



Allen & Gledhill



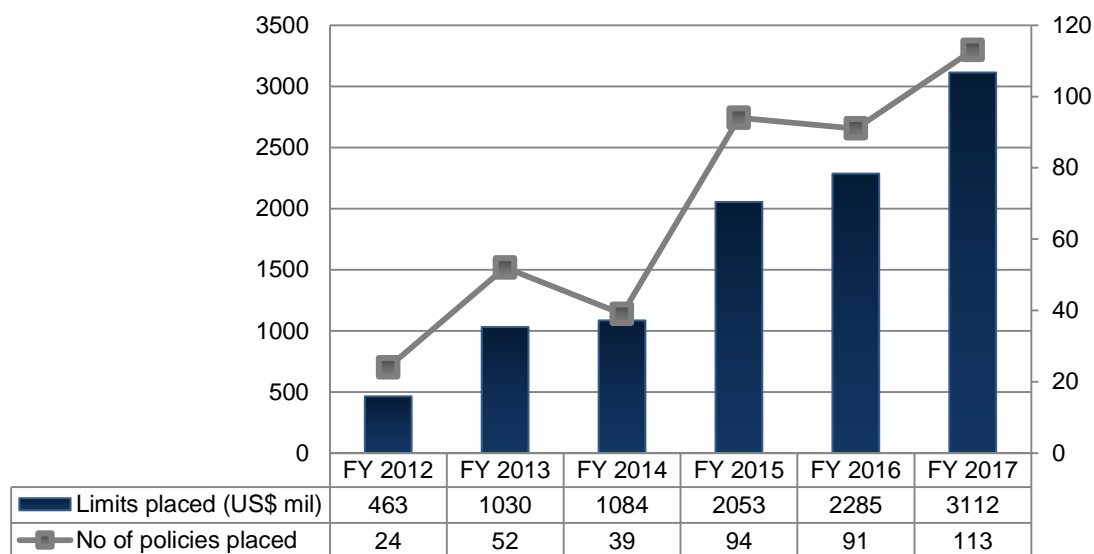
SOLUTIONS...DEFINED, DESIGNED, AND DELIVERED.

Warranty & Indemnity Insurance - Tool to bridge the gaps in Mergers and Acquisitions

W&I MARKET STATISTICS

Warranty & Indemnity Insurance Market Update (Asia Pacific)

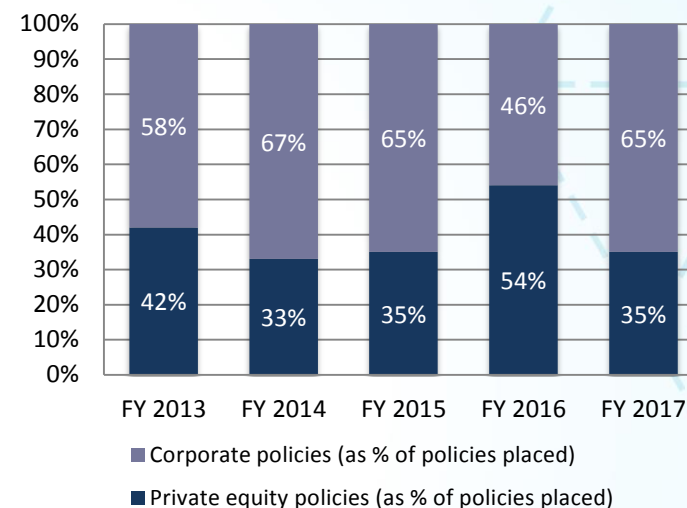
Policy Limit vs No. of Policy (FY12 - FY17)



