

Placement Services

An effective insurance strategy and solution can improve the company's earnings, protection of assets, and competitiveness.

The breath and complexity of risk issues businesses face is accelerating. Prioritizing and managing these risks effectively has become more and more onerous. While purchasing an off-the-shelf insurance solution may seem attractive, it usually does not ensure a company's risk is adequately mitigated nor achieves the best value for the money spent. The right risk management and insurance strategies require great depth, knowledge and resources.

Companies need confidence that their risk and insurance strategies in both 'soft' and 'hard' markets are based on the very best product knowledge, development and innovations. They also need programs that are structured alongside market trends and industry practices.

To help achieve this, Marsh has an established placement service to help businesses work through the intricacies of development



and placement of insurance programs through a comprehensive framework and service offering.

This framework involves working with businesses across three phases, including: Pre-Placement, Placement and Post-Placement.

Regardless of their size and location, companies gain access to the right advisory services through the capabilities of dedicated and experience specialists and knowledge of local and global market capacities, specialties and security.

Companies spanned across territories, enjoy flexible access to comprehensive skills and resources that are available through a single

source, rather than through multiple providers in different territories. Within Asia, Marsh's Placement Services is represented in China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, Philippines, Singapore, Taiwan, Thailand and Vietnam.

Businesses enjoy unparalleled benefits through partnering with Marsh Placement Services team:

- Achieve value-for-money insurance options
- Pre-emptive action to identify and manage the most significant and emerging risk issues
- Ability to structure solutions across diverse risk profiles
- Secure maximum capacity coverage at the broadest terms with optimal security from local and global underwriting markets
- Industry specialized expertise to help achieve optimal placement result, locally and globally
- Cutting edge solutions, tailored to your business needs and objectives
- Dedicated technical policy wording specialists to review and develop policy wordings for negotiation with underwriters
- Access to market intelligence
- Access to knowledge of how underwriting markets work, and support with effective syndication/program design solutions
- 24-hour continuous time zone activity between local and international Marsh offices across Asia, Pacific, London, Europe, Bermuda and USA
- Minimize potential claims and coverage conflicts with underwriters
- Protection of assets and balance sheet capital leading to enhanced shareholder value and company profitability

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