

# State of the European D&O Insurance Market

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# Today's Moderator



**David Bradford-** President,  
Research & Editorial Group, Advisen  
Ltd.

# Today's Panelists



**Lori Bailey**

Global Head of Management & Professional Liability

Zurich General Insurance



**George Melides**

Head of Commercial D&O

Zurich Insurance



**Guillaume Deschamps**

D&O Practice Leader for Europe

Marsh

# Today's Panelists



Lori Bailey is the Global Head of Management & Professional Liability for Zurich General Insurance. In her current role, Ms. Bailey is responsible for portfolio management, underwriting governance and product development as well as management of growth initiatives globally for all management and professional liability lines written at Zurich General Insurance. In this capacity, Ms. Bailey oversees underwriting operations for all professional liability segments, including D&O/Fiduciary, EPLI, Crime, Security & Privacy, Technology, Miscellaneous, Architects & Engineers (including Construction), Accountants and Lawyers as well as related lines of business. She has successfully led several product rollouts around the world, and formed many thought leadership initiatives on these lines. Ms. Bailey has held this position since March 2014. Previously, Ms. Bailey was a Senior Vice President and Head of Professional Liability for Zurich North America where she led the Errors & Omissions Product Underwriting unit. Ms. Bailey also held other leadership positions within the Zurich organization.

# Today's Panelists



George Melides is the Head of Management Liability for Europe, Middle East and Africa, at Zurich General Insurance. George has over 12 years' experience in Management Liability for UK and international companies gained through a variety of underwriting and broking roles. Prior to this role, George headed the Commercial D&O & Crime team for Zurich UK. He holds an MSc in Risk Management & Insurance from City University Business School and is a Member of the Institute of Risk Management.



# Today's Panelists



Guillaume is currently working for MARSH France in Paris as deputy Director of the FINPRO & Special Risks division. For FINPRO, he is supervising a team of 21 Clients Advisors involved on Commercial and Financial Institution accounts as well as Claims experts and he is particularly in charge of all Management Liability technical issues, products development and the development of MARSH FINPRO France book of business.

For MARSH FINPRO in Continental Europe, Guillaume is also the D&O Practice Leader and he is chairing the FINPRO Europe Management Liability Advisory Board which includes 12 D&O experts from MARSH FINPRO across Europe. The Board meets every quarter for technical discussions aiming at creating tools and resources for FINPRO colleagues in Europe and at sharing the information and the knowledge about the D&O liability exposure and insurance.

## **Question:** How would you characterize the European D&O market?



**David Bradford**  
President  
Research & Editorial Group, Advisen Ltd.



**Lori Bailey**  
Global Head of Management  
& Professional Liability  
Zurich General Insurance



**George Melides**  
Head of Commercial  
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Zurich Insurance



**Guillaume Deschamps**  
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**Question:** What are the leading causes of D&O claims? How do they vary by country?



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**Question:** Do any countries stand out as particularly challenging for claims?



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**Question:** Shareholder suits remain relatively uncommon in Europe. Why is that? Is that likely to change?



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**Question:** What are the emerging exposures that directors and officers should be aware of?



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**Question:** What are some of the issues in structuring international D&O programs?



**David Bradford**  
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**Question:** Is a FOS policy adequate for all EU countries, or should buyers consider buying local policies for some or all EU countries in which they operate?



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**Question:** What are the implications of anti-bribery and anti-corruption laws for European directors and officers?



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**Question:** How is Europe's economic picture presently influencing the D&O market?



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**Question:** What are the likely D&O implications of the recent political shift to the right in a number of major European countries?



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