

REGULATORY RISK SOLUTIONS FOR THE ASSET MANAGEMENT INDUSTRY

From the Securities and Exchange Commission (SEC) and Commodity Futures Trading Commission (CFTC) to the Financial Industry Regulatory Authority (FINRA) and now the Department of Labor (DOL), few companies face as stringent regulation as those operating in the asset management industry. To navigate this maze of competing and often-changing regulatory demands, registered investment advisors, mutual funds, hedge funds, private equity firms, broker-dealers, and other asset management-related firms can benefit from working with a trusted advisor that understands their business and can deliver proven insurance and risk management solutions.

With deep industry and insurance experience, robust data and analytics capabilities, and relationships with all leading commercial insurers, Marsh's Financial Institutions Practice has the expertise and insight that you need. We can help you build effective insurance and risk management programs designed to address your key risks and help you remain aligned with evolving regulatory demands.

INSURANCE COVERAGE EXPERTISE

Whether to protect against the risks related to regulators' focus on individual accountability or scrutiny of fees, conflicts of interests, and cyber preparedness, insurance is a critical tool in any firm's risk management arsenal. Working with specialists in the Financial Institutions Center of Excellence (FI COE) within Marsh's FINPRO Practice, we can help you secure coverage to address your most important risks. And we can help you determine how best to structure that coverage and negotiate competitive coverage terms and conditions on your behalf.

Who it's for

Companies operating in the securities industry, including:

- Registered investment advisors.
- Mutual funds.
- Hedge funds.
- Private equity funds.
- Broker-dealers.
- Other asset management-related companies.

What you get

- Innovative insurance coverage solutions.
- Experienced insurance placement and unrivaled marketplace knowledge backed by our deep relationships with leading insurers.
- Industry-leading data, analytics, and technology tools to support more informed risk management and program structure decision-making.
- Dedicated claims advocacy in the event of a loss.

Among other forms of coverage, we can help you manage:

- Professional liability/errors and omissions liability (E&O).
- Directors and officers liability (D&O).
- General partnership liability (GPL).
- Cyber/privacy liability.
- Fidelity/crime.
- Outside directorship liability.
- Representations and warranty liability.
- Tax liability.
- Employment practices liability (EPL).
- Fiduciary liability.

Marsh has also developed several innovative forms of coverage that are available exclusively for our clients. These include:

- Marsh Alpha, which provides D&O limits dedicated solely to the protection of individual directors' personal assets.
- Our chief compliance officer personal liability protection policy, which is devoted to personal asset protection for CCOs.
- Our asset management panel, the only panel counsel arrangement for asset managers in the insurance industry, which provides insureds with access to top legal talent across the US on a pre-approved basis for defending regulatory proceedings and litigation.

DATA AND ANALYTICS

Marsh can help you use data and analytics to make smarter decisions about how to structure your insurance programs, including choosing appropriate limits and retentions, and better prepare you for negotiations with underwriters. Marsh's analytical tools include:

- Professional liability loss modeling tailored to an asset manager's own unique risk profile.
- IDEAL (Identify Damages, Evaluate and Analyze Limits), which can help you estimate the potential frequency and severity of a securities litigation event.
- Cyber IDEAL, which uses historical breach information to estimate the potential frequency and severity of a data breach or other cyber incident.
- Our Global Benchmarking Portal, which captures transaction details on nearly 150,000 submissions annually in the US, allowing you to see the latest insurance purchasing trends among your peer group.

CLAIMS EXPERTISE

Every business suffers insurance losses of one type or another. But with the right expertise, bad claims outcomes can often be avoided. Our team of claims advocates focused exclusively on the financial sector have diverse backgrounds — including in underwriting and law — that can help you quickly resolve even the most complex and potentially contentious claims. And through Marsh's global network, we can access claims expertise in placement hubs around the world, complete with local and international jurisdictional experience and market relationships.

WHY MARSH?

With extensive insurance and industry knowledge, claims advocacy experience, strong insurance market relationships, and unmatched global reach, Marsh's Financial Institutions Practice is uniquely qualified to help asset management firms manage their regulatory risk. From innovative coverage solutions to analytical tools and more, our team can deliver the industry's most competitive and innovative solutions to address your unique needs. Through our global network of offices in more than 100 countries, we can deliver highly coordinated solutions and consistently high quality service to you. Our claims teams can help you expediently resolve even the most contentious claims. And with more than 2,000 financial institutions as clients — including more than 250 US-based asset managers — we bring unrivaled market experience, relationships, and credibility to help you manage your key risks and achieve successful outcomes from your insurance program.

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