

Marsh India & FIP Value Proposition for GIFT City

Joseph Lonappan, Vincent McCue

Marsh , GIFT City, India



About Marsh India- GIFT City



Saurabh Modi
EVP and Branch Leader

Marsh GIFT City Branch



First Broker in IFSCA.

est. December 2019

Capabilities

Treaty and Facultative
PEMA transactions
Insurance-backed Trade
and Loan structures

10⁺ Team

About Marsh India



23 years

21 cities

1,900+ team

>\$2.5 billion
premium 2025

7,500+ Clients
Licenced Composite
Broker

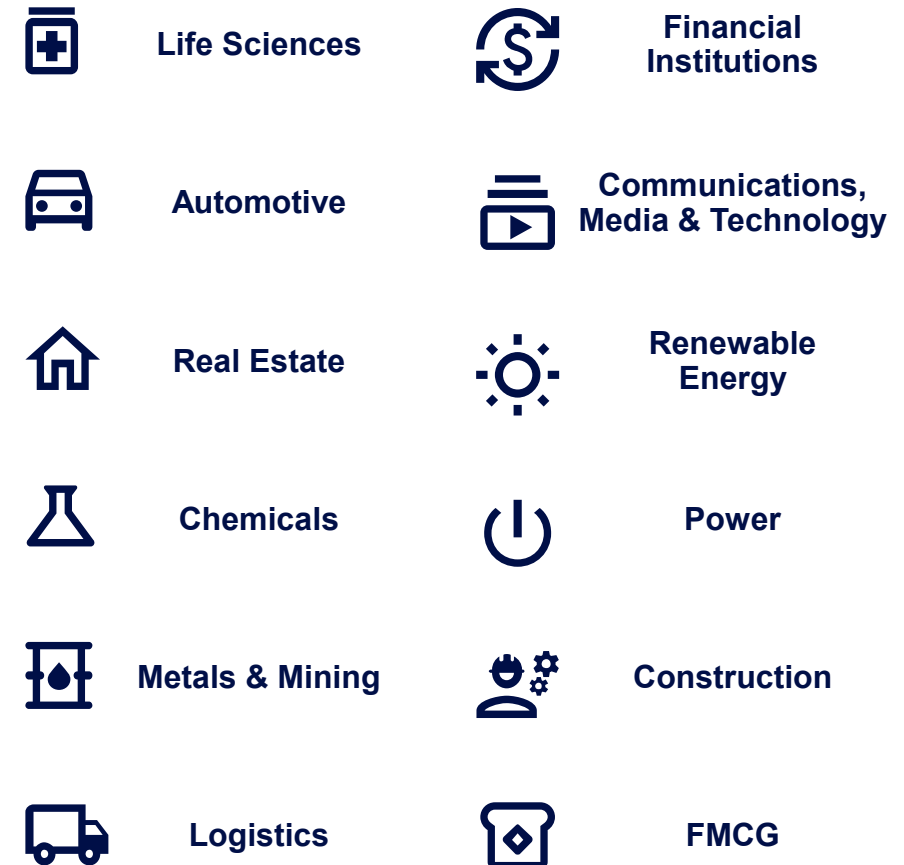
Marsh Capabilities In India

Creating bespoke solutions...for your industry... for every client

RISK SPECIALITIES



INDUSTRY SPECIALITIES



Credit Specialties

