



Welcome to Advisen's Transaction Insurance Insights Conference



Welcoming Remarks



Rebecca Bole
EVP & Editor-in-Chief
Advisen



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Opening Remarks

Dennis Kearns
SVP, Transactional &
Financial Institutions
QBE
2017 Conference Chair





What's New? An Update on Marketplace Metrics



What's New An Update on Marketplace Metrics



Craig Schioppo
Transactional Risk
Practice Leader,
Managing Director
Marsh



Craig Warnke
Managing Director,
Transactional Risk
Practice
Marsh

Transactional Risk Insurance Overview

Significant growth in North America during last 7 years

2016

- \$6.03 billion in limits

2015

- \$4.26 billion in limits

2014

- \$2.73 billion in limits

2013

- \$1.34 billion in limits

2012

- \$1.43 billion in limits

2011

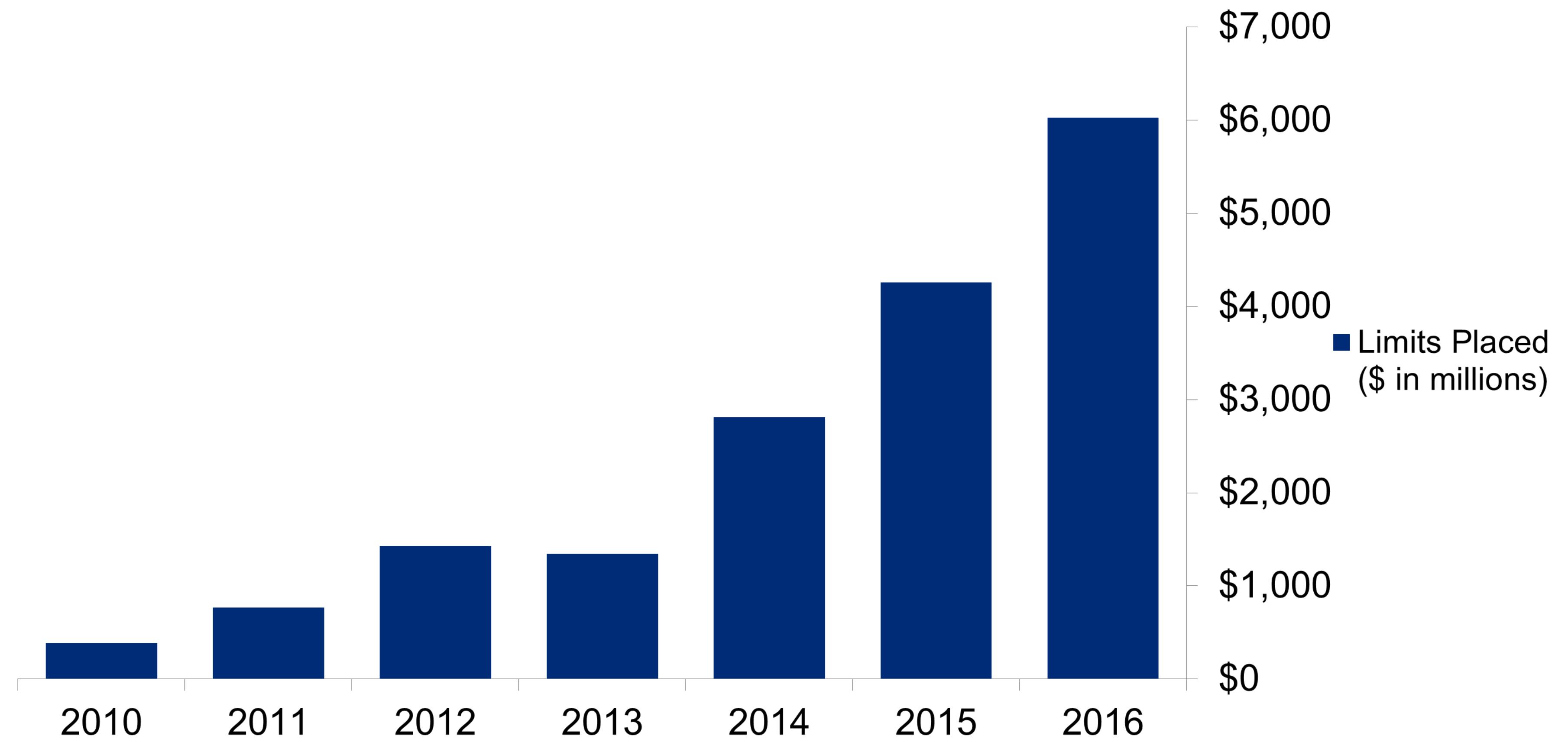
- \$767 million in limits

2010

- \$387 million in limits

North America Market Statistics for Marsh

**Limits Placed
(\$ in millions)**



Transactional Risk Insurance Overview

The transactional risk insurance market has continued to evolve in recent years and can provide more innovative insurance solutions than ever.

