



Marsh Specialty

Marsh Africa Infrastructure value proposition

Leveraging insurance risk capital to deliver
long term resilient infrastructure



Global risks and uncertainties are driving complex challenges for infrastructure investment across Africa

African infrastructure investors and developers are facing complex and converging risks that are creating new uncertainties and challenges:

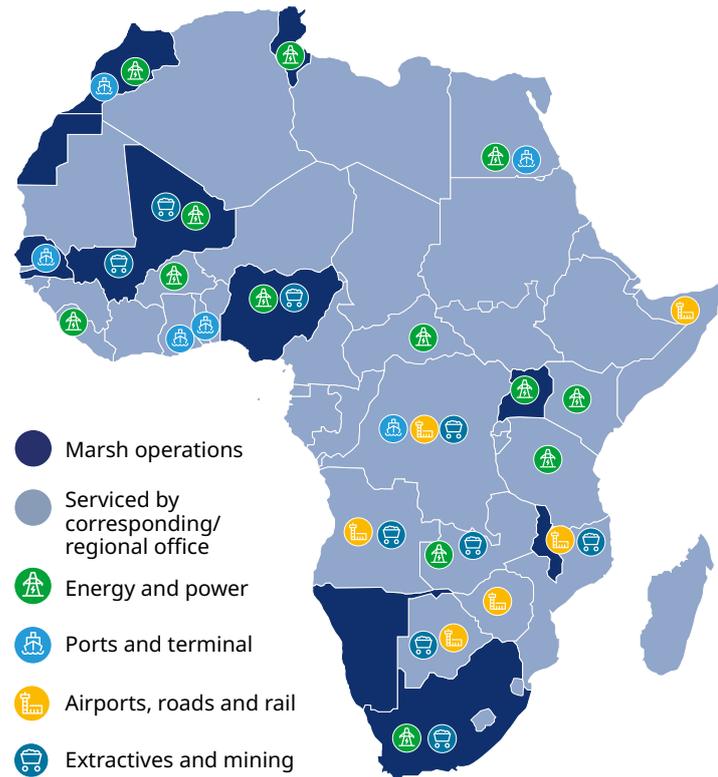


Key priorities and challenges facing the infrastructure sector as it continues to evolve

In an ever-changing world that is increasingly complex and dynamic, organizations are looking for ways to prevent and mitigate long term complex risks.

<p>Project delay and claims</p> <ul style="list-style-type: none"> • Most major projects fail to finish on time; a combination of insured, non-insured and contractual risks and losses. This leads to complex and contentious delay and cost claims that can escalate into drawn-out disputes. • Settling large and complex claims has become significantly more difficult because of prevailing economic environment. • Inflationary patterns and the pressures on insurers to reduce costs and maintain margins means that claims are more closely scrutinized and more readily challenged. 	<p>Rising cost of risk</p> <ul style="list-style-type: none"> • The geopolitical developments in recent months and years have demonstrated the potential impact of volatile commodity prices, increasing cost of capital and supply chain issues. • The construction industry is being impacted through these factors' grasp on its two big levers of success—timelines and budgets. • Geopolitical events have meant that materials prices have inflated, and supply chains have faced serious disruption, resulting in a significant rise in project cost and risk. • Uncertainty will continue and may worsen as new global crises unfold. 	<p>Geopolitical activity</p> <ul style="list-style-type: none"> • The ongoing hard insurance market continues to drive rises in the cost of risk transfer and makes risks more difficult to place. • The shifting global risk environment also means that a business' risk profile and its transfer programme can easily fall out of alignment, year-by-year. • Businesses that are growing, changing shape and altering their direction may have altered their risk tolerances and be unwittingly suffering from a sub-optimal risk retention-transfer balance. 	<p>Cyber and digital risks</p> <ul style="list-style-type: none"> • Construction businesses are exposed to a number of cyber risks which can impact financial and operational performance. Poor management of cyber risk can cause reputational damage and delays. • Cyber risk is growing as businesses continue a shift towards digitalization to drive efficiencies, whilst opening up the ability to trade on a global scale. • Businesses are also vulnerable to the threats of targeted or indiscriminate cyber criminality and/or activism. These threats can impact the trust of shareholders, clients and employees and have the potential to drive the business into crisis.

Global risks and uncertainties are driving complex challenges for infrastructure investment across Africa



Energy, power generation and transmission

Burkina Faso, Egypt, Kenya, Mali, Morocco, Nigeria, Sierra Leone, South Africa, Togo, Tunisia, Uganda, Zambia



Ports and terminals

DRC, Egypt, Ghana, Senegal, Somalia



Airports, roads and rail

Angola, DRC, Mozambique, Zambia, Zimbabwe



Extractives and mining

Angola, Botswana, DRC, Guinea, Mali, Mozambique, Nigeria, South Africa, Zambia

Supporting your infrastructure project through the investment lifecycle



Supporting your project

Early engagement, a thorough understanding of the project and of the various contractual agreements, and structured and transparent communication are vital in achieving financial close on time and budget.



Specialists

Dedicated infrastructure sector insurance experts who specialize in policy drafting, contract review, and project financing work alongside risk engineers, country risk analysts, ex-analysts, ex-underwriters, and ancillary product line professionals.



Experience

In all aspects of investment risk and project delivery including risk allocation, programme design, and project financing.



Risk allocation knowledge

Ensuring adequate identification, analysis, and allocation of investment and other project risks.



Risk engineering expertise

Risk reviews and probable maximum loss (PML) studies managed in-house, including terrorism blast modelling.



A global network

Operating in over 130 countries with approved partners in many more.

We recognise the importance of getting to know you and your project. Marsh's structured service methodology will commence with a tailored advisory & insurance workshop. We will review some key investment assumptions and contractual obligations including bid and post-bid insurance deliverables to structure a detailed service timeline ensuring project milestones are understood, agreed, and met.

Marsh's project risks group is an integrated infrastructure practice focused on every aspect of investment due diligence, construction and operational risk.

Claims culture

Marsh's highly experienced claims professionals specialize in assisting clients with the management, negotiation, and settlement of a wide variety of losses.

We focus on three core pillars throughout our claims operations to achieve the correct resolution for our clients:



Client driven service

- More than 50% of top 50 global contractors claims managed



Technical expertise

- Managed the largest engineering claim
- Market leading claims advocates with average expertise of 15+ years, including team members with legal background and training



Relationships, insight, and oversight

- Annual insurer benchmarking exercise
- Regular claims meetings with all key insurers



The management of insurance claims is becoming more complex. At Marsh Specialty, we are well positioned to assist you with our expertise, market knowledge, and relationships to develop a transparent resolution strategy.

Our aim is to minimize the impact and risk to your business, saving you time and money. Our skilled claims specialists work with you every step of the way as part of your team.

By applying a tried and tested claims management and resolution methodology, we dedicate ourselves to recovering your full entitlement.



Marsh Africa infrastructure team

Internationally experienced industry experts who provide multifaceted advice recognising the complexity and nuanced nature of infrastructure development and execution.



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Expertise: Lenders and developer insurance advisory, including M&A risk management



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Expertise: Political Risk & Structured Credit for all forms of infrastructure investment



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Expertise: Complex infrastructure construction risk



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Expertise: Surety & Guarantees



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Expertise: Energy, Conventional Power during operations & Renewables across the entire life cycle of these projects



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Expertise: Infrastructure Risk Management & Advisory

We provide tailored advice and broking services to support

- Investment due diligence
- Financing strategy
- Contractual risk identification and allocation
- Insurance broking and placement
- Risk mitigation strategy and engineering
- Claims extraction

Across a wide range of sectors





About Marsh

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