

## MARSH IN JAPAN



Characterized by efficiency, diversification, and competitiveness, the Japanese economy is one of the largest in the world. With an ever-changing risk landscape, companies need, comprehensive and customized risk solutions to stay competitive.

The world's leading insurance broker and risk advisor, Marsh has been servicing clients in Japan since 1955. Today Marsh in Japan has about 250 employees dedicated to creating and implementing innovative risk management and insurance solutions to help clients succeed.

Marsh in Japan has two separate operations: Marsh Japan, Inc. and Marsh Broker Japan, Inc.

Marsh pioneered the outbound client service model with Japan Client Service (JCS), which was established as a specialized organization to deliver services in response to the needs of the overseas subsidiaries of Japan multinational corporations. JCS provides customized solutions to Japanese clients in both Japanese and the local languages where the overseas entity operates

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
- Valuation services
- Forensic Accounting and Claims Services (FACS)

### BUSINESS SEGMENTS

- Large and/or Multinational Corporations
- Small and Medium-sized enterprises
- Affinity and Personal Lines

Marsh in Japan 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

■ 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

■ Japan Client Services

Risk and insurance advisor for the operations of Japan clients in overseas markets with dedicated Japanese-speaking professionals

■ 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

■ 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 about Marsh in Japan and other solutions from Marsh, visit [marsh.com](http://marsh.com), or contact your local Marsh representative.

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