Capabilities and Focus

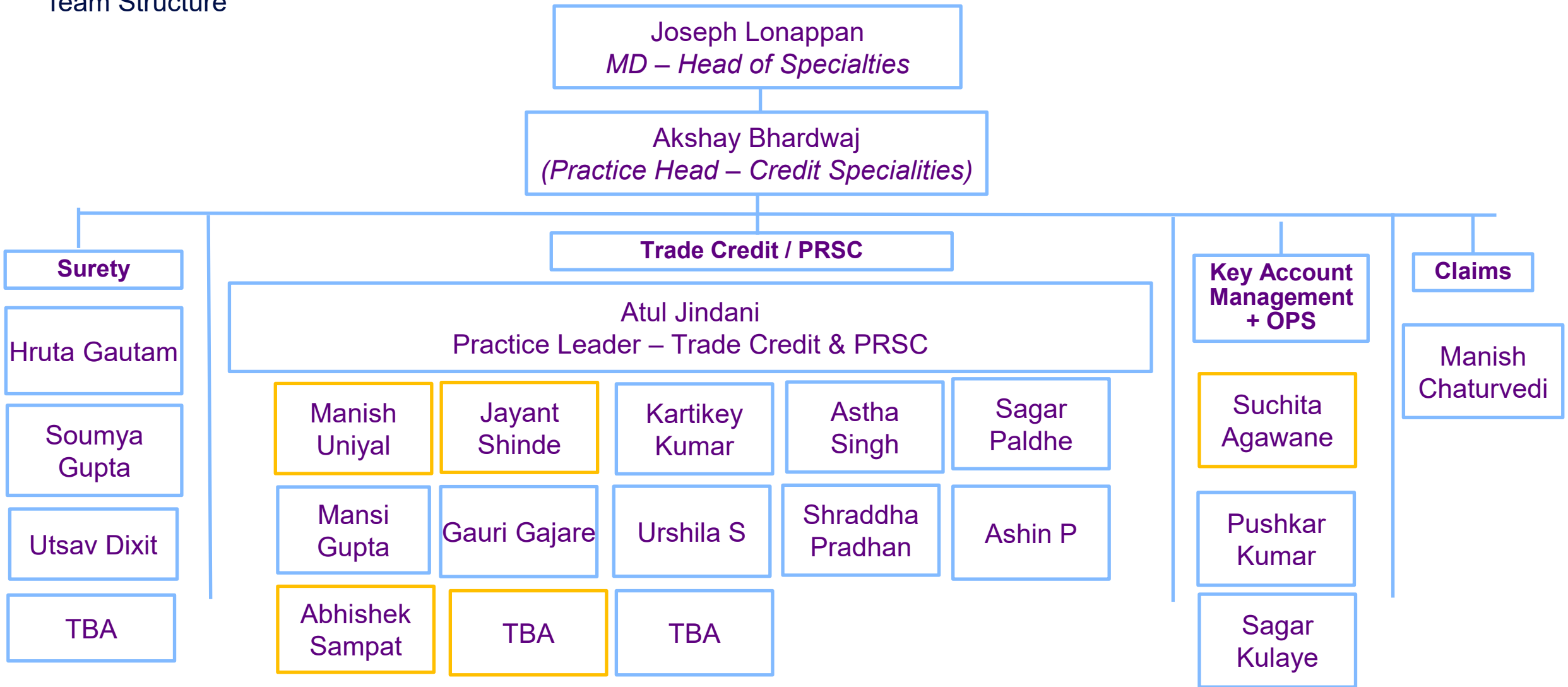


What Sets Marsh Apart

- **850+ global colleagues** across 55 countries and 7 regions
- **150+ insured contracts** across TCI, PRSC and Surety in India
- **Only team in India** to offer all four solutions through a single team: Trade Credit, Surety, Political Risk & Structured Credit, & Financial Risk Products
- **India CS Practice: 21** — Leader: 1, TC: 11, GCG: 2, Surety: 3, PRSC: 1, FRP: 1, Claims: 1, Operations: 1
- **Major contributor of premium** to the top insurers/ reinsurers in India
- **Strong industry expertise** and experience in structuring customized solutions for clients across all sectors