The market now offers:

- Broader coverage
- Streamlined process
- Increased limits of liability
- Reduced premium rates and deductible levels

Global Market Statistics for 2016 (Marsh)

US\$	AMERICAS	EMEA	ASIA PACIFIC	TOTAL
Limits of insurance placed (\$)	6,025,000,000	6,422,000,000	2,276,000,000	14,723,000,000
Private equity policies (as % of policies placed)	56%	52%	53%	54%
Corporate policies (as % of policies placed)	44%	48%	47%	46%
Seller-side R&W policies (as % of R&W policies placed)	1%	4%	7%	3%
Buyer-side R&W policies (as % of R&W policies placed)	99%	96%	93%	97%

Reps & Warranties Insurance: State of the Market

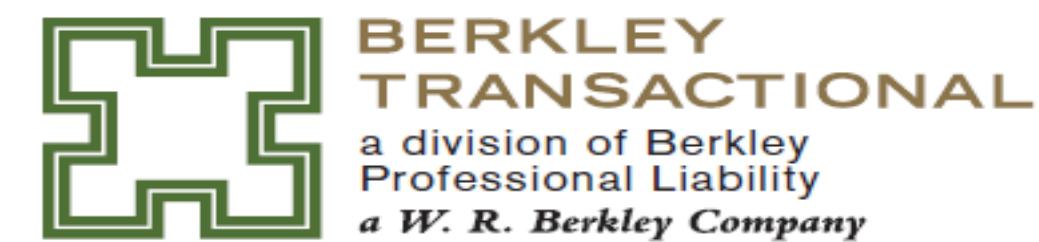
Increased popularity and well-developed market

- 1,000+ deals completed annually (split between corporate and PE buyers)

Target transactions and market trends

- Transactions between \$25M – \$3B+
- Limits available up to \$600M+ per transaction
- Generally no restrictions on industry sector

Insurer commitment



Berkshire Hathaway
Specialty Insurance





The Buyer's Perspective



The Buyer's Perspective



Randy Hein
President
Berkley Transactional,
a division of Berkley Professional
Liability, LLC
Moderator



The Buyer's Perspective

- **Randy Hein**, President, Berkley Transactional, a division of Berkley Professional Liability, LLC (Moderator)
- **Markus Bolsinger**, Partner, Dechert LLP
- **Emilio Pedroni**, Managing Director, First Atlantic Capital, Ltd.
- **Steven Siesser**, Partner and Co-Chair, Transactions & Advisory Group, Lowenstein Sandler LLP



The Buyer's Perspective



Randy Hein
Berkley Transactional



Markus Bolsinger
Dechert LLP



Emilio Pedroni
First Atlantic Capital, Ltd.



Steven Siesser
Lowenstein Sandler LLP



Morning Break

Coming up next...

Coverage and the Underwriting Process



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Coverage and the Underwriting Process