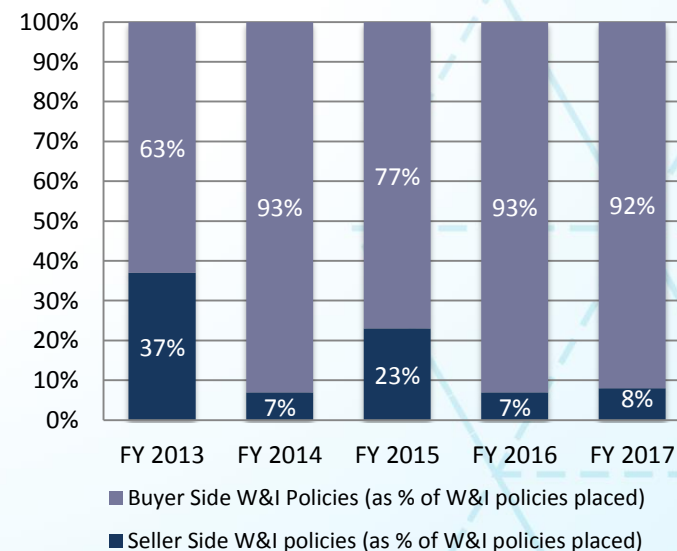
Key W&I trends (Asia Pacific)

- 92% of W&I in 2017 were buy side policies
 - Large percent were sell-buy flips
- In 2017, policies placed increased by 24%

Insured Profile (PE Vs. Corp)

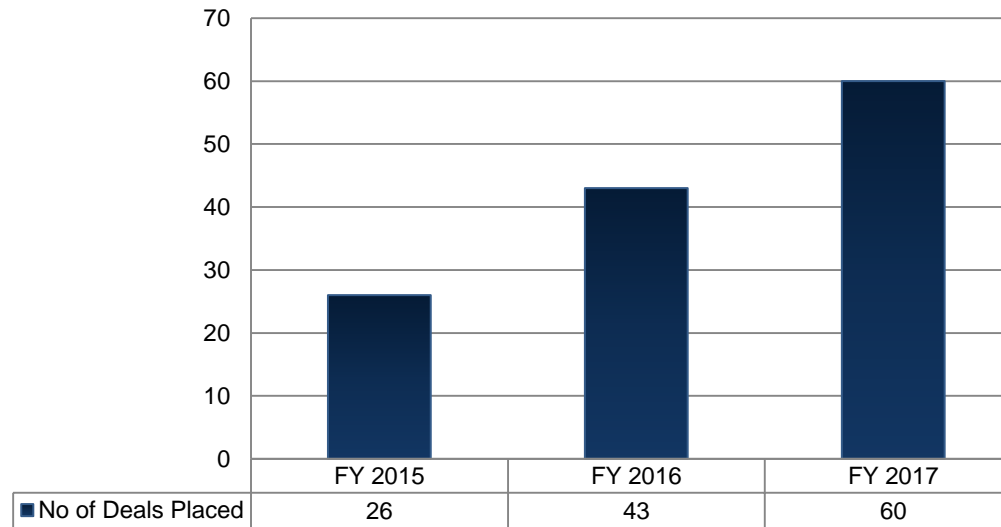


Policy Type (Buy side vs. Sell side)

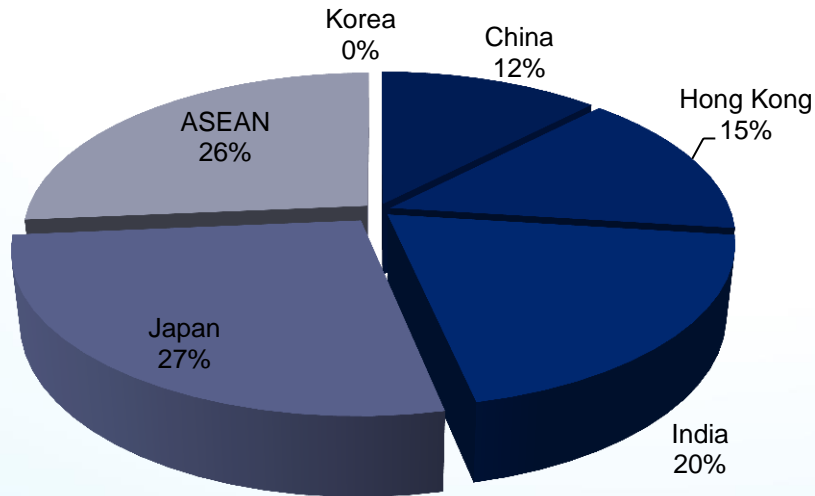


Warranty & Indemnity Insurance Market Update (Asia)

