

PRIVATE EQUITY AND M&A SERVICES PRACTICE

Marsh's Portfolio Insurance Purchasing Platform: Controlling Costs and Increasing Value

Managing the different types of insurance programs for every company across your portfolio can be costly, complex, and inefficient when executed in a fragmented approach. By teaming with the right insurance advisor, private equity firms can take a holistic, coordinated approach to risk, which in turn can yield better outcomes, including improved valuations upon exit.

Through our proprietary portfolio insurance purchasing platform, we offer a unique service model and digital tools that can help you significantly reduce cost, maximize value, increase EBITDA, and better harness the purchasing power of your fund's portfolio.

Adding Strategic Value at Every Stage

Driving down the cost of risk and achieving operational efficiency is critical for all successful investment theses.

Marsh is the private equity and M&A sector's trusted risk advisor, with years of experience working side by side with our clients to create value across the investment lifecycle. From fundraising, acquisition, and asset management to

divestment activities and exit stages, we can deliver strategically designed insurance portfolio programs that can help improve valuation outcomes for funds of any size.

Our team of insurance specialists — with detailed knowledge of a variety of insurance coverage options and critical relationships with leading insurers — can deliver cost-effective and efficient solutions that are bespoke to your portfolio's risk profile and tailored to your specific objectives. We provide best-in-class risk management advice and a full suite of comprehensive solutions across the deal lifecycle, which can help you maximize value across your portfolio and gain sponsored purchasing efficiency from leading insurers.

✓ MARSH BY THE NUMBERS

- **The only broker** offering portfolio purchasing solutions through a proprietary platform.
- More than **2,000** participating portfolio companies, of all sizes around the world.
- **25+ years** of industry-leading transaction experience.
- **250+** dedicated M&A service colleagues around the world.
- More than **65** equity sponsor portfolio programs globally.
- More than **3,500** transactions completed annually.



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| <ul style="list-style-type: none"> • Identifying and protecting the fund and investment professionals from inherent risks through comprehensive general partnership liability coverage. • Analytics to support fact-based decision-making on policy limits, retentions, and pricing. • Risk management best practices shared at the fund/corporate level. | <ul style="list-style-type: none"> • Risk and insurance due diligence, including analysis of property and casualty and health and benefits needs, with a focus on P&L and balance sheet-related issues. • Transactional risk solutions — including representations and warranties and tax insurance, environmental liability coverage, and litigation buyout options — to enable deals to close. • Post-acquisition integration support, including implementing an insurance optimization strategy within the first 100 days. | <ul style="list-style-type: none"> • Portfolio insurance purchasing platform focused on aggregating premium data, making it easy for sponsor organizations to manage trading relationships with insurance capital providers. • Proprietary portfolio analytics to help inform critical decision-making. • Risk optimization and loss cost reduction strategies. • Dedicated claims advocacy resources across the portfolio. | <ul style="list-style-type: none"> • Vendor risk and insurance due diligence. • Seller-focused transactional risk insurance solutions. • IPO and SPAC coverage solutions. • Individual insurance programs are portable, allowing insurance to transfer with the portfolio company at exit. |
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Benefits of Marsh's Portfolio Insurance Program

Our global team of private equity and M&A subject matter experts have deep industry knowledge and can help you adopt best practices that can be shared across your portfolio. Backed by digital platforms, we deliver an unmatched combination of data, analytics, and technology that empowers you to better quantify and manage your portfolio risk.

- **Superior Coverage:** Enhanced terms and conditions.
- **Cost Savings:** Competitive insurance rates.
- **Managed Volatility:** More favorable results in difficult markets.
- **Claims Advocacy:** Favorable claim recovery and accelerated claims resolution.
- **Global Approach:** A global network paired with local industry experts.
- **Stewardship:** Transparency and accountability through performance metrics.
- **Centralized Service Platform:** Coordinated oversight of your entire portfolio.

Why Marsh?

Marsh's Private Equity, Mergers, and Acquisitions Practice has more than 25 years of experience delivering comprehensive services across the investment lifecycle that help financial sponsors, strategic investors, private equity firms, alternative asset managers, lenders, and infrastructure investors manage their most important risks. Marsh's team members around the world include former underwriters, risk managers, investment bankers, M&A deal advisors, and attorneys, who use their expertise to benefit our clients. Marsh can deliver a full suite of solutions and superior risk management expertise that can help you lower costs and improve valuation outcomes. Our dedicated team of advisors provides global coordination and centralized oversight of portfolio services by leveraging our proprietary portfolio insurance purchasing platform.

For more information, contact your Marsh representative or:

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