

# MARSH MARITIME ADVISORY



## WHO ARE WE?

Marsh Maritime Advisory is a newly expanded team of specialists based primarily in London accepting business on a wholesale and retail basis.

## WHAT DO WE DO?

We provide advisory and transactional insurance services for financial institutions primarily active in asset backed and project finance transactions.

## WHO ARE OUR CLIENTS?

Our clients are mainly marine and energy financiers, from both banking and private equity sectors and the lawyers acting on their behalf.

## WHAT SERVICES DO WE PROVIDE?

Marsh Maritime Advisory provides the following three inter-related services which can be used in whatever combination best suits the requirements of our clients.

### 1. Pre/Post Drawdown Advice

Prior to drawdown and at certain key stages in the transaction, Marsh Maritime Advisory can:

- i. Provide an audit of the borrower's proposed insurances to ensure suitability and compliance with the loan requirements.

- ii. Assist in the preparation of the insurance provisions of the term sheet and loan agreement.

- iii. Liaise with lending partners of our client and any agents of the borrower as necessary.

The advisory work typically concludes with the issuance of an insurance report confirming compliance with all insurance related conditions precedent and resolution of any conditions subsequent.

Marsh Maritime Advisory personnel have between them many years' experience in providing these services. A more detailed explanation of this service is available upon request and details can also be found on the Marsh Maritime Advisory webpage: [marineadvisory.marsh.com](http://marineadvisory.marsh.com)

### 2. Transactional Insurances

During the lifetime of the loan the prudent financier will require certain transactional insurances to protect his interests.

The most common of these are:

- i. Mortgagees interest insurance.
- ii. Mortgagees additional perils pollution insurance.
- iii. Mortgage rights insurance.

Marsh Maritime Advisory personnel have been at the forefront in the development and placement of these (and other) insurances that have been tailored specifically to meet the needs of maritime financiers.

A full explanation of the scope of these insurance products is available upon request and brochures for each product can be found on the Marsh Maritime Advisory webpage: [marineadvisory.marsh.com](http://marineadvisory.marsh.com)

### 3. Crisis Management

In spite of best plans and expectations, loans do not always run smoothly. Marsh Maritime Advisory can act for its clients during foreclosure situations and marine casualties to ensure the interests of the financiers are adequately insured. Additional insurances will be offered to the client as appropriate or necessary, so that the collateral asset benefits from the widest scope of coverage available under the prevailing circumstances, thereby minimising any financial or reputational risk to the financier.

## ABOUT MARSH MARITIME ADVISORY

Marsh Maritime Advisory consists of a small team of insurance specialists offering extensive experience in the maritime and offshore energy sectors (CVs of the key personnel are available upon request).

## ABOUT MARSH

Marsh is a global leader in insurance broking and innovative risk management solutions. 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.

We work with clients of all sizes to define, design, and deliver innovative solutions to better quantify and manage risk. To every client interaction we bring a powerful combination of deep intellectual capital, industry-specific expertise, global experience, and collaboration. We offer risk management, risk consulting, insurance broking, alternative risk financing, and insurance programme management services.

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. Our more than 30,000 colleagues work on behalf of our clients, who are enterprises of all sizes in every industry, and include businesses, government entities, multinational organisations, and individuals around the world.

We are a wholly owned subsidiary of [Marsh & McLennan Companies](#) (NYSE: MMC), the leading global professional services firm in the areas of risk, strategy and people. With 60,000 colleagues worldwide and annual revenue exceeding \$13 billion, Marsh & McLennan Companies also include global leaders [Guy Carpenter](#), [Mercer](#), and [Oliver Wyman](#).

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