

MARSH – HOW WE CAN HELP YOU UNLOCK THE CORPORATE VALUE OF RISK MANAGEMENT



The power, energy, and commodity industries are often challenged by similar strategic and operational risks. At the same time, there is increasing convergence in business models that spans these industries, which seek to drive value from symbiotic supply chains. To better reflect this, Marsh created the UK and Ireland Power, Energy, and Mining (PEM) Strategic Industry Practice.

Using best practice experience and knowledge from across Marsh's global network of industry, specialty, and risk capabilities, our 30-strong PEM team delivers creative, tailored risk management solutions to a diverse client base. Our technical risk capabilities, analytical rigour, and global talent enables us to deliver on clients' risk management objectives, reducing their total cost of risk and, frequently, optimising the risk versus reward business dynamic.

This is because Marsh understands risk in the context of industry trends, corporate strategy, project delivery, stakeholder pressures, and related balance sheet and cash flow considerations.

WORKING WITH CLIENTS, NOT PRESCRIBING

At Marsh we believe in a bespoke, tailored approach. We work with clients to:

- Deliver efficient risk transfer in the context of your corporate strategy and risk tolerance.
- Place critical insurances, reflecting local preferences and compliance with appropriate legal requirements.
- Structure policies designed to address project execution risks, providing cover for all parties concerned.
- Design lender-compliant construction and operational insurance programmes to enhance project bankability.
- Manage project transfer from construction through to operation.
- Benchmark, structure, and tailor policy wordings to address liability requirements according to location of operation.

MARSH PEM FAST FACTS

- Marsh has over 70 years' experience in the power, energy, and mining sectors.
- Experienced UK broker across electricity, gas and waste sectors with extensive transactional and advisory appointments.
- Broad scope of experience across regulated utilities:
 - Electricity: Client relationships with 35-40% of the industry.
 - Gas: Serving 3/4 of the UK gas transmission and distribution markets.
 - Water: Currently provide service to 5 of the 21 regulated water companies.
 - Placed USD1.4billion in gross premium for PEM sectors in 2013 (UK).

ABOUT MARSH

Marsh is a global leader in insurance broking and risk management. Marsh helps clients succeed by defining, designing, and delivering innovative industry-specific solutions that help them effectively manage risk. Marsh's approximately 26,000 colleagues work together to serve clients in more than 130 countries. Marsh is a wholly owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), a global professional services firm offering clients advice and solutions in the areas of risk, strategy, and human capital.

With 55,000 employees worldwide and annual revenue exceeding USD12 billion, Marsh & McLennan Companies is also the parent company of Guy Carpenter, a global leader in providing risk and reinsurance intermediary services; Mercer, a global leader in talent, health, retirement, and investment consulting; and Oliver Wyman, a global leader in providing risk and reinsurance intermediary services; Mercer, a global leader in talent, health, retirement, and investment consulting; and Oliver Wyman, a global leader in management consulting. Follow Marsh on [Twitter @MarshGlobal](#), or on [LinkedIn](#), [Facebook](#) and [YouTube](#).

For more information about Power, Energy, and Mining and other solutions from Marsh, visit uk.marsh.com, or contact your local Marsh representative.

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