

MARSH IN HONG KONG



As one of the world's leading international financial centres, Hong Kong is highly dependent on international trade and finance, and serves as an important gateway to Mainland China. Companies in Hong Kong need to have comprehensive risk management programs to address the ever-changing risk landscape.

Marsh is the leading risk management and insurance broking firm in Hong Kong. Established in 1972, Marsh Hong Kong provides a comprehensive range of insurance and risk management services for virtually every type of industry and profession throughout Hong Kong and overseas, utilizing our wholly owned global office network.

Marsh has over 260 professional staff in Hong Kong dedicated to creating and implementing innovative risk management and insurance solutions to help clients succeed.

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

- Large and/or multinational corporations
- Small and medium-sizes enterprises
- Affinity and personal lines

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

- **Affinity**
Designs, implements, and manages insurance and financial service programs for affinity groups, such as association members, franchise owners and other customer groups that have common interests or profiles
- **Asia Client Services (ACS)**
ACS combines local native experienced professionals backed with a global network of resources, providing risk advisory and insurance broking services to Asian clients operating in overseas markets. ACS includes four divisions, offering local language services for clients from China, Korea, Japan and Taiwan
- **Aviation**
Servicing clients within the aviation industry in Hong Kong with the support of a global network of over 300 aviation specialists
- **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
- **FINPRO Claims Advocacy**
Specialises in resolving client claims which are particularly difficult, in terms of coverage or complexity. These claims might be of significance for

financial, operational or reputational reasons. We also provide a variety of other services including policy wording reviews and the provision of training

- **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
- **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
- **Trade Credit and Political Risk**
Providing tailor-made solutions for managing credits and political risks for corporates and financial institutions
- **Workforce Strategies**
WFS has a team of specialist consultants that partner with clients to provide tailored solutions in employee hazards and risks. We will use best endeavours to minimise your employees' compensation exposure and drive outcomes to reduce costs.

For more information about Marsh in Hong Kong and other solutions from Marsh, visit marsh.com, or contact your local Marsh representative.

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