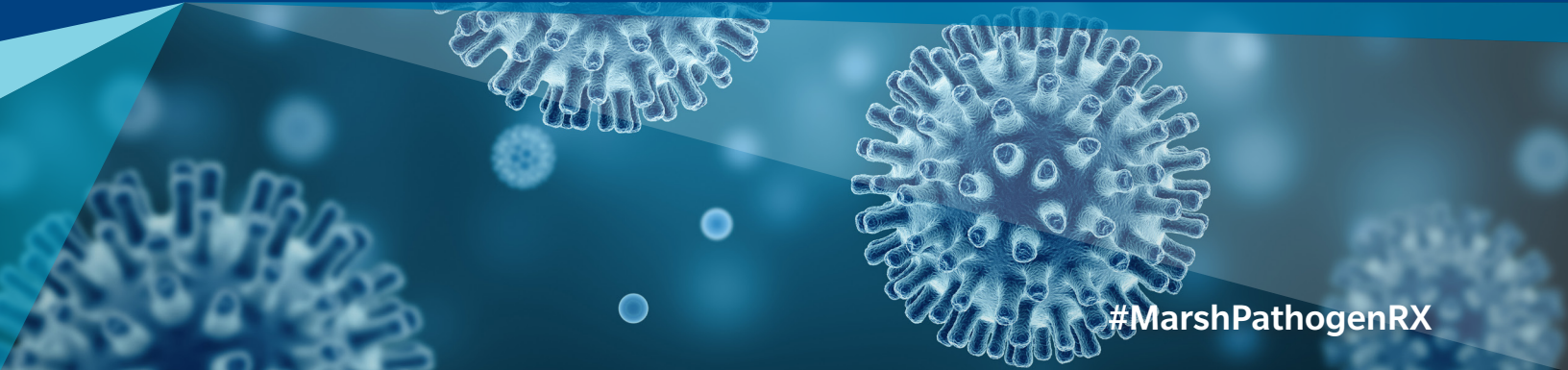


PATHOGENRX: AN EXCLUSIVE TECHNOLOGY AND INSURANCE SOLUTION FOR PANDEMIC AND EPIDEMIC RISKS



Shopping malls, entertainment venues, and mixed-use properties rely on consumer confidence and the ability of people to move about without fear for their safety and health. Pandemic outbreaks can disrupt that confidence, and in turn, make or break many companies. Diseases such as Zika, MERS, and SARS over the last several decades have had widespread effects on foot traffic and other consumer behaviors. In past outbreaks, companies have suffered significant short- and long-term revenue loss.

Marsh, in partnership with Metabiota and Munich Re, has created a risk mitigation insurance solution for the hospitality, sports, and entertainment industry — and is developing a solution for the real estate industry — that provides financial protection against the fallout from a pandemic or epidemic. Using triggers such as Metabiota's Pathogen Sentiment Index and others, real estate 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 different from other risks. They may occur over several months, are often not confined to a specific region, 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 real estate 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

Real estate industry companies, including:

- Shopping center owners and operators and developers of regional malls, including strip-power-outlet malls, specialty shopping areas, and lifestyle centers.
- Airport retail companies.
- Urban entertainment companies.
- Mixed-use centers.
- Office buildings.
- Industrial flex companies.
- Shopping center REITs.

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 real estate 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.

WHY MARSH?

The targeted approach of Marsh's Real Estate & Hospitality 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 real estate 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:

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

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