

# Mactavish

Expert insurance buyers



## Private Equity: Insurance Support

The Mactavish support offering is designed to give Private Equity clients total peace of mind that their insurance is robust and fit for purpose

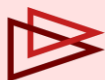
We provide dedicated, specialized insurance support across the insurance placement process, starting with a comprehensive audit of current arrangements

Our team would be delighted to talk to you regarding our proposition

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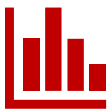
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## The Mactavish offering

### Insurance Peace of Mind

At a time when the reliability of your insurance programme has never been more important, do you trust that your insurance contract would respond effectively in the event of a major claim?

Insurance contracts are complex, and diverge significantly from standard contractual law. Mactavish specialises in providing PE clients with dedicated insurance expertise, offering forensic reviews of existing arrangements, remedying material deficiencies and providing ongoing support



### Industry trends

300% increase in number of companies needing to take their insurer to court to get their claim paid since 2018

45% of large claims are disputed by insurers. Large claims disputes then take an average of 3 years to settle, and pay out an average of 60% of initial claim value

Mactavish research shows brokers receive up to 78% of income from insurers, not policyholders – a significant conflict – with a sizable proportion linked to premiums

Mactavish identify material programme deficiencies (which could impact payment of a major claim) in >75% of cases analysed

## Solution structure

Mactavish provide a comprehensive, holistic solution to Private Equity clients, comprising of:



**Health Check:** A full & forensic audit of your existing insurance arrangements and placement processes, with a RAG-rated output and improvement plan



**Expert Insurance Management:** Utilising health check findings, we govern your insurance placements for a defined period, managing disclosure, quote review and post-renewal checks as well as overseeing all broker activity



# Health Check

## Put your insurance programme to the test

The Mactavish Health Check is a comprehensive audit of your existing insurance arrangements, starting with an understanding of your insurable risk and systematically reviewing all aspects of your programme and processes

### Health Check Process



#### What's needed from you?

- Provide all insurance documentation
- 1 hour risk interview
- 1 hour feedback call

### Analysis covers 8 key areas:

**Policy coverage:** Any serious limitations relating to your current risk profile

**Condition Compliance:** Any unreasonable or easily breachable conditions, and potential consequences

**Statutory Duties:** Any potential deficiencies relating to statutory disclosure obligations

**Mid-Term Disclosure:** Any conditions requiring you to inform insurers of changes in risk / operations

**Claims & notification:** Assesses notification process & whether policy requirements are achievable

**Renewal expectations:** Any market-wide renewal concerns & how to mitigate them

**Broker contract:** Any limitations in your contract regarding services provided or restrictions in liability

**Broking review:** Any concerns regarding the broker's historic placement strategy and standards

### Key Benefits



Know where your insurance gaps are – better understand your risks and exposures



RAG-rated feedback report, highlight high priority concerns immediately



Comprehensive review of areas not typically assessed by brokers



Independent and robust analysis based on years of claims & negotiation experience

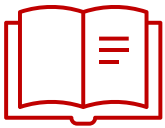


# Expert Insurance Management (EIM)

## Insurance, as it should be

Mactavish uses the Health Check output to formulate a clear, prioritized action plan to resolve any red flag concerns identified

This is embedded within the EIM service, which provides you with specialist insurance support across the full range of placement activity, ensuring a robust process and reliable final policy



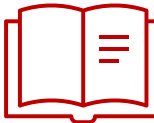
**Wording specification:** a detailed specification outlines priority wording requirements in advance of a tender, setting clear minimum standards for legal standards and priority coverage concerns



**Broker management:** Removing the burden of renewal oversight, Mactavish coordinates broker activity and insurer quotes, presenting recommendations well in advance of renewal



**Unique Written Lines Tender approach:** Two brokers provide competing fully backed quotes, using competition to drive maximum pricing and wording improvements



**Disclosure management:** We review and enhance existing disclosure processes, providing support in completing proposal forms, reviewing the full disclosure set before sharing with insurers



**Risk profiling:** We conduct risk interviews with senior management to investigate your risk profile & controls. This is collated into a comprehensive risk prospectus for inclusion in your disclosure information



**Annual checks & audit:** Documentation checks are undertaken at renewal to ensure issued contracts are accurate, with continued monitoring of suitability of yoy changes

## Technology:

Mactavish's offering is underpinned by the **Mactavish Portal**, an online, broker-independent platform used to host insurance documentation & project status, providing full visibility and audit trail of your insurances, available to you at all times