Credit Specialties India

Team Structure



FIP Team for India



Akshay Bhardwaj
Leader, Credit
Specialities India



Suchita Agawane
Head of Key Banking
Relationships



Atul Jindani
Leader Trade Credit, FIP
& PRSC



Jayant Shinde
Business Development
FIP



Abhishek Sampat
Head of Trade Finance

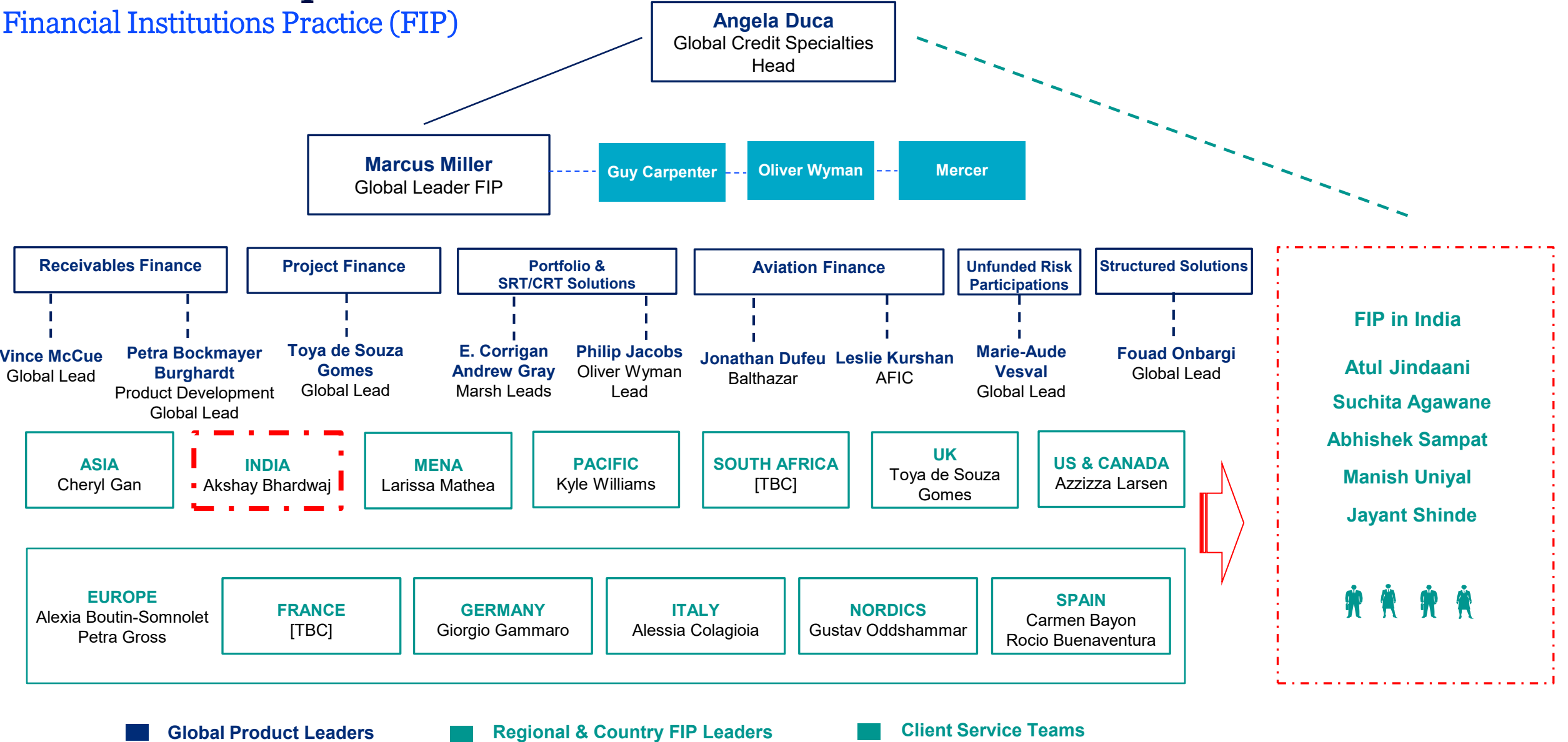


Manish Uniyal
Head of PRSC and
Insurance-Secured
Finance

**Bank business is always international.
Borderless communication is key to service excellence**

Marsh Credit Specialties

Financial Institutions Practice (FIP)



Financial Institutions Practice (FIP)

Receivables and Supply Chain Finance

Receivables / Factoring
Payables / Supply Chain Finance
Credit Enhancement for Receivables Securitization
Leasing Portfolios

All Other Asset Classes including (but not limited to):

- Letters of Credit
- Trade Loans
- SBLCs
- Project Finance
- Commodity Finance
- Structured Export Finance
- Fund Finance
- Corporate Finance (incl. LBO)
- Consumer Finance: (Mortgages, Credit Card, Personal Loans)
- Real Estate Finance
- Asset Backed Finance
- Derivative Exposures

Guarantees

Performance bonds
Other technical guarantees
SBLCs and other off balance sheet instruments

