

## **Trade Credit Seminar 2025 – 2<sup>nd</sup> Edition, Hyderabad**

The second edition of the Trade Credit Seminar concluded in October this year in Hyderabad, served as a comprehensive platform to deepen understanding of trade credit insurance, global risk trends, and Marsh's innovative risk management solutions for our clients in the city. It reinforced the critical role of data-driven analytics and strategic structuring in safeguarding export and credit operations amid evolving global challenges. Marsh delivered a compelling presentation on the World Risk Review (WRR) report, capturing the attention and interest of all attendees. The session provided valuable insights into global risk trends and their implications for trade credit insurance, helping clients better understand the evolving risk landscape.

The event emphasized the importance of trade credit insurance as a vital tool for managing risks, especially in a challenging global economic environment.

- Participants were introduced to Marsh's comprehensive trade credit solutions, including risk assessment, data analytics, and insurance structuring.
- The session highlighted current global risks such as geopolitical tensions, economic downturns, and environmental challenges, referencing the Global Risks Report 2025.
- The event showed Marsh's extensive experience in credit risk transfer, including non-payment insurance, political risk, and structured credit.
- Emphasis was placed on Marsh's data-driven platforms like MiCredit and Credi-Link, which aid in risk analysis and decision-making.
- Real-world examples demonstrated how analytics and risk modeling help organizations optimize their credit and insurance strategies.
- The session with RFO and analytics team kept the participants extremely engaged and created a lot of enquiries / engagement.
- The Hyderabad event provided a platform for industry peers, insurers, and risk professionals to exchange insights and explore collaboration opportunities.
- The event also highlighted Marsh's global presence and local expertise, reinforcing its leadership in risk advisory.

Few images from the event



We recently concluded the India Cyber Conference 2025 series which took place on 4 November in Bangalore & 7 November in Delhi. Here's an overview of the events from both the cities.

India's digital governance is rapidly advancing with ambitious public infrastructure projects secured by robust cybersecurity frameworks. Mr. Nand Kumarum highlighted the government's focus on data governance, digital trust, and collaboration to enhance national cyber resilience. Panel discussions revealed a complex cyber risk landscape driven by AI threats, supply chain vulnerabilities, and regulatory changes, emphasizing board accountability, cyber insurance, and coordinated risk management. The fireside chat with Mr. Rakesh Udupi stressed shifting from reactive to predictive security, embedding cybersecurity into business strategy, and fostering diverse talent and operational readiness. Together, these insights underscore the need for integrated, intelligence-led approaches and strong public-private partnerships to sustain India's digital transformation securely.

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**Key Highlights:**

- India's digital platforms (DigiLocker, UMANG, Aadhaar) are secured by cybersecurity at scale, balancing accessibility and protection.
- Cyber risks are evolving with AI-driven attacks, data privacy issues, and supply chain threats demanding board-level oversight.
- Cyber insurance is growing but uneven; financial losses often stem from downtime and reputational damage.
- Enterprises must adopt predictive, intelligence-driven security integrated into business strategy and culture.
- Cross-functional collaboration and unified privacy-cyber governance are essential.
- Regulatory frameworks like the DPDP Act are reshaping data protection roles and responsibilities.
- Quantifying cyber risk and leveraging cyber insurance are key to strategic resilience.
- Public-private partnerships are vital to accelerate secure digital innovation in India.

Few images from the event



## **Private Equity & M&A Annual Mixers 2025**

At the PEMA M&A Insurance Mixer 2025: Deals & Dialogue, we brought together some of the most experienced underwriters operating in India's transactional risk market — and the conversation delivered exactly what Deals & Dialogue was built for: expert insight, honest dialogue, and a clear path forward.

Here are the key takeaways from our panel on Evolving solutions. Efficient processes. Effective protection.

### **Evolving Solutions**

- Tax insurance is maturing fast. The market is expanding well beyond traditional treaty risks — now covering complex domestic exposures, GST issues, evolving treaty interpretations, and nuanced, high-value scenarios.
- Underwriting expertise is deepening. With more experience and data, insurers are approaching Indian risks with greater sophistication and flexibility.

### **Efficient Processes**

- Early involvement of broker and early alignment between due diligence, transaction documents and underwriting focus areas is now a clear differentiator, cutting follow-up questions and improving coverage positions.
- High-quality vendor due diligence packages are enabling faster underwriting, reduced sampling questions, and smoother execution.
- Competition is accelerating efficiency. More underwriters in the India market means faster responses, more consistent processes, and better on-ground experience.
- Coverage innovation is real and accelerating. Enhancements such as VDR scrape, DDR disclosure scrape, ABAC coverage, blind-spot cover, new breach cover, and US-style underwriting positions are now increasingly accessible.

### **Effective Protection**

- Claims are here and being paid. The market is seeing higher volumes of notifications, faster resolutions, and increased comfort with complex claims.
- Most claims stem from tax issues and financial warranties, mirroring global trends — but emerging markets data shows a disproportionately high number of large claims.
- Claims are collaborative, not adversarial. The biggest misconception? That claim is a fight. In reality, insurers emphasize partnership, transparency, and a solution-driven approach throughout the lifecycle.

W&I and tax insurance in India are no longer “emerging products.”

They are active, evolving tools supporting dealmaking, risk allocation, and certainly backed by insurer appetite, innovation, and a rapidly improving claims track record.

Thank you to our panelists for bringing depth and perspective to the discussion and to everyone who joined us for an evening of true dialogue!

Images from PEMA



## Breaking New Ground – India Construction Conference (ICC) 2025

### Mumbai Edition

The India Construction Conference (ICC) 2025, which was held on 25 November in Mumbai and going to be held on 28 November in Delhi, brought together key stakeholders from across the infrastructure ecosystem for a day of meaningful dialogue on the future of risk in construction. The goal of the event was clear: to create a collaborative platform where owners, contractors, reinsurers, and surveyors could collectively address the evolving risks shaping India's next decade of infrastructure growth.

The agenda featured keynote addresses, technical deep dives, and panel discussions covering global risk trends, supply chain disruptions, climate and ESG pressures, contractual complexity, reinsurance market expectations, and challenges in delivering mega projects. Sessions on innovation in risk management, accountability frameworks, and emerging sectors like data centres, SMR, and semiconductors offered both global perspective and local relevance.

The conference targeted senior leaders across construction, energy, transport, industrial, marine, and financial sectors — those directly responsible for decision-making, project delivery, and risk strategy.

The expectation from ICC 2025 is to promote post-event collaboration between stakeholders, improved data discipline, early engagement in risk advisory, and the industry's ability to adopt the shift from risk allocation to risk accountability.

The event reinforced one overarching message: *“India's infrastructure ambitions will succeed when risk is understood, shared, and managed together.”*

Images from the day

