

FINPRO UK NURTURING YOUR BUSINESS





Marsh is a global leader in insurance broking and risk management. In more than 130 countries, our experts help clients to anticipate, quantify, and more fully understand the range of risks they face. In today's increasingly uncertain global business environment, Marsh helps clients to thrive and survive.

Since 1871 clients have relied on Marsh for trusted advice, to represent their interests in the marketplace, make sense of an increasingly complex world, and help turn risks into new opportunities for growth.

Marsh & McLennan Companies is a professional services firm like no other — a global network of 60,000 experts in risk, strategy, and people, united by an unusually collaborative culture that transcends business units and borders.

Our people — at Marsh, Guy Carpenter, Mercer, and Oliver Wyman — are known for character, commitment to their clients' enterprise, and the temperament to overcome challenges.

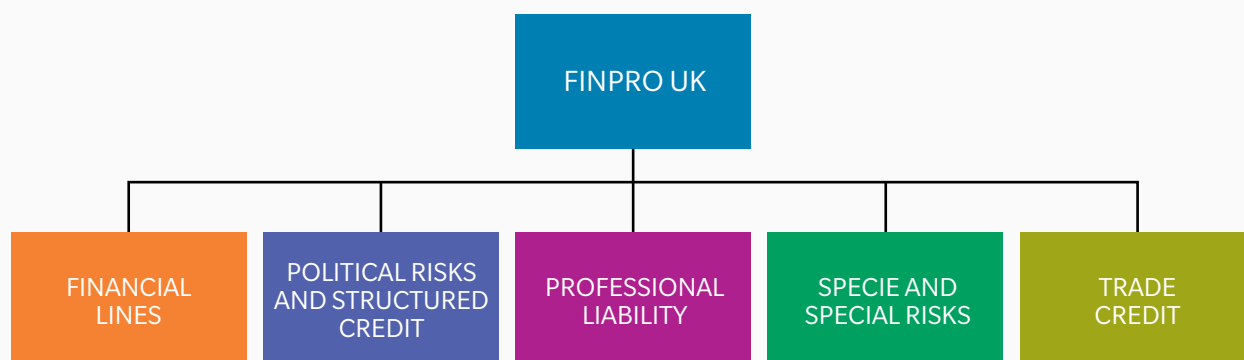
INTRODUCING FINPRO UK

FINPRO is a specialist practice within Marsh, dedicated to providing insurance and risk management solutions for the financial and professional risk exposures of clients.

Our FINPRO UK team of more than 250 experts works as part of the global FINPRO practice which employs over 1,200 specialist staff. Together, we provide expert advice to clients large and small, from a wide variety of industries and sectors.

Our product development and advisory capabilities are strengthened by legally qualified practitioners who, in conjunction with our client advisory and placement colleagues, ensure insurance contracts are robust and reflect the diverse activities and needs of our client base.

We have strong relationships with many of the key insurers who support the FINPRO sector and in many cases, we are the largest producer of premium to these insurers (both domestically and internationally). This can allow us to negotiate not only preferential pricing for our clients, but also preferential coverage.



**USD 1.8 BILLION
PREMIUM
VOLUME (2015)**



**8,000
CLIENTS**

THE UK FINPRO PRACTICE IS MADE UP OF FIVE SPECIALIST SECTORS



FINANCIAL LINES

Marsh's management liability and financial services teams have joined together to create our new financial lines division.

Our specialists advise over a third of the FTSE 100 and over 40% of the Euro FT 50 on their management liability insurance and in addition, we are a leading provider of risk management solutions to the global financial services industry. This market share gives us unique benchmarking capabilities, allowing us to help our clients assess the nature and profile of their insurance programme relative to their peers.

We pride ourselves on our track record of innovation and creativity in product evolution and programme design, and offer solutions created specifically for our clients' operational risk profiles.

Our areas of expertise include:

- Directors and officers liability insurance (D&O).
- Crime and civil liability for financial institutions.
- Employment practices liability (EPL) including wage and hour.
- Pension trustee liability (PTL).
- Cover for private equity owned portfolio companies.
- Public offering of securities insurance (POSI).
- Operational risk management.

OUR KEY PRODUCTS

- The latest generation of the Marsh Alpha® D&O difference in condition policy which includes cover for individuals subject to purely internal investigations and two full reinstatements of the limit.
- Our new Marsh Delta PTL policy which provides any one claim cover and includes lifetime coverage for retired trustees.
- Our new Marsh Delta EPL policy, featuring wage and hour defence costs and pre-claim investigation costs cover.
- Marsh POSI, recently launched and with a difference in condition clause.

Product innovation is driven by a specialist product development team, consisting of qualified lawyers responsible for the creation and development of our proprietary products, including those listed above. The product development team also drafts bespoke wording solutions, conducts wording reviews, and drives thought leadership on complex coverage issues.

CONTACT

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POLITICAL RISK AND STRUCTURED CREDIT

As the geopolitical landscape becomes increasingly uncertain, multinational organisations and financial institutions have elevated their awareness of inherent challenges in regions of concern.

The past several years have shown that seemingly tranquil countries and regions can erupt quickly, and the nature of events is becoming increasingly unpredictable as they are fuelled by social media. The risk of business interests concentrated in one or a few regions is an issue among companies that do business in traditional and emerging hot spots.

In the realm of political risk, where coverage is often difficult to write, Marsh can help manage issues across multiple markets and regions worldwide. With a dedicated team of global experts, we can help you negotiate a suitable policy to cover primary perils and safeguard against disputed claims. Our public agency team of globally connected experts offers the talent, thought leadership, and geographic network to access solutions from multilateral agencies and development banks that can offer coverage in particularly difficult jurisdictions.