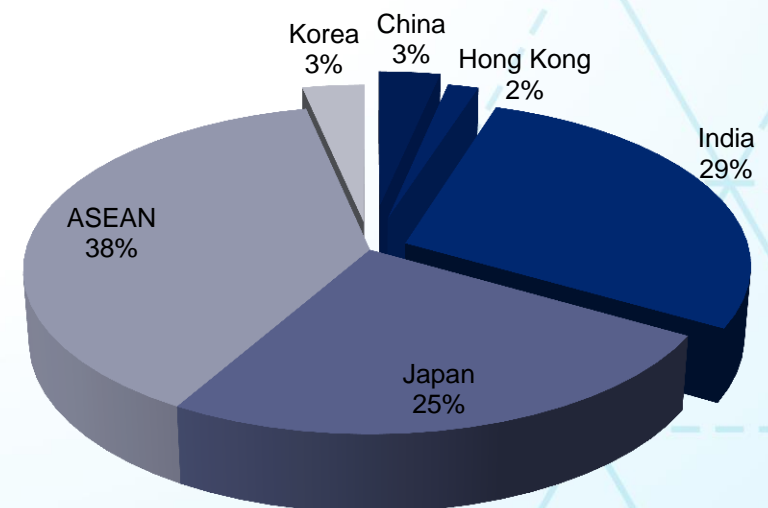
No. of Deals (FY15 - FY17)



