

Financial and Professional Services (FINPRO)

Marsh's Financial and Professional (FINPRO) Practice is a team of more than 650 professionals worldwide who specialise in financial and professional insurance coverage.

To ensure that our clients in Asia benefit from the in-depth expertise of the FINPRO Practice, Marsh has established a FINPRO team of professionals throughout the region.

Asia's FINPRO operation assists clients from all industries and businesses in every country in the region with financial and professional risk exposures. Clients benefit from the development and placement of specialist insurance products including:

- Directors and Officers Liability (D&O);
- Professional Indemnity (EPL)/Errors and Omissions Coverage (E&O);
- Medical Malpractice;
- E-Commerce Cyber Risk;
- Bankers Blanket Bonds;
- Commercial Fidelity / Bonds;
- Multimedia Liability;
- Stock Exchanges / Stock Brokers Programs; and
- Blended Programs.

Data is also exchanged and collected regularly, permitting the FINPRO team to effectively track market conditions, which affect pricing, coverage and changes in underwriting procedures and attitudes.

Key differentiators between Marsh's fully integrated FINPRO network and our competitors are as follows:

- **Depth of core competencies:** FINPRO professionals are experienced and highly competent, possessing in-depth expertise on FINPRO issues
- **Knowledge Management and Team Culture:** Marsh's culture places such a high priority on information sharing throughout the network that it is a critical part of each employee's performance evaluation. Therefore, Marsh in Asia can access data from around the world to provide benchmarking information on coverage, claims, insurance markets, and pricing and legal trends
- **Innovation:** Due to the depth and breadth of our FINPRO network, Marsh spends time and resources developing market solutions rather than accepting the market offerings. Clients in Asia benefit from many of our unique solutions created in response to their individual requirements
- **Claims Advocacy:** Our assistance throughout the claims handling process is a critical benefit to our clients — from both a financial and reputation perspective
- **Industry Expertise:** Marsh is the leading D&O broker, and a leader in Asia, and has an unparalleled understanding of D&O issues and implications that may result for clients



The Marsh FINPRO Practice represents:

- Largest percentage of D&O, EPL and E&O placements worldwide
- Over 35% of the D&O placements for the Fortune 500
- Dedicated FINPRO resources in 45 global offices and in 27 US states
- The largest number of dedicated claims advocacy specialists concentrating solely on FINPRO products
- One of the most innovative divisions within Marsh, introducing over 15 new products in the past few years.

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