Areas of expertise include:

- Financial institutions – trade, commodity, export, and structured and project finance.
- Trading houses – stocks, fixed assets, and non-payment/non-performance.
- Corporates.

With a combination of local expertise and a global footprint, the political risk team can obtain the capacity at the terms that meet the unique needs of our clients, often placing policies with limits of over USD1 billion. This enables our clients to reduce the total cost of risk, while protecting their assets.

CONTACT

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PROFESSIONAL LIABILITY

Our professional liability team is a specialist in the creation and placement of professional indemnity risks.

The team includes over 80 professionals across the UK in advisory, placement, and claims advocacy roles, all working together to deliver the best possible solutions for clients. The team generates over USD580 million per annum in premium volume to the insurance markets.

Split into sub-groups, the team focuses on providing tailored solutions to specific client segments. Areas of expertise include:

- Accountants.
- Architects.
- Cyber, communications, media, and technology.
- Construction.
- Contractors.
- Engineers.
- Healthcare.
- Independent financial advisers.
- Insolvency practitioners.
- Legal professionals and law associations.
- Management consultants.
- Single project policies.
- Small to medium-sized enterprises.
- Surveyors.

CONTACT

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SPECIE AND SPECIAL RISKS

Our specie and special risks team has been operating for over 30 years and is staffed by more than 20 dedicated professionals.

Specie insurance protects precious and valuable property, held on premises or in transit, against loss and damage.

Special risks covers crisis management in the areas of kidnap and ransom, and product recall.

The team deals with clients from around the globe and from a broad range of industries, creating, administering and managing products and solutions that are tailored to individual client needs.

Key areas covered by the group include:

- Cash management and transit (CIT).
- Financial institutions vault risk (J form).

- Fine art and collectibles insurance.
- ATM insurance coverage.
- Jewellers block insurance.
- Metals and mining.
- Investor compensation.
- Kidnap, ransom, extortion, and piracy.
- Product recall.

Marsh's specie and special risks team is one of the largest teams in the London market, with a client base that includes many of the top companies in each of the business sectors in which we operate.

CONTACT

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TRADE CREDIT

Marsh's trade credit team delivers solutions to navigate critical business exposure and protect accounts receivable from losses caused by insolvency, protracted default, or political events.

Trade credit insurance can also support corporate governance by managing an identifiable but unpredictable asset class.

We use Marsh's global relationship with insurers to strategically leverage the best possible value, and employ an expert team that has a detailed understanding of the issues, the insurance market, and the solutions available.

We also have a standalone trade credit claims management team that provides both claims management and advocacy services. This can reduce settlement time and improve cash flow, as well as mitigating the risk of claims rejection and the associated impact on profitability.

Coverage can be structured according to specific requirements, including:

- Whole turnover: a single contract to insure all of a firm's receivables.
- Key accounts: a contract designed to insure only a company's largest customers, or another defined band of coverage where the greatest risk exists.
- Single debtor: a policy designed to insure exposures related to one customer.

Each of these contracts can be designed for domestic sales, export sales, or a combination, and can be defined regionally or globally. Coverage costs typically represent less than one percent of sales revenues.

CONTACT

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KEY DIFFERENTIATORS

In addition to FINPRO's five specialist sectors, the practice also offers a number of key differentiators, including:

Claims

Marsh has a team of specialist FINPRO claims advocates, who can also draw on the expertise of Marsh's complex claims and disputes team, all of whom are legally qualified and have previously worked in city law firms where they specialised in insurance and reinsurance litigation. Whilst they do not provide clients with legal advice, they can assist with the most complex or disputed claims.

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Client Services

FINPRO UK uses a team approach to address our clients' risk management and insurance needs. Each client relationship is coordinated by a dedicated client executive, who draws from our wider expertise to assemble the resources to analyse, measure, and help manage multiple risks.

To further support our clients' strategic, operational, and risk management goals, we provide consulting, brokerage, and claims advocacy services. Our colleagues apply deep experience and industry knowledge to provide tailored, broad-based risk coverage and reduce our clients' total cost of risk.

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Placement

FINPRO UK maintains strong relationships throughout the underwriting community, placing over USD1.8 billion of premium on behalf of our global clients in 2015 alone. Centralised market access concentrates the volume of business we place, which maximises our purchasing power and helps us to drive market negotiations. We leverage our relationships to drive cost savings and tailored coverage for our clients across their entire insurance and risk management portfolio, creating new solutions where needed and delivering the best terms and conditions.

Our placement specialists are experts, focused specifically on placing a single line or related group of coverages. This translates to deeper product knowledge, better marketing results, and more complete advisory capabilities.

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Product Innovation

Marsh demonstrates value to clients by being at the forefront of developing risk solutions for existing and emerging risks. As changes occur, we analyse how policies might need to be adapted to ensure that they remain relevant. We place significant resources into developing and enhancing coverage and as a consequence of this commitment, we have been the driving force behind the development of several technical risk solutions that have significantly influenced current market standards for coverage and policy operation. Our product development team, composed largely of lawyers who are qualified in a number of different jurisdictions, is a key part of this process. The team is involved whenever necessary to review policies and negotiate enhancements with insurers, and to support our advisory offering. The team also develops and negotiates proprietary products exclusively available to Marsh clients such as Marsh Alpha®, Marsh Delta®, and Marsh Omega®.

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The information contained herein is based on sources we believe reliable and should be understood to be general risk management and insurance information only. The information is not intended to be taken as advice with respect to any individual situation and cannot be relied upon as such.

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