



Strategic Solutions—Executive Risk  
THE LOCKTON DIFFERENCE



L O C K T O N C O M P A N I E S

# AN INTRODUCTION TO LOCKTON COMPANIES

World's largest privately owned independent insurance broker.

Client retention rate is one of the highest in the industry (96 percent).

Lockton serves clients in more than 125 countries and can reach any location in the world.

## Lockton's Financial Services Expertise

Clients around the world turn to Lockton Financial Services for executive risk solutions. The global team includes more than 200 Lockton Associates who structure programs for a wide array of clients from venture capital-backed growth companies to Fortune 500 multinational corporations.

Expertise includes:

- ❖ Directors and officers liability
- ❖ Professional liability
- ❖ Employment practices liability
- ❖ Fiduciary liability
- ❖ Crime/kidnap/ransom/extortion
- ❖ Cyber and technology risks

## Areas of Focus

### Industries:

- ❖ Fortune 1000, middle market, and large private firms
- ❖ Financial institutions
- ❖ Retail
- ❖ Technology
- ❖ Life sciences
- ❖ Government contractors
- ❖ Hospitality
- ❖ Real estate/REITs

### Transactions:

- ❖ Venture funding and private equity
- ❖ Debt and equity offering (IPO)
- ❖ Mergers and acquisitions due diligence
- ❖ Special Purpose Acquisition Corporations (SPACs)
- ❖ Reverse mergers
- ❖ Reps and warranties
- ❖ Run-off programs



## Company Overview

Offices	65+
Number of Associates	5,600
2015 Revenue	\$1.24 Billion
Number of Clients	48,000+
Year Founded	1966
Lockton Motto	WE LIVE SERVICE! <sup>®</sup>

## Customized Plan . . . Optimal Results



## THE LOCKTON PROCESS

### Managing Executive Risk

- ❖ Our clients depend on Lockton to help them understand the landscape and anticipate the issues in executive risk and professional liability.
  - Securities litigation
  - Sarbanes-Oxley
  - HIPAA
  - ERISA
- ❖ Using proprietary and independent third-party benchmarking, market trends, claim simulation projections, and your financial and risk appetite philosophy, we structure a program that is the right fit for your enterprise.
- ❖ We negotiate custom-designed terms and conditions.
- ❖ Boards regularly ask us to advise them on governance and communications best practices.
- ❖ When claims arise, Lockton is your advocate, with seasoned professionals to guide you on key issues:
  - Timely claims notification
  - Selection of outside counsel
  - Reservation of rights
  - Mediation/arbitration
  - Settlement negotiations and recovery

### What Sets Lockton Apart?

- ❖ Lockton Associates demonstrate a **passion** for delivering service.
- ❖ Our **entrepreneurial culture** rewards excellence.
- ❖ Private ownership allows more **investment in our Associates and our clients**.
- ❖ Marketing facilitated by senior **service team** members.
- ❖ Senior-level **relationships** with the major domestic and international markets.
- ❖ **Community involvement** is an integral part of our culture.



## **Our Mission**

To be the worldwide value and service leader in insurance brokerage,  
risk management, employee benefits, and retirement services

## **Our Goal**

To be the best place to do business and to work



**LOCKTON**<sup>®</sup>

RISK MANAGEMENT | EMPLOYEE BENEFITS | RETIREMENT SERVICES

[www.lockton.com](http://www.lockton.com)