Coverage and the Underwriting Process

Dennis Kearns
SVP, Transactional &
Financial Institutions
QBE
Moderator

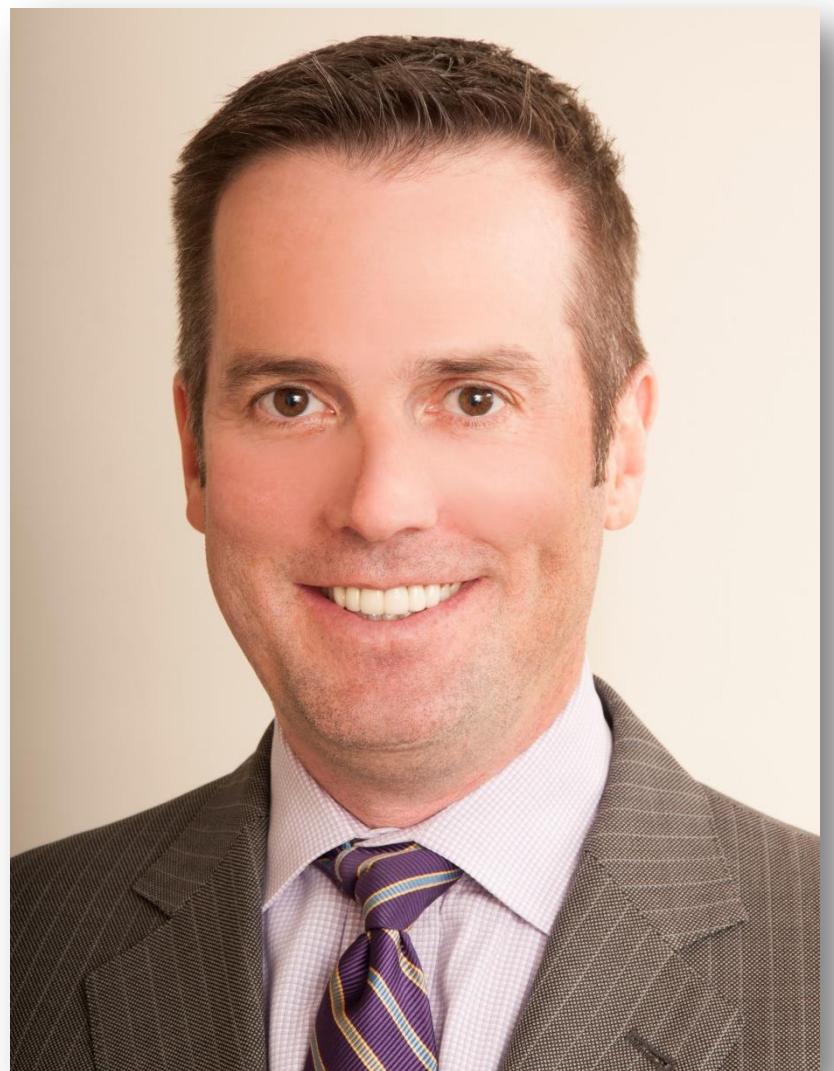




Coverage and the Underwriting Process

- **Dennis Kearns**, Senior Vice President, Transactional and Financial Institutions, QBE (Moderator)
- **Leah Coakley**, Vice President, Transaction Liability Group, Lockton Companies, LLC
- **Jessica H. Sicsu**, Partner, Kirkland & Ellis LLP
- **R. Philip Stevenson**, President, VALE

Coverage and the Underwriting Process



Dennis Kearns
QBE



Leah Coakley
Lockton



Jessica H. Sicsu
Kirkland & Ellis LLP



R. Philip Stevenson
VALE



Due Diligence Focus: What's Acceptable to Carriers?



Due Diligence Focus



Jeff Rubocki
Senior Managing Director
Krauter & Company
Moderator



Due Diligence Focus

- **Jeff Rubocki**, Senior Managing Director, Krauter & Company (Moderator)
- **Wayne Datz**, SVP, North America M&A Division, Allied World
- **Peter de Boisblanc**, Senior M&A Underwriter, AIG
- **Kim Gladney**, Managing Director – North America, Ambridge Partners LLC
- **Jay Rittberg**, Managing Principal, Euclid Transactional, LLC

Due Diligence Focus



Jeff Rubocki
Krauter & Company



Wayne Datz
Allied World



Peter de Boisblanc
AIG



Kim Gladney
Ambridge Partners LLC



Jay Rittberg
Euclid Transactional, LLC



Conference Luncheon

Coming up next...

An Update on Cross-Border Deals



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An Update on Cross-Border Deals



