

WILLIS LIMITED IS A LEADING GLOBAL INSURANCE BROKER, DEVELOPING AND DELIVERING PROFESSIONAL INSURANCE, REINSURANCE, RISK MANAGEMENT, FINANCIAL AND HUMAN RESOURCE CONSULTING AND ACTUARIAL SERVICES TO CORPORATIONS, PUBLIC ENTITIES AND INSTITUTIONS AROUND THE WORLD.

WITH OVER 300 OFFICES IN MORE THAN 100 COUNTRIES, ITS GLOBAL TEAM OF APPROXIMATELY 16,000 ASSOCIATES SERVES CLIENTS IN SOME 180 COUNTRIES. OUR M&A PRACTICE COMPRISES OVER 80 DEDICATED PROFESSIONALS SUPPORTED BY THE WIDER WILLIS NETWORK. ADDITIONAL INFORMATION ON WILLIS CAN BE FOUND ON WWW.WILLIS.COM

MERGERS AND ACQUISITIONS

The Mergers & Acquisitions Practice is an experienced, dedicated team concentrating on assessing and insuring the risks and exposures arising from mergers, acquisitions and other corporate transactions. Combining the due diligence, transaction solutions and environmental functions within one practice increases efficiency and communication during a transaction.

There are permanent Practice members in London, USA, France, Germany, Sweden, The Netherlands, Spain, Portugal, Italy, India, Hong Kong, Japan and Australia.

M&A CONSULTANCY / DUE DILIGENCE

Specialist consultants are available to conduct a risk and insurance due diligence exercise on a target company to supplement a client's own investigations. By identifying potential areas of exposure, we can assist both vendors and purchasers to plan for future contingencies.

Key areas reviewed include:

- The financial impact of the cost of insurance risk
- Statutory compliance
- Identification and quantification of contingent liabilities
- Accrual evaluation
- Sale & purchase / successor liability issues
- Appropriateness of post closing programme

BESPOKE TRANSACTION SOLUTIONS

The Practice continues to develop the traditional Warranty & Indemnity cover as well as seeking new and innovative ways to mitigate risks arising out of corporate transactions. We provide tailor-made policies to incorporate any aspects of the following:

- Warranty & Indemnity (W&I)
- Successor Liability
- Loss Mitigation / Loss Capping
- Prospectus Liability
- Opinion-based Contingent Risk
- Corporate Tax Indemnity

PORTFOLIO PROGRAMMES

A specialist programme of insurances allowing a fund to leverage the collective buying power of their portfolio companies. Typical benefits can be:

- Reduced costs
- Coverage optimisation
- Consistency of service
- Increase in management information

ENVIRONMENTAL

Environmental problems can and do threaten the viability of transactions. If they slip through the net and the transaction proceeds without the environmental risks being correctly evaluated or addressed, they can significantly reduce the profitability of the acquisition. Potential covers may include:

- Uncertainty of remediation cost estimates
- Unknown environmental risks
- Liability buy-outs
- Contingency risks