

MANAGEMENT LIABILITY



Marsh's specialist FINPRO (financial and professional) practice is dedicated to providing insurance and risk solutions for the professional and financial exposures of our clients. Within FINPRO, the management liability team advises companies of all sizes on their management liability cover.

Our areas of expertise include:

- Directors and officers liability insurance (D&O).
- Employment practices liability (EPL).
- Pension trustee liability (PTL).
- Cover for private equity owned portfolio companies.
- Public offering of securities insurance (POSI).

We advise over a third of the FTSE 100 and over 40% of the Euro FT 50 on their management liability insurance.

This market share gives us unique benchmarking capabilities, allowing us to help our clients assess the nature and profile of their D&O programme relative to their peers. We can provide comparative data in areas such as limits of liability, programme structures, pricing, and local policy purchasing patterns and trends. We can recognise trends across industry sectors, and we leverage our knowledge of claims, settlements, and relevant precedent to the benefit of our clients in coverage negotiations.

OUR KEY PRODUCTS

- The latest generation of the Marsh Alpha[®] D&O DIC policy which includes cover for individuals subject to purely internal investigations and two full reinstatements of the limit. An article appearing in the American Bar Association D&O Committee Newsletter called Marsh Alpha[®] "a major move in the insurance markets and an advance for executive protection worldwide".¹
- Our refreshed Marsh Delta PTL policy which provides any one claim cover and includes lifetime coverage for retired trustees.
- Our new Marsh Delta EPL, featuring wage and hour defence costs and pre-claim investigation costs cover.
- Marsh POSI, recently launched and with a difference in condition (DIC) 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 draft bespoke wording solutions, conduct wording reviews and drive thought leadership on complex coverage issues.

A DEDICATED CLIENT SERVICING TEAM

Our clients benefit from a team of over 40 dedicated management liability insurance experts. Our understanding of our clients' risk profiles, technical product knowledge and broad market relationships allow us to deliver truly tailored solutions.

¹ American Bar Association. "Director and Officer Committee Newsletter - September 2015", available at http://apps.americanbar.org/buslaw/committees/CL996000pub/newsletter/201509/fa_1.pdf, accessed 25 November 2015.

CLAIMS ADVOCACY

Our clients can call upon a team of claims advocates specialising in management liability coverage. With collective experience of over 100 years, they offer a comprehensive, pro-active claims management service from pre-notification to settlement, including:

- Pre-notification analysis.
- Review and notification drafting.
- Advice on potential policy application.
- Timing and recovery of defence costs.

Our claims advocates can also provide a bespoke service for the management of complex claims, which would typically include regular liaison with a clients' defence counsel to develop and implement strategy in order to maximise loss recovery.

For more information on our management liability products please contact:

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MULTINATIONAL POLICY SOLUTION

Within Marsh's management liability team is a group of local policy professionals, exclusively focused on the delivery of our international programme; from pre-renewal strategy, through to local underwriting criteria, invoicing and policy issuance.

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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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