Trade Credit Insurance

Non-Payment Insurance

Unfunded Risk Participation

Portfolio Solutions

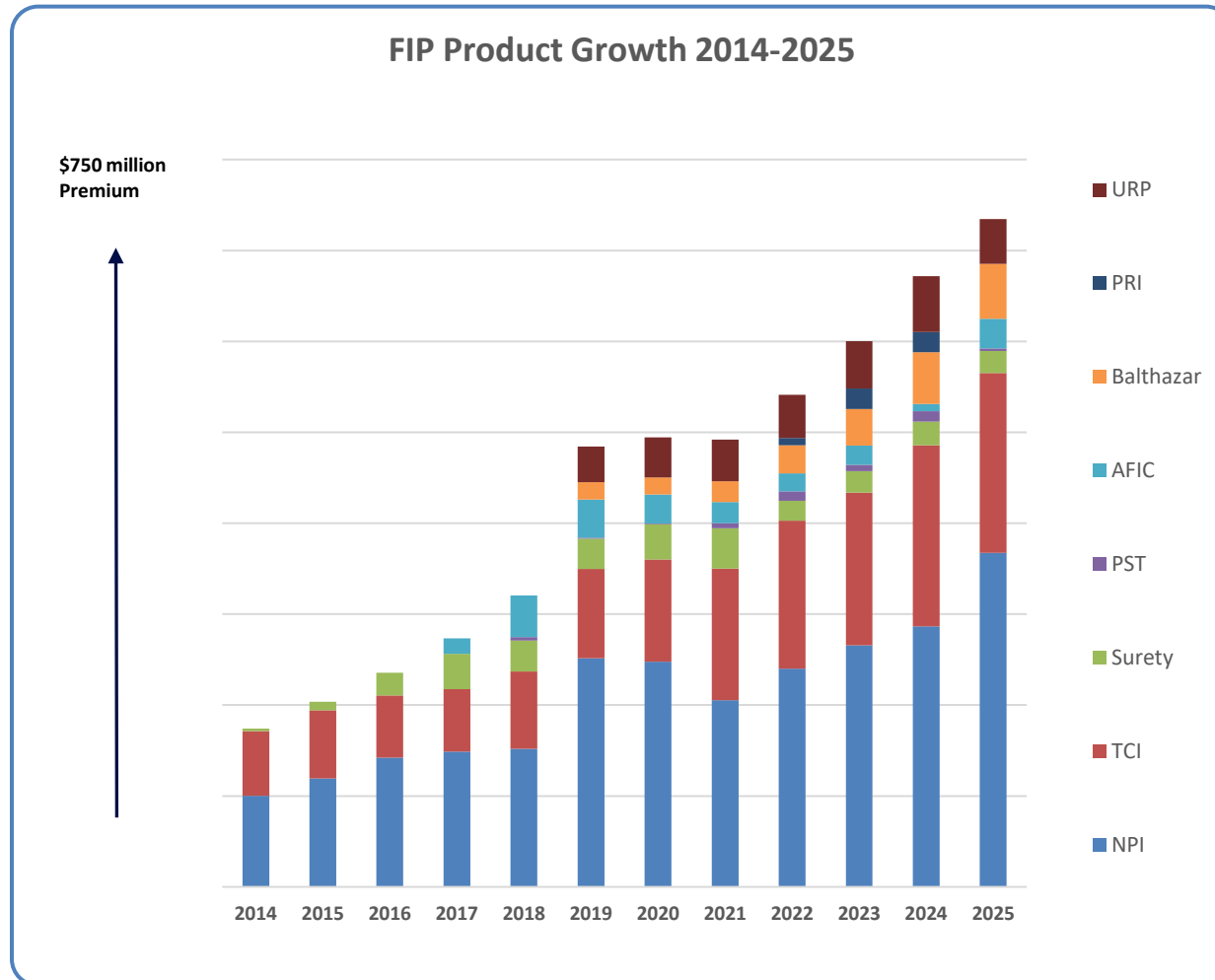
Balthazar

AFIC

Political Risk Insurance

Surety

Financial Institutions Practice (FIP)



Founded in 2013

10 Global Product Leaders / 12 Regional FIP Heads / ca. 50 other Colleagues at country level

Serving 145+ FI's across 37 countries

Premium of \$750+ million with 20+ FI's

Sector-leading multi-product solutions
NPI 63% TCI 27% Surety 3% URP 7%

Credit Specialties Global Awards

Best Surety Broker 2026, 2025, 2024 & 2023
International Trade & Forfaiting Association (ITFA)

Best Trade Credit Broker 2026
International Awards for Trade Treasury Payments (TTP)

Best Political Risk Broker 2025
Global Trade Review

Best Trade Credit Broker 2026, 2025, 2024 & 2023
International Trade & Forfaiting Association (ITFA)

