

Vietnam

Marsh has been associated with the Vietnamese insurance industry since the 1970s, when it was engaged in an advisory capacity by the Vietnam Insurance Corporation (Bao Viet), Vietnam's pioneer insurance provider.

With the growth of the country's economy, Marsh established its representative office in Vietnam in 1994, which functions mainly as a liaison office for Marsh, its clients, and the local Vietnamese insurers and reinsurers.

The office supports Marsh's activities in Vietnam, and assists in protecting the interests of its multinational clients with investments in the country. This includes consulting, account servicing, and claims handling for clients in Vietnam.

Marsh is committed to playing an active role in the development of the Vietnamese insurance market by establishing close working relationships with local insurers. In so doing, it is able to provide feedback from local insurers on rates and premium fees, gather data, and coordinate business activities between Vietnamese insurers and Marsh offices (offshore), as well as with foreign investors.

The operation also provides updates and research findings on current developments in Vietnam, particularly on insurance-related matters. This includes information on the latest laws being passed in Vietnam, new decrees and circulars from the ministries, changes in the tax structure, and information on the investment climate and general business trends that may be taking shape. This enables Marsh to help clients keep pace with the changing business environment.

Supported by regional and global experts in more than 100 countries, Marsh's local Vietnam team is able to provide reinsurance services, excess of loss treaty facilities, training, and technical support to Vietnamese insurance companies.



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