



Lockton Global Solutions

Independence changes everything



Global risk environment

The world economy is entering a period of peak global risk. The share of revenue companies derive from outside their home market is greater than ever at a time when political and economic friction between major economies is accelerating. Multilateral trade is showing signs of erosion when international markets are a major source of revenue and profits for shareholders. The pandemic accelerated underlying risks to the global economy, and has coincided with a hard insurance market, demanding a strategic approach to global risk management.

Demand for global products and services has not materially changed. Countries that have had a better response to the pandemic are rebounding faster than those that did not. A presence or expansion in these markets offer global companies diversification in their exposure to country-specific risks. New markets will always offer new customers and growth opportunities. It is possible that global trade will play an even larger role in economic recovery than it did in the years preceding.

CHOOSING THE BEST GLOBAL PARTNER TO NAVIGATE COMPLEX, EMERGING AND FAST-CHANGING GLOBAL RISK IS ESSENTIAL TO LONG-TERM SUCCESS.

Our model was designed deliberately to provide clients access to our best global resources in every country without barriers or borders.

Lockton is earning a reputation as the best insurance broker for global companies because our model for global brokerage is unique and stands alone in the market. We create strong connections between U.S. and international teams, we identify and share talent across borders, and every Associate at Lockton is a global Associate and ambassador to global business.

We travel, we connect, we stay engaged and remain accountable for all elements of global risk.

Global trends



SUPPLY CHAIN

Global companies are beginning to pivot supply chains to markets of perceived safety and stability. This includes re-shoring or shifting manufacturing operations, changing the balance between exports and imports or evaluating new countries of operation.



LOCALIZATION

Globalization is not retreating; it's changing and becoming more complex and local. Global companies are exploring a localization of assets in order to retain access to important foreign markets that make up a large portion of sales, manufacturing or supply chain.



TALENT

To remain competitive, global companies continue to recruit talent from a wider international landscape. Protecting foreign employees, traveling executives and maintaining strong connections between teams and people are more important than ever in a new remote-working environment.

Connecting & protecting your world

Lockton's global capabilities extend to more than 125 countries. We are privately held and prioritize independence in serving our client's business in global markets. Our model was designed deliberately to provide clients access to our best expertise and resources in every country, without barriers or borders.

Over the last 25 years, many of our partners became Lockton offices and others formed part of our subsidiary, Lockton Global. Lockton Global is a legal, equity partnership comprising of all of our international locations. Lockton is the managing partner and governs investments, resources, services and strategy.

We are one of only a few brokers that own our international operations, and will be the third largest by countries of operation.

Global business is about relationships — something we place at the center of every engagement. We believe that advisory, placement and service should remain intertwined in global risk management; and that empowered Associates with direct access to and relationships with our global executives achieve greater outcomes for our clients.

Lockton difference

We are ...

GLOBAL GOVERNANCE. Lockton is the managing partner of Lockton Global and sets the strategic direction for the business. We provide governance through formal Global Service Standards. An Advisory Board composed equally of executives from Lockton and our partners manage all strategic, legal, contractual, service and administrative elements of Lockton Global, and serves as a forum for escalation and resolution.

PRESENT PARTNERS. On-the-ground experience and cultural knowledge drive results for global clients operating in a complex and dynamic global marketplace. Our teams travel globally in support of your business to offer leadership through market knowledge and local relationships. Lockton has a regional leadership team placed in every region of the world; Latin America, Asia Pacific, Middle East/ North Africa, Europe and North America.

BEST-IN-CLASS INFRASTRUCTURE. Local teams are tenured insurance executives, not service centers. Every specialist serving you in the U.S. has a local counterpart in each country to ensure your local business is fully supported for all risk management needs.

BORDERLESS GLOBAL COMPANY. Because we are privately held, we can bring the best of Lockton's global resources and market leverage to our clients without barriers to access. All resources and teams are connected directly, and intellectual property is shared freely.

A TEAM YOU COUNT ON. The single largest differentiator for Lockton is that every global client is assigned a team of international specialists who are accountable for all elements of global risk advisory, program design, placement, service and administration.

We aren't ...

A network

A network is a loosely affiliated, interchangeable roster of local brokers with no central control.

A bureaucracy

Speed, scale and communication are essential. The Lockton Global model was engineered to get things done.

A service center

If you don't travel, you aren't global. Reliance on systems or service centers eliminates the vital human element and oversimplifies global service delivery.



Global Solutions

At Lockton, we believe that international is not just an administrative service, it is a strategic global risk priority, demanding specialized advisors.

Lockton Global Solutions is a team of international specialists who work across property, casualty, financial lines and employee benefits as our clients’ single point of contact for global risk management and insurance programs. This team provides strategic global risk advisory, global insurance program design, marketing, placement and coordination of local service.

Global Solutions’ role is to unite Lockton’s global resources across geographies, while promoting a consistent global culture and client experience. It is the operational responsibility of this team to lead and build a global business through personal relationships, empowerment and control over all elements of global risk. This is Lockton’s differentiator.

Core services

Immediately upon appointment, Global Solutions will review all global exposure information, obtain country-specific open items, address any upcoming local renewals and begin to schedule local in-country meetings to discuss risk management and insurance programs in each country.

GLOBAL SOLUTIONS WILL:

- Obtain a high level of confidence in our clients’ total international cost of risk within the first 120 days of appointment.
- Input all policy and exposure data into our online and mobile Navigator Portal, providing real-time global policy and risk management information.
- Design an optimal and compliant global program for all lines of business, including placement and service for each global and local policy.
- Partner with the best global carriers for our clients’ individual risk to respond to increasingly complex global risks and service requirements.
- Access capacity in global markets to leverage optimal terms, conditions and pricing for global and local programs.
- Manage all risk transfer and fronting carrier contracts, including service deliverables and KPIs to ensure, as a minimum, timely policy issuance, premium collection, compliant