

DECIPHERING MERGER & ACQUISITION INSURANCE

Date: 11 August 2021

Time: 10:00AM - 12:30PM SGT (GMT+8 hours)

Organized by:



In collaboration with:



Mergers and Acquisitions (M&A) are complex transactions with multiple moving parts. Both buyers and sellers are often concerned about how contractual guarantees, taxes, or ongoing litigation might impact a merger or acquisitions. M&A Insurance or Transactional Risk Insurance is designed to help buyers and sellers navigate the turbulent waters of mergers and acquisitions. It provides an ability for a buyer or seller to reduce their exposure to claims against the representations and warranties contained in the sale documentation.

During this training session, speakers from Marsh Insurance Brokers will be sharing their perspective and experience as to how buyers and sellers can better manage M&A risks through insurance. The session will cover the following topics:

- **Warranty & Indemnity (W&I) insurance:**
 - o What is W&I insurance?
 - o The Market Statistics
 - o The Importance of W&I insurance
 - o Key Exclusions
 - o The Underwriting Process
- **Tax insurance:**
 - o Introduction to Tax Insurance
 - o Motivations for using Tax Insurance
 - o Process and Timeline
- **Claims in Warranty & Indemnity insurance:**
 - o Claims Statistics
 - o Claims Trends
 - o Claims Process

SII Corporate Supporters:



Speakers Profile



Cheow Ai Ling

PEMA Asia and ASEAN Leader,
Managing Director
Marsh Singapore

Ai Ling leads the Private Equity and Mergers & Acquisitions Services and Transaction Risk Services of Asia in Singapore.

Ai Ling's principal responsibility is advising private equity and corporate clients in their risk issues through their deal cycle. Ai Ling has pioneered the development and growth of warranty and indemnity insurance throughout ASEAN where she started the practice in 2007.

She has achieved milestones such as placing the first onshore warranty and indemnity policy in Malaysia and Philippines, placing the first Litigation Buyout policy in Asia Pacific and placing the policy with the largest limit in Asia in 2015. Since then, Ai Ling has grown both the team and the market share of Marsh in all countries in Asia and maintain Marsh's market share at 70%.



Eugene Lim

Head of Tax Risk – Asia, Private Equity
& M&A Services
Marsh Singapore

Eugene leads the tax insurance practice for Marsh in Asia. Prior to joining Marsh, Eugene was a senior tax manager in a big four accounting firm in Singapore. His focus was on tax due diligence, fund structuring, and tax minimization strategies for real estate and infrastructure investments across Asia Pacific.

Eugene's current responsibility is to advice clients on the efficient use of tax liability insurance as a solution to mitigate potential tax risks associated with acquisition, operations, divestments and restructuring.

Eugene has placed tax liability insurance covering tax risks in various jurisdictions (including Japan, Singapore and Germany etc.) and was instrumental in assisting one of his clients to place the first tax policy globally that can cover Indonesian tax risks.

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Pin Li Lim

AVP – Claims Advocate (FINPRO)
Marsh Singapore

Pin Li is an Assistant Vice President and Claims Advocate in Marsh Asia's Claims Solutions team, specializing in Transactional Risks and Financial Lines claims. Prior to joining Marsh, Pin Li was an Advocate and Solicitor at a number of Singaporean law firms. Pin Li's current responsibilities include oversight of Private Equity, Mergers and Acquisitions claims across Asia, and Financial Lines claims in Singapore.

Pin Li has advocated on behalf of, and worked with, government-linked companies, private equity funds, sovereign wealth funds, FORTUNE-500 companies, small and mid-size enterprises, professionals and business owners. Pin Li has also successfully procured claim payments for a variety of different matters including complex M&A disputes (involving breaches of financial statements and tax warranties), multi-million fraud losses (both internal employee-led and third-party external crime), and nation-state cyber-attacks.

Registration Fee:

SII, CII, MII & AICLA Members: SGD25

Non-Members: SGD50

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If you have any questions, email to enquiry@sii.org.sg

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