失理算专家职能，积极应对深圳山体滑坡事故》分别入选“2016年中国保险年度服务创新”和“2016年中国保险业年度影响力赔案”。
  - 2017年，昆仑保险经纪和竞胜保险公估双双被评为“北京市诚信创建企业”，并纳入全市公共信用信息系统。
  - 2018年，昆仑保险经纪《基于SaaS云平台的体系融合系统建设》一文，荣获“全国石油石化行业信息化创新发展论坛”论文一等奖。
  - 2018年，《昆仑保险经纪：建立大型集团客户保险权益保障标准体系》和《竞胜保险公估：科学查勘，专业理赔 石家庄井陉特大洪水管线水毁事故》分别入选2017中国保险年度服务创新项目和2017中国保险年度影响力赔案榜单。
- -Since the year 2012, Kunlun won the Outstanding Contribution Award for regional economic development by the local government of Xicheng District in Beijing for 2 consecutive years.
  - -In 2014, Kunlun was awarded the most innovative insurance institution in 2014 by Hexun Website on the 12th China Finance Board.
  - -In 2015, report *Kunlun Insurance Broker: effectively transfer oversea risk, assist with Chinese enterprise going-out* was selected by China Insurance News as the annual top ten influential claims in 2014 of China Insurance Industry.
  - -In 2016, the report *Play a crucial role in risk and insurance management, escort the One Belt One Road and Big data platform improve the petrochemical industry in risk identification and evaluation* were selected by China Insurance News as the annual top ten influential claims in 2015 of China property insurance industry and the Annual Service Innovation in 2015 of China property insurance industry respectively.
  - -In 2016, Kunlun won the Financial Science Outstanding Contribution Award by Financial Computerizing Magazine in 2015 Annual Selection of Science and Service Innovation in China Financial Industry.
  - -In February 2016, Kunlun Insurance Brokers Co., Ltd. gained the qualification of registered broker in Lloyd's, which makes it the second registered insurance broker in Lloyd's in Chinese Mainland.
  - -In 2016, General Manager of Kunlun, Mr. Zhang Guochen, won the award of 2015 Annual Manager of China Insurance Industry.
  - -In 2017, the report *Kunlun Insurance Brokers: assist Chinese enterprises with developing in overseas, escort the national strategy of One Belt One Road and Jingsheng Insurance Surveyors & Loss Adjusters Co., Ltd: exert the function of loss accounting experts*, positively cope with the Shenzhen Landslide Case won the award of 2016 Annual Service Innovation in China Insurance Industry and Ten Big Claims of Annual Influence in China (P&C) Insurance Industry respectively.
  - -In 2017, Kunlun Insurance Brokers and Jingsheng Insurance Surveyors & Loss Adjusters Co., Ltd were both named *Beijing Credit Founding Enterprise* and included in the Beijing Public Credit Information System.
  - -In 2018, Kunlun Insurance Brokers won the first prize of National Petroleum and Petrochemical Industry Informatization Innovation and Development Forum for its article "*System Integration System Construction Based on SaaS Cloud Platform*".
  - -In 2018, *Kunlun Insurance Brokers: setting up a standard system for insurance interests of large group customers and Jingsheng Insurance Surveyors & Loss Adjusters: Scientific investigation and professional Settlement -- Pipeline damage accident of Jingxing super flood in Shijiazhuang* were respectively selected in 2017 China Insurance Annual Service Innovation Project and 2017 China Insurance Annual impact claims list.



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## 陕西分公司

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邮编: 610051      电话: 86-28-65322114      传真: 86-28-65322004

## 上海分公司

地址: 中国 (上海) 自由贸易试验区世纪大道1200号2409-2411室  
邮编: 200122      电话: 86-21-60295862      传真: 86-21-60295870

## 广东分公司

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## 甘肃分公司

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电话: 86-931-8757697      传真: 86-931-8757151

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## 海外办事处 (迪拜)

联系方式: dubai.kunlun@kunlunrisk.com

## 湖北办事处

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## 江苏办事处

地址: 南京市秦淮区中山东路90号华泰证券大厦20楼W1室  
电话: 13906298568      联系人: 陈旭东

## 广西办事处

地址: 南宁市民族大道157号财富国际广场3号楼7层726室  
电话: 13977185388      联系人: 卢万忠

## 重庆办事处

地址: 重庆市江北区观音桥步行街北城旺角B座1502  
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## 深圳办事处

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电话: 13902944638      联系人: 程晓松

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Address: 10<sup>th</sup> to 12<sup>th</sup> Floors, Tower A, Petrofinance Building, No. 1, Financial Street, Xicheng District, Beijing.      Zip code: 100033

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## Jiangsu Office

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