MARSH

Lenders' insurance advisory

Protecting lenders' interests over the lifecycle of the loan

Our services

Lenders are exposed to a wide range of insurable risks that can affect the asset, interrupt or delay revenue streams, and impair the borrower's ability to repay lenders.

We assist lenders with those challenges by advising on the insurance coverage designed to mitigate exposures throughout the loan lifecycle. We provide due diligence services to all types of debt providers, financing, and refinancing structures on a single asset or portfolio basis.

Value we deliver

- We help lenders understand whether a borrower has a bankable insurance programme for credit committee and approval purposes.
- We advise lenders on the limitations of project insurance as a sole risk mitigation tool by defining insurance gaps and identifying non-insurance solutions such as additional equity contributions or guarantees.
- We independently and objectively verify and confirm that the required insurances are in place and include lender-specific protections.
- We have the requisite experience, expertise, credentials, and international network to provide insurance advice to lenders that support their transactions across any sector or geography.

Marsh's Structured Finance Practice ("SFP")

Founded in 1995, the structured finance practice is an independent, dedicated consultancy team within Marsh Risk, a global leader in risk. We can deliver within tight timescales, while tapping into a diverse and expert knowledge base of consultants to offer creative and practical solutions.

The structured finance practice is part of Marsh Risk's Private Equity and Mergers and Acquisitions practice which supports the investment, private capital, and M&A community to manage risk, create value, and accelerate growth. With over 250 professionals globally, the UK PEMA team consists of more than 70 colleagues from M&A, legal, and insurance backgrounds, and advises on over 1,000 transactions annually.

Our approach

- Identify and assess the risks that may be a threat to debt service.
- Comment on the allocation of risk and insurance responsibilities in the various contracts.
- Define the borrower's insurance obligations in the credit financing agreement and confirm their adherence.
- Annually monitor the borrower's compliance with the insurance requirements of the credit financing agreement, negotiation of waiver requests, and assistance with claims.

Contacts

Kim Fitzpatrick **Practice Head**

Kim has over 30 years' experience in insurance, predominantly advising on transactions, and has served as a dedicated lenders' insurance adviser for more than 10 years. She has project experience across a wide range of sectors, including power and energy, rail, mining, digital infrastructure and real estate, and has worked on multiple deal structures such as PPPs, tax equity and bond financings.

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Basak Azaz **Senior Vice President**

Basak brings more than 20 years' experience in the insurance sector, with a decade focused on advising lenders. She has worked on numerous major power and energy and large-scale infrastructure projects worldwide, across complex financing structures.

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Olivia Searle **Vice President**

Olivia has been working in the insurance industry since 2013. With her legal background, she has advised lenders on various projects, from financial close through to operational phases, across the mining, infrastructure, and renewable energy sectors.

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Credentials

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Dedicated professionals fluent in 8 languages.

30+ years

Founded in 1995, the structured finance practice is an independent, dedicated consultancy team within the world's leading insurance broker and risk adviser.

30+

Expertise across 30+ sectors backed by a global pool of intelligence.

3000+

The structured finance practice have acted as lenders' insurance adviser on over 3,000 transactions across more than 80 countries since inception.

About Marsh

Marsh Risk is a business of Marsh (NYSE: MRSH), a global leader in risk, reinsurance and capital, people and investments, and management consulting, advising clients in 130 countries. With annual revenue of $27 billion and more than 95,000 colleagues, Marsh helps build the confidence to thrive through the power of perspective. For more information about Marsh Risk, visit marsh.com, or follow us on LinkedIn and X or email #marshuksfp.lia@marsh.com