Deals Breakdown in Asia (%) 2016

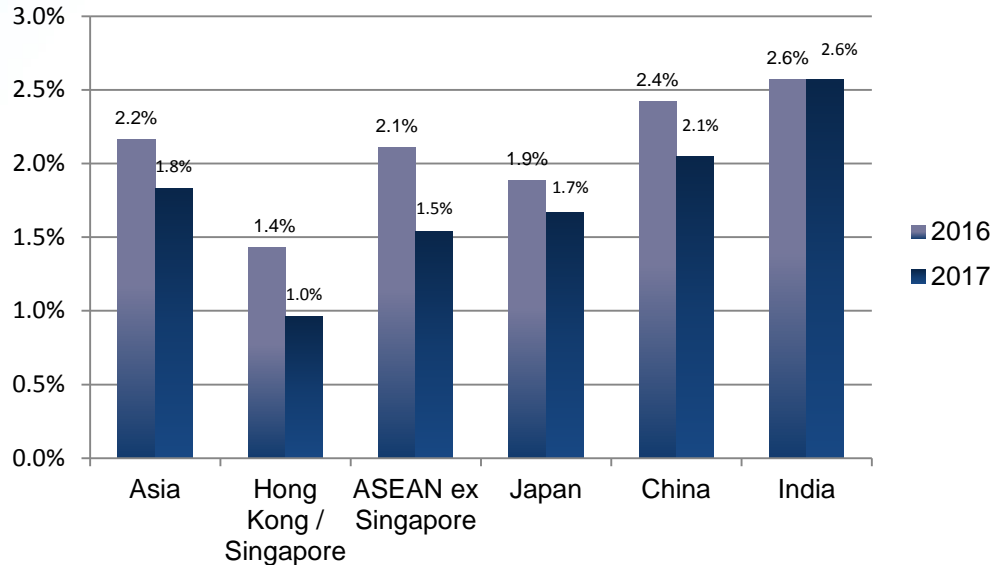


Deals Breakdown in Asia (%) 2017

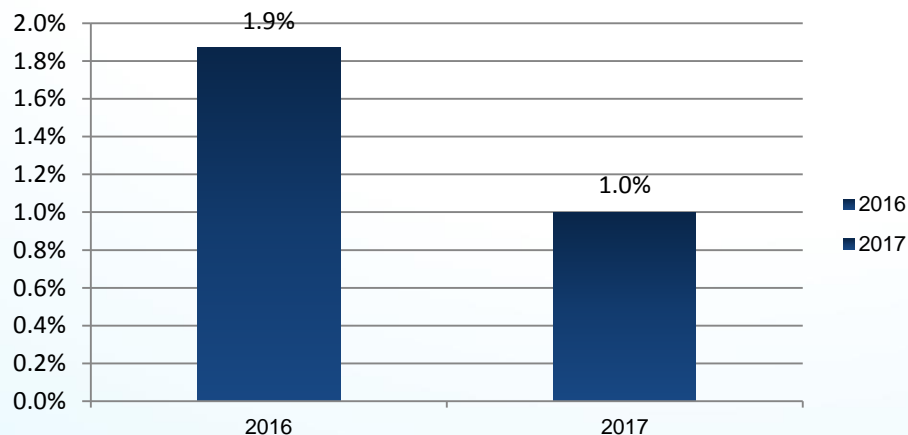


Warranty & Indemnity Insurance Market Update (Asia)

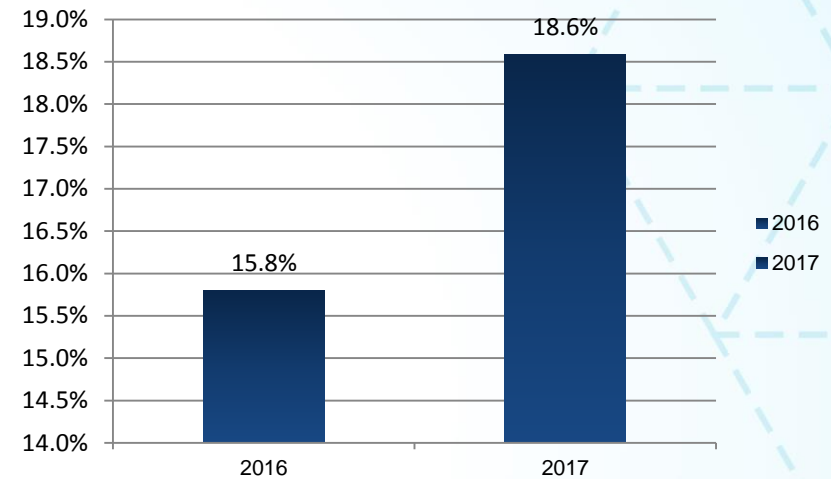
Average Pricing Across Asia



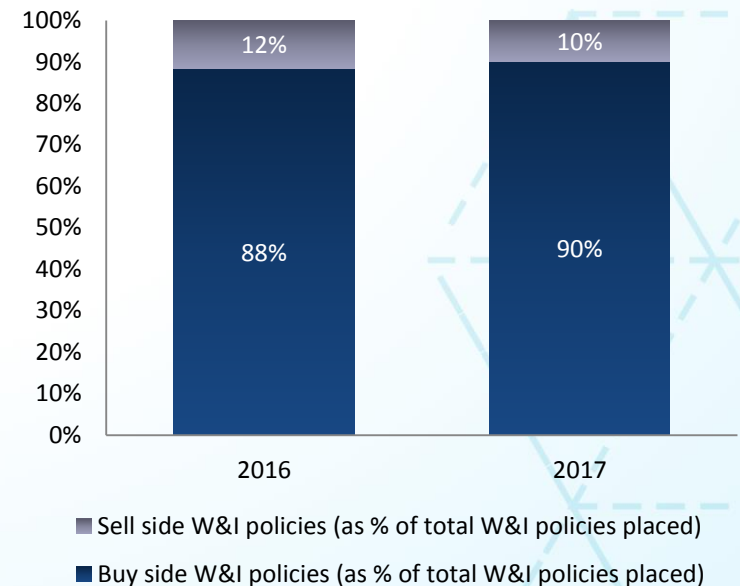
Average Retention % Against Transaction Value in Asia