An Update on Cross-Border Deals



Peter Rosen
Partner
Latham & Watkins LLP
Moderator



An Update on Cross-Border Deals

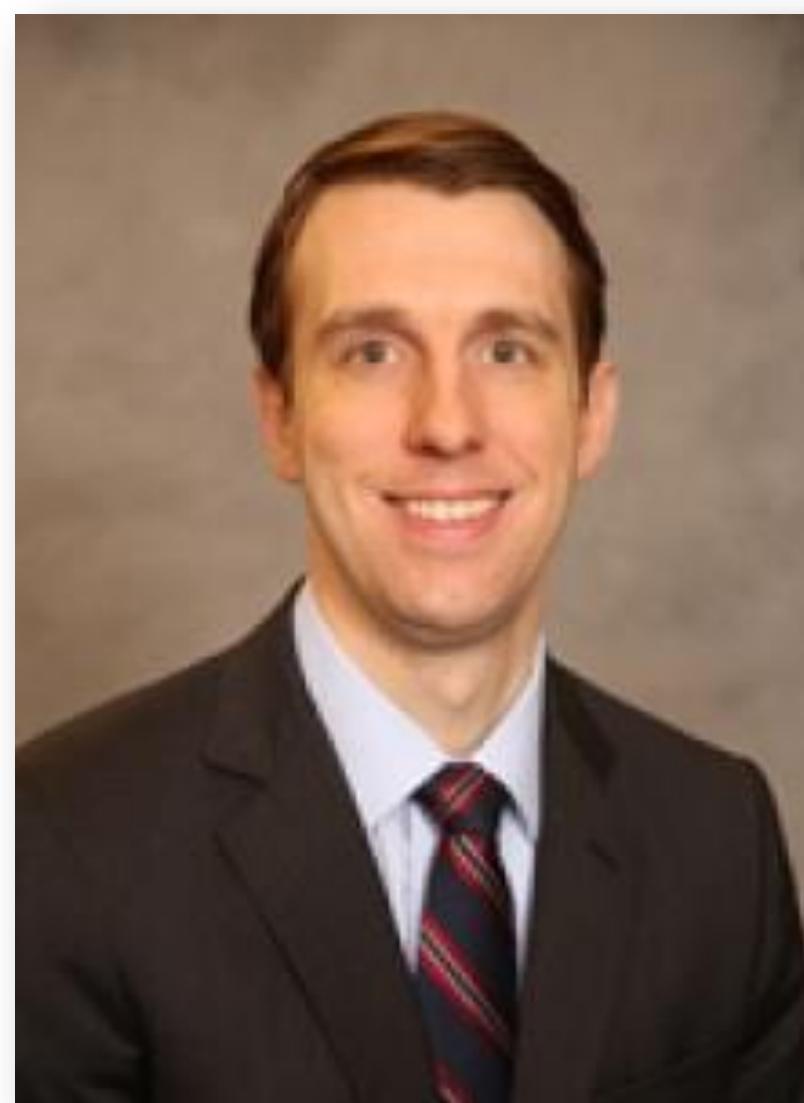
- **Peter Rosen**, Partner, Latham & Watkins LLP (Moderator)
- **Shawn O'Neill**, Senior M&A Underwriter, AIG
- **Eric Ziff**, Managing Director, Transaction Solutions, Aon



An Update on Cross-Border Deals



Peter Rosen
Latham & Watkins LLP



Shawn O'Neill
AIG



Eric Ziff
Aon



The Innovation Lab: New Solutions



The Innovation Lab: New Solutions

Joseph Laws
Director of M&A Insurance
XL Catlin
Moderator





The Innovation Lab: New Solutions

- **Joseph Laws**, Director of M&A Insurance, XL Catlin (Moderator)
- **Joanne R. Censullo**, M&A Practice Leader, Risk Strategies Company
- **Bill Monat**, EVP – Mergers & Acquisitions Group, Willis Towers Watson
- **Renee Szalkowski**, Senior Vice President, Transaction Liability Group Practice Leader, Lockton Companies, LLC



The Innovation Lab: New Solutions



Joseph Laws
XL Catlin



Joanne R. Censullo
Risk Strategies Company



Bill Monat
Willis Towers Watson



Renee Szalkowski
Lockton



Afternoon Break

Coming up next...
Claims Trends and the Process



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Claims Trends and the Process



Claims Trends and the Process



Toria Lessman
Vice President,
Underwriting Leader
QBE
Moderator



Claims Trends and the Process

- **Toria Lessman**, Vice President – Underwriting Leader, QBE (Moderator)
- **Stephen Davidson**, Managing Director, Aon
- **John J. Mazzuca**, Corporate & Investment Bank, Escrow Services, J.P. Morgan
- **Diane Parker**, Vice President, North American Claims Group, Allied World
- **Dan Torpey**, Partner, Fraud Investigative & Dispute Services, EY

Claims Trends and the Process



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The View from the Top



The View from the Top



Allyson Coyne
Managing Director
Transaction Solutions
Aon
Moderator



The View from the Top

- **Allyson Coyne**, Managing Director, Transaction Solutions, Aon (Moderator)
- **Brian Benjamin**, Global Head Mergers & Acquisitions Insurance, XL Catlin
- **Manuel Giners**, Senior Underwriter, AIG



The View from the Top



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