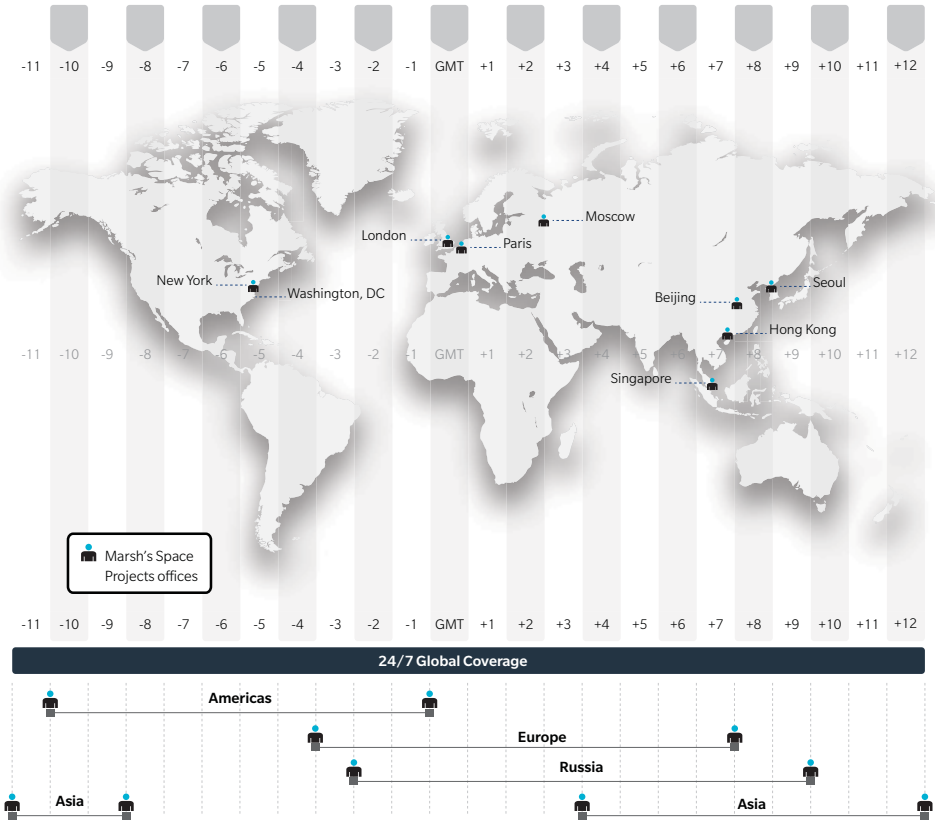


DELIVERING YOUR TOTAL RISK SOLUTION



A GLOBAL NETWORK AT THE FOREFRONT OF THE MARKET



64%

Marsh places business for 16 of the 25 top fixed satellite service operators.
 (Source: Marsh – May 2015)

UPCOMING BUSINESS

\$9.2 bn

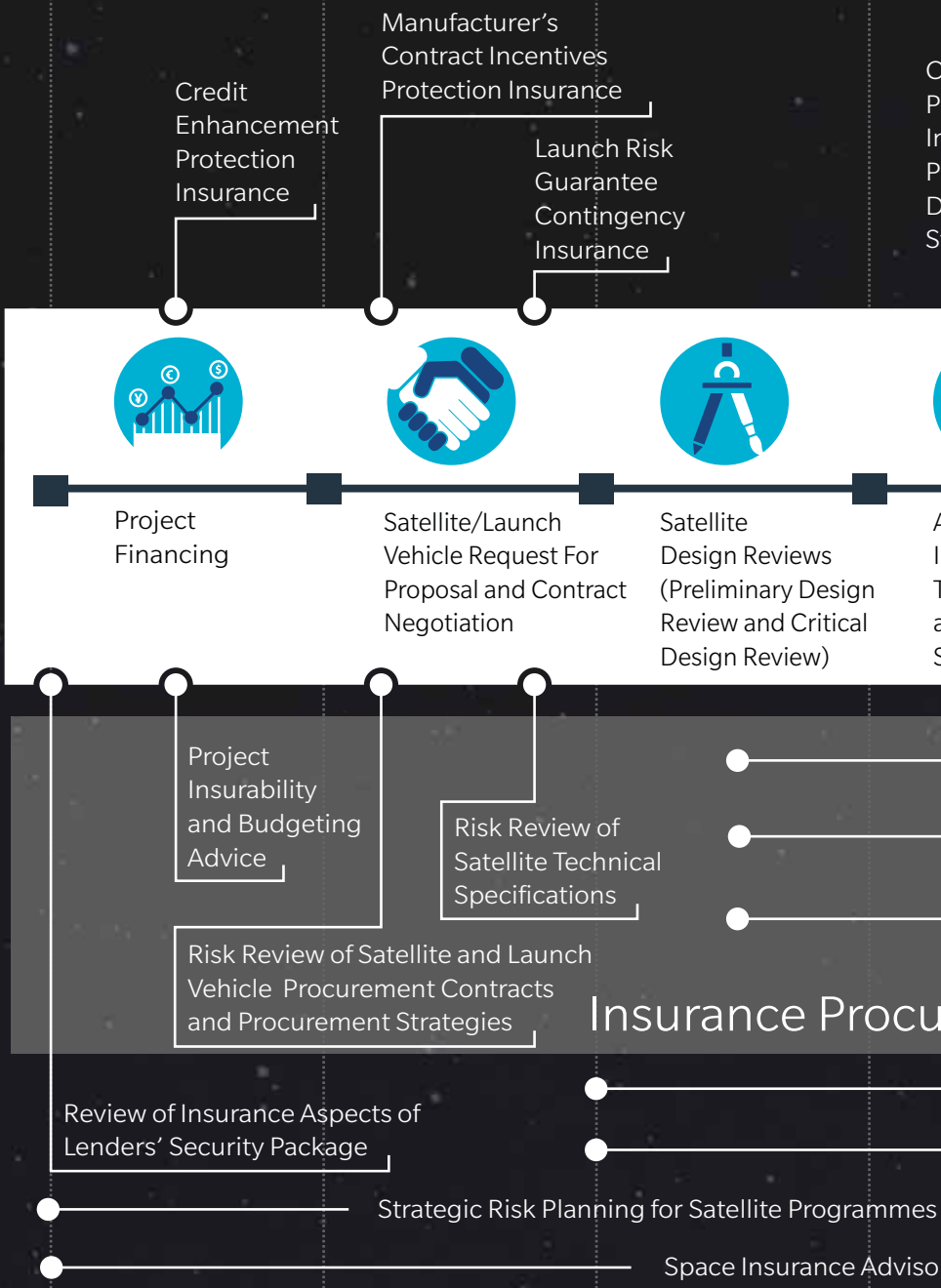
Marsh has been appointed for launch insurance placements anticipated to be completed in 2015, for a total insured value in the region of US\$9bn.
 (Source: Marsh – May 2015)