Green Deal of the Year Award 2024
Marine Money



Our Global Awards

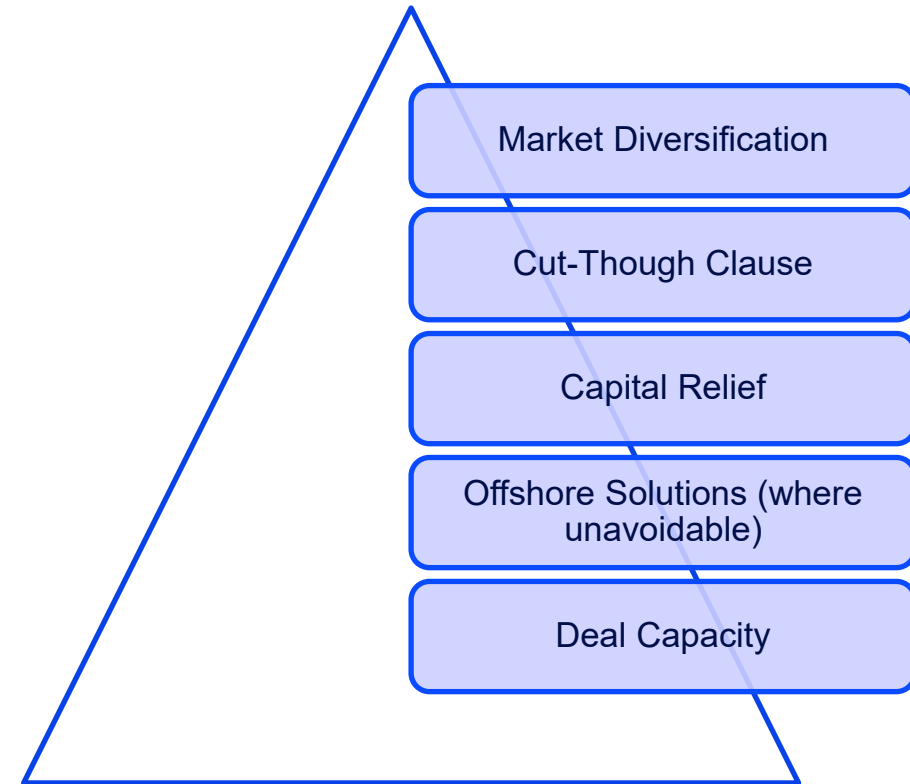
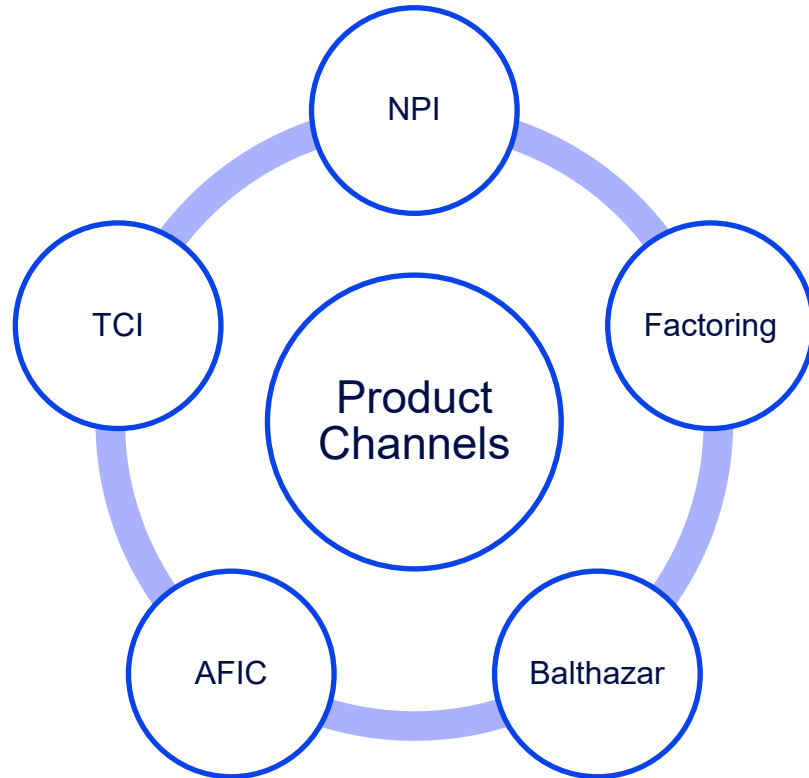
Value to Clients:

- Independent recognition that Marsh delivers trusted, high-quality Credit Specialties expertise.
- Proven service excellence backed by industry awards
- Stronger market access and outcomes through a broker recognized by ITFA, Trade Treasury Payments, Global Trade Review, and Marine Money.

Marsh Credit Specialities

GIFT City

Global Value Proposition delivered in cooperation with Marsh FIP teams in Singapore, London, Paris, New York & Dubai



Dedicated to supporting our clients to benefit fully from the GIFT City opportunity