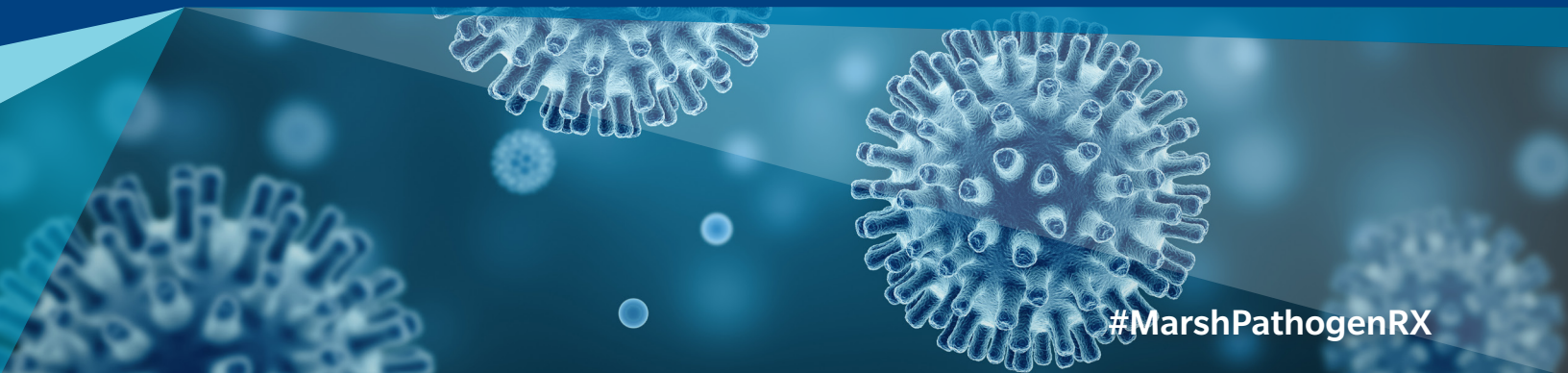


**MARSH****METABIOTA®****Munich RE** 

PATHOGENRX: AN EXCLUSIVE TECHNOLOGY AND INSURANCE SOLUTION FOR PANDEMIC AND EPIDEMIC RISKS



For the travel and tourism industry to thrive, individuals must be able to travel without fear for their safety and health. Pandemic outbreaks can disrupt public confidence, and in turn, make or break many companies. Over the last several decades, diseases such as Zika, MERS, and SARS have had widespread impacts on personal and business travel and drastic financial implications for the global travel and tourism industry.

Marsh, in partnership with Metabiota and Munich Re, has created a risk mitigation insurance solution for the hospitality, sports, and entertainment industry that provides financial protection against the fallout from a pandemic or epidemic. Using triggers such as Metabiota's Pathogen Sentiment Index and others, hospitality, sports, and entertainment companies can now better understand the operational disruption risk posed by an epidemic or pandemic and insure their risk.

COSTLY RISK, LIMITED OPTIONS

Pandemics and epidemics are not like other risks. They may occur over several months, are often not confined to a specific region, and are unpredictable — and unlike most other perils, they can scale and grow. They can also be costly: Nine out of ten businesses in a Miami district that was hit by the 2016 Zika virus outbreak reported revenue losses, according to Florida International University; in some cases, these losses reached as high as 40%. The Zika outbreak could ultimately cost Latin America and the Caribbean as much as \$18 billion, according to the United Nations.

Yet hospitality, sports, and entertainment companies have limited options for protecting against pandemic and epidemic risks. That's because unlike natural catastrophes, pandemics and epidemics typically do not result in immediately identifiable physical damage — and they're difficult to model.

Who it's for

Travel and tourism industry companies, including:

- Hotels, casinos, and gaming entities.
- REITs.
- Sports and events companies.
- Theme parks.

What you get

- The ability to model and estimate pandemic and epidemic risks through Metabiota's comprehensive infectious disease database.
- Insurance protection against financial loss stemming from the risk of a pandemic or epidemic.
- Customizable coverage and retentions.
- Coverage underwritten by Munich Re.



ROBUST, CUSTOMIZABLE COVERAGE

PathogenRX — available exclusively to Marsh clients, underwritten by Munich Re, and backed by the analytics capabilities of Metabiota — offers an innovative insurance solution for pandemic and epidemic risk. PathogenRX enables hospitality, sports, and entertainment companies to model pandemic and epidemic risk and gain greater balance sheet protection.

Supported by advanced analytics, the policy provides indemnity protection that can make an insured whole in the event of a demonstrable loss. The policy can be tailored to provide coverage for specific expenses, geographies, types of disease, or portions of a calendar year.

PathogenRX is made possible because of the strength of Metabiota's Pathogen Sentiment Index, which can estimate public fear and behavioral change driven by infectious disease outbreaks. The index is designed to be adaptable and

can be quickly updated to incorporate newly emerging diseases. It is regularly updated to reflect developments that can influence public concerns — for example, the development of a new vaccine or the discovery of a new disease symptom. The index has been extensively tested and validated against over a decade of media reporting on historical infectious disease outbreaks.

WHY MARSH?

The targeted approach of Marsh's Hospitality, Sports & Entertainment Practice relies on Marsh's worldwide network of more than 800 risk specialists, whose focus is delivering solutions designed to preserve and grow capital. Our professionals have earned a reputation as leaders in providing risk and insurance services to travel and tourism industry clients. Through forward-looking solutions and innovative products, Marsh works with its clients to help them thrive through successful management of their most critical risks.

For more information about PathogenRX, contact your Marsh representative or:

CHRISTIAN RYAN
US Hospitality, Sports &
Entertainment Practice Leader
+1 214 303 8115
christian.ryan@marsh.com

Marsh is one of the Marsh & McLennan Companies, together with Guy Carpenter, Mercer, and Oliver Wyman.

This document and any recommendations, analysis, or advice provided by Marsh (collectively, the "Marsh Analysis" are not intended to be taken as advice regarding any individual situation and should not be relied upon as such. The information contained herein is based on sources we believe reliable, but we make no representation or warranty as to its accuracy. Marsh shall have no obligation to update the Marsh Analysis and shall have no liability to you or any other party arising out of this publication or any matter contained herein. Any statements concerning actuarial, tax, accounting, or legal matters are based solely on our experience as insurance brokers and risk consultants and are not to be relied upon as actuarial, tax, accounting, or legal advice, for which you should consult your own professional advisors. Any modeling, analytics, or projections are subject to inherent uncertainty, and the Marsh Analysis could be materially affected if any underlying assumptions, conditions, information, or factors are inaccurate or incomplete or should change. Marsh makes no representation or warranty concerning the application of policy wording or the financial condition or solvency of insurers or reinsurers. Marsh makes no assurances regarding the availability, cost, or terms of insurance coverage. Although Marsh may provide advice and recommendations, all decisions regarding the amount, type or terms of coverage are the ultimate responsibility of the insurance purchaser, who must decide on the specific coverage that is appropriate to its particular circumstances and financial position.