TOTAL RISK SUPPORT THROUGHOUT

Core Products

Project Cycle

Core Services



MANAGEMENT AT THE PROJECT LIFE CYCLE

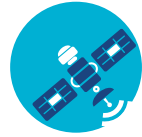
Combined
Pre-Launch
Insurance Asset
Protection/
Delay in
Start-up Cover

Launch + 1 (Up to 15) Years In-Orbit Insurance

Loss of Revenue / Business Interruption Insurance

Third Party Liability Insurance

Alternative Risk Transfer and Captive Risk Financing Products



Assembly,
Integration and
Testing / Transit
and Launch
Site Activities

Satellite
Launch

In-Orbit
Testing

In-Orbit
Operation

Launch Insurance Coverage and Policy Wording Design

Assistance with Technical Presentation / Information

Marketing and Negotiation with Insurers

Implementation Activities

Insurer Solvency Tracking and Financial Analysis

Claims Servicing and Support

Primary Services to Sponsors and Lenders

WHY MARSH?



KEY SPECIALIST SKILLS

Our team members, all in-house, have a variety of backgrounds, from insurance marketing, engineering, legal, financial to account management.



MARKET LEADING EXPERIENCE

Marsh is the pioneer of space insurance, establishing a specialised group dedicated to space insurance in 1977. Today, Marsh's Space Projects team has grown into a highly experienced group of over 40 space insurance professionals, many of whom have worked together at Marsh for more than 25 years.



GLOBAL FOOTPRINT

Marsh's Space Projects offices are distributed globally, offering unique 24/7 coverage, coupled with support of Marsh local presence in over 100 countries.



DIVERSITY AND MARKET PRESENCE

Our large and diverse portfolio of clients results in regular placement activity. This provides us with continuous market insight and knowledge allowing us to identify the latest market trends and to capitalise on those for our clients.



INNOVATION AND PROBLEM SOLVING

We take an innovative approach to all aspects of risk management and coverage design. We have delivered numerous "market firsts" in terms of financial and coverage solutions, such as full vertical marketing, coverage for ground based beam forming, or long term policies.



EXTREMELY COMPETITIVE PRICING

Both in premium and in remuneration, we always aim to deliver the best value for money.

“ Mr Takada is so delighted and pleased with the record-low insurance premium as well as privileged insurance condition for SPJC FY2013 in-orbit insurance. ”

SPJC - 2013

“ It was reassuring to know how Marsh dedicated its efforts in such a professional way. Once again, my deepest gratitude for the fast and efficient resolution to this claim. ”

KT - 2014

“ Marsh achieved astonishing outcome for us well balanced with premium saving and established market-SPJC relationship. The renewal convinced us of how high competency Marsh had. ”

SPJC - 2014

“ The creativity of the Marsh Space team enabled us to purchase a unique coverage design. This also included some ground breaking aspects for our policy. ”

UrtheCast - 2014

“ Much due to the dedication and determination of your staff, not only did Marsh help IAI avoid paying higher premiums you helped us achieve a significant reduction versus our originally budgeted premium. ”

IAI - 2013

“ A major differentiating factor in our decision to elect Marsh was the excellent and pro-active service provided by the seamless global team that Marsh Space Projects offers though their New York, London and Paris Offices. ”

Iridium - 2011

“ Marsh Space Projects have conducted themselves purposefully and professionally throughout their term of service and we could not be more pleased with their capabilities and commitment to our project. ”

NBN Co - 2013

“ We have seen the strength in depth of the Marsh team throughout our relationship, from the initial placement of a complex policy through the focus, attention and diligence in the claim process and would unreservedly recommend Marsh to other operators considering a broker. ”

O3B - 2014

“ Their team includes legal, technical and marketing experts who have all demonstrated their capabilities and a clear knowledge of the insurance market they work in. ”

Avanti - 2011

For further information, please contact your local Marsh office or visit our website at marsh.com

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