

MARSH IN CHINA



China offers dynamic and unprecedented opportunities, but not without risks. In today's interconnected world, companies operating inside and outside of China - large or small - face a constantly changing risk landscape.

Marsh has maintained a presence in China for more than 30 years and is committed to delivering best practices in risk and insurance services to the world's most dynamic market. In China, Marsh has more than 260 professionals servicing over 1,000 clients, including local and foreign companies. As the first wholly-owned foreign enterprise to be awarded an insurance broking license in China, Marsh provides clients with access to its best-in-front service by mobilizing the unmatched strength and international experience of its global network.

To help Chinese companies go global, Marsh has established China Client Services, a network of Chinese nationals in key offshore markets to help Chinese clients succeed in foreign markets.

Marsh and its predecessor companies have been in Asia for nearly 60 years, with over 1,600 professionals in 12 countries. Marsh has been named "Broker of the Year" in Asia in 2004, 2007, 2008, 2009 and 2010 by the Asia Insurance Review, making Marsh the most awarded broker in Asia.

Marsh's comprehensive suit of services includes:

INSURANCE BROKING

- Insurance program design
- Placement of all lines of insurance with experienced and secure underwriters
- Advice on insurance security and renewal presentation to markets
- Insurance claims management

RISK CONSULTING SERVICES

- Risk consulting for all major industries
- Property risks consulting
- Business continuity management
- Forensic Accounting and Claims Services (FACS)

BUSINESS SEGMENTS

- Multinational companies
- Local companies

Marsh China has specialist divisions within a multi-disciplinary team environment to meet clients' specific needs. These include:

■ Asia Client Services

Including professional teams specialised in providing customised risk and insurance solutions to

- Japanese multinational companies (by JCS)

- Korean multinational companies (by KCS)

- Taiwanese multinational companies (by TCS)

■ Aviation

Servicing clients within the aviation industry in China with the support of a global network

■ China Client Services (CCS)

CCS provides risk advisory and insurance broking services to Chinese clients operating in overseas markets

■ Employee Benefits

Designing and implementing healthcare insurance, personal accident and life and permanent disablement, retirement plans and third party administration services for businesses

■ Energy

Servicing clients in energy industry including oil and gas (upstream and downstream), chemicals and petrochemicals companies

■ Financial and Professional Liability (FINPRO)

Providing financial risk solutions, including D&O Liability, Professional Indemnity and Crime insurance solutions for financial institutions and commercial businesses

■ Infrastructure

Providing risk and insurance solutions to facilitate the financing, construction and operation of infrastructure

assets in areas such as power generation, waste and water treatment, roads, bridges, ports and mines

■ Marine

Serving clients in shipping and logistics industries for marine hull and machinery, protection and indemnity, container, marine cargo for corporations and international shipping lines

■ Mining and Environmental

Providing a full range of insurance placement and risk management services to help clients in mining industry or clients with environmental risks identify events, issues, trends, environmental risks and regulations that may impact their risk management

■ Private Equity and Mergers & Acquisitions (PEMA)

Supporting business expansion by assisting private equity clients and major corporations with insurance due diligence and insurance solutions related to mergers, acquisitions, divestitures and restructuring

■ Product Risk

Providing a broad range of product risk management and insurance solutions to manufacturers, suppliers, wholesalers and retailers, exporters, and brand owners

■ Technology

Providing effective business risk solutions encompassing risk management, insurance and claims consulting for the upstream and downstream technology sectors

■ Trade Credit and Political Risk

Providing tailor-made solutions for managing credits and political risks for corporates and financial institutions

For more information, please visit marsh.com.cn, or contact Marsh China offices.

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