Average Limit as % of Transaction Value in Asia

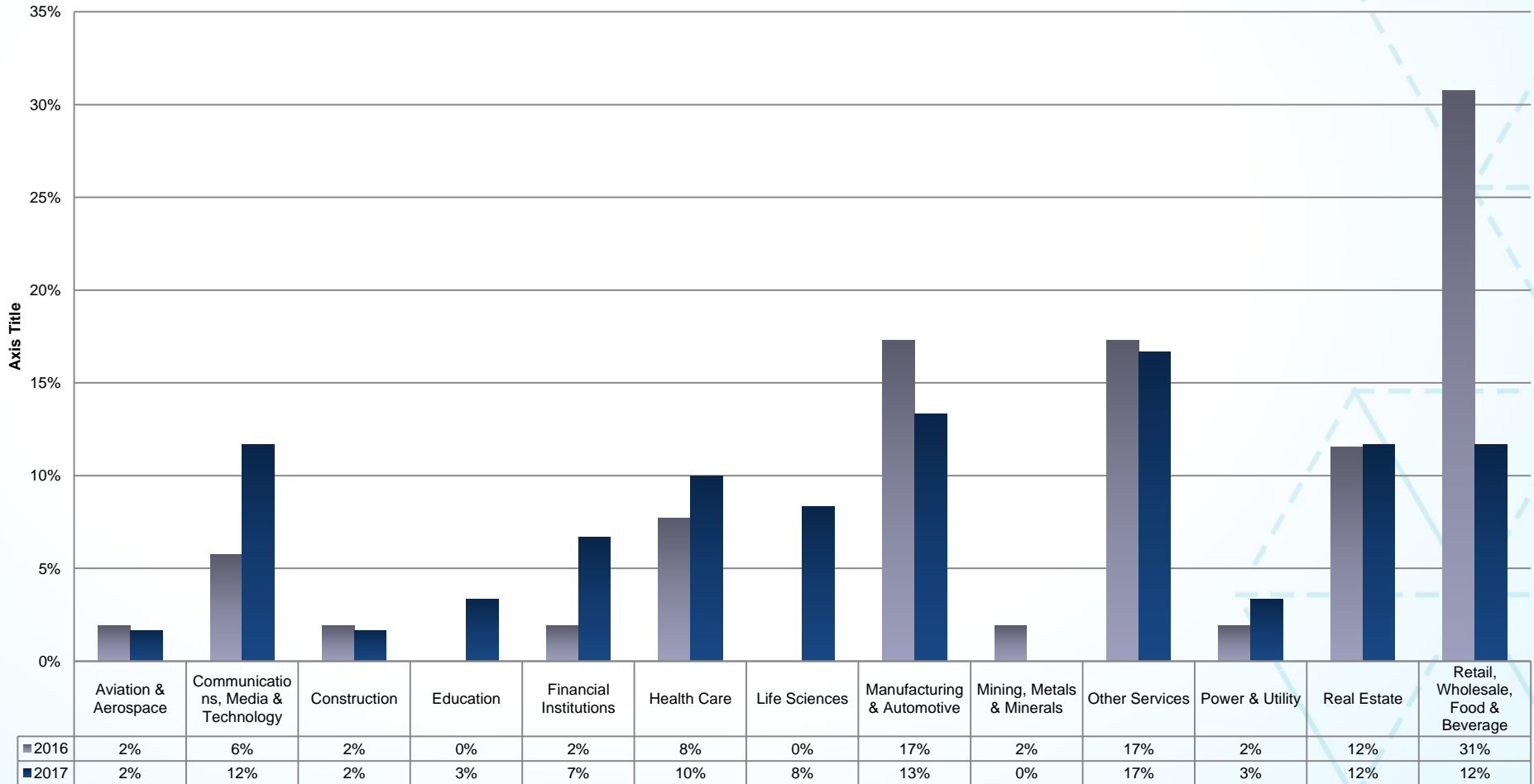


Policy Type (Buy Side vs Sell Side)



Warranty & Indemnity Insurance Market Update (Asia)

W&I Policies Breakdown per Industry in Asia



MARKETING & PLACEMENT PROCESS

Warranty and Indemnity Insurance

Process: Timeline

