



MULTINATIONAL CLIENT SERVICE
MARSH POLAND

SOLUTIONS...DEFINED, DESIGNED, AND DELIVERED.



MARSH POLAND - IN NUMBERS

630 000 000 PLN PLACED PREMIUM
(2016)

OVER 26 YEARS OF EXPERIENCE
ON POLISH MARKET

2ND PLACE IN POLISH
BROKERS RANKING
(BY REVENUE)

MORE THAN 1700 LOCAL & MULTINATIONAL
CLIENTS

5 OFFICES

WARSAW
CRACOW
WROCLAW
POZNAN
GDANSK

MORE THAN 120 EMPLOYEES

88 INSURANCE
BROKERS

12 REINSURANCE
BROKERS

9000 PROPERTY CLAIMS HANDLING
PER YEAR

INSURANCE AND REINSURANCE
BROKERAGE, CONSULTING SERVICES

POLISH ECONOMIC & INSURANCE MARKET

POLAND IS STILL AN INTERESTING
TARGET FOR FOREIGN
INVESTORS AND SLOW DOWN OBSERVED

POLISH COMPANIES
CONSIDER INTERNATIONAL
EXPANSION
(POLAND GO
GLOBAL)

INSURANCE MARKET IS IN THE SOFTENING PHASE - INSURERS
ARE MORE EAGER TO OFFER BETTER COVERAGE FOR
ATTRACTIVE PRICES AND ARE MORE OPEN TO
INSURE NEW TYPE OF RISKS

IN MOST CASES MARSH POLAND IS APPOINTED AS THE SERVICING
OFFICE AND MAINLY SERVICES FOLLOWING POLICIES: PROPERTY,
LIABILITY, CARGO, MOTOR, D&O



SELECTED INDUSTRY PRACTICES

FINPRO

We provide advisory and transaction services for financial institutions and professional services companies. We insure the following risks: banking, property, liability, credit cards and cash. We also offer specialized insurance products for Clients across all industries: Directors and Officers Liability Insurance (D&O), Cyber Risk Management, Product Recall, or Kidnap and Ransom (K&R).

CREDIT AND POLITICAL RISKS

We provide consulting and risk management solutions for credit risks caused by deferred payment sales. We protect Clients against unforeseen losses resulting from nonpayment, caused by commercial risks: insolvency or protracted default. Insurance coverage can also be extended in case of export sales, by political and catastrophic risks. We support factoring companies and banks (mortgage loan insurance in the transition period and low contribution equity insurance).

ENERGY, FUEL & PETROCHEMICAL

We provide consulting within insurance and facultative reinsurance for power, fuel and petrochemical industry. We offer solutions for downstream risks (oil and gas processing) and upstream risks (oil and gas extraction), conventional and hydroelectric power plants and wind farms.



PUBLIC SECTOR

We provide risk management services for self-government and state administration entities. We offer end-to-end support at the preparation and implementation stage of insurance programs and during the provider selection procedure compliant with the Public Procurement Act. Our solutions include dedicated IT applications which facilitate communications, program administration and claims settlement for institutions with numerous units and branches.

INFRASTRUCTURE

We provide effective solutions and consulting on risk management during infrastructure projects. Our services include consulting and insurance for construction and assembly risks, engineering assessments, insurance guarantees. We support PPP (public and private partnership) projects, state-owned companies, private investors, financial institutions and infrastructural suppliers.



CONSTRUCTION & ENGINEERING INSURANCE

We provide consulting services related to preparing investment projects and securing the funding and also brokerage services for companies involved in the investment process (financial institutions, designers, construction companies, developers, etc.).

MOTOR INSURANCE

We provide a full range of brokerage services, including fleet insurance administration. Our offer includes the following products: Third-Party Liability Insurance, Personal Accident Insurance, Legal Protection, Motor Hull (Autocasco), Towing Assistance and Fleet Safety Audit.

AFFINITY - MASS PRODUCTS

We provide a wide range of affinity solutions, including full claims handling. Affinity products may be addressed to Clients of our business partners and become a component which increases the value and attractiveness of their products. Our offer includes life insurance programs for banking products, extended warranty for the automotive and electronic goods industry, bancassurance, etc.

PROPERTY RISK CONSULTING

We offer specialized services and consulting in the area of property risk management. We conduct technical risk assessment, prepare full insurance reports, advise in the selection, design and implementation of permanent extinguishing systems - we supply solutions that help our Clients better understand their risk profile and find adequate coverage.

MERGERS AND ACQUISITIONS

We provide comprehensive support and consulting on mergers and acquisitions. We prepare and conduct due diligence in the area of risk and insurance, we create tailor made insurance programs (i.a. Warranty & Indemnity Insurance).



SURETY

We offer comprehensive support and administration for insurance guarantees - from negotiating the terms with insurance companies, through servicing existing contracts, to helping with the claims handling process. We service all types of insurance guarantees available on the market (including bid bonds, performance guarantees, retention guarantees, advance payment guarantees, trade receivable guarantees or construction work payment guarantees).

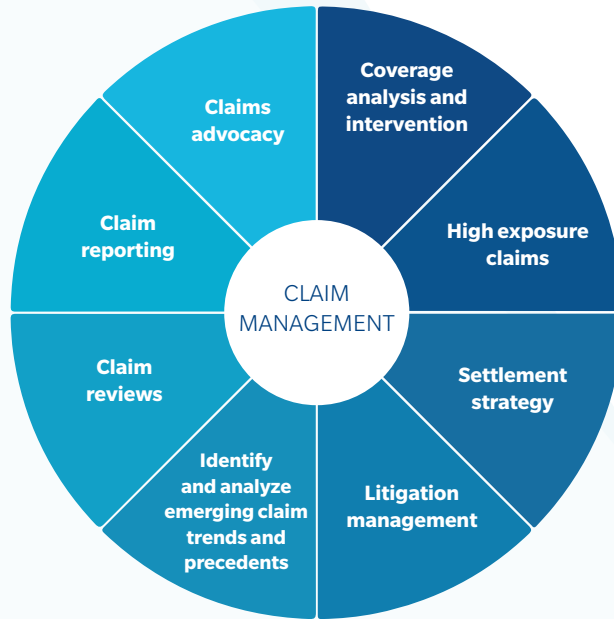
CLAIMS ADVOCACY

We have a team of highly experienced accountants, loss adjusters, forensic engineers and other professionally qualified experts who work collaboratively to influence the design and placement of new programs that meet the specific risk management and operational needs of our Clients and deliver the most equitable return on insurance investment.

MARSH'S VALUE FOR CLIENTS:

- Experience navigating cyber/privacy claims to coach clients through the first and third-party claims process.
- Strong relationship with cyber/privacy and financial lines claims executives to ensure favorable claims outcomes.
- Technical expertise utilised in peer reviews to drive coverage enhancements based on adverse claims experiences.

WE ARE COMMITTED TO PROVIDING THE BEST-IN-CLASS CLAIM MANAGEMENT IN THE FOLLOWING AREAS:



CYBER RISK MANAGEMENT

Marsh Risk Consulting, in collaboration with FINPRO's (Financial and Professional lines) cyber team, developed the methodology, which assists Clients with better understanding their cyber risks. Marsh Risk Consulting services aim at assessing potential cyber events in order to define the proper cyber risk profile, to investigate the need for cyber insurance and how it should be structured.

Recommendations based on Marsh Risk Consulting analysis result in the improvement of the overall cyber risk management strategy as well as in more advantageous cost and scope of insurance coverage.

MARSH CARGO

MarshCargo is an Internet platform allowing policies registration and certifications of cargo insurance to be written out. This tool is dedicated to the companies from transportation and forwarding trade businesses, which aim at quick and convenient insuring their load in transport. The system offers wide and user friendly functionality, tailored to Clients' needs.

DEDICATED TEAM - CONTACT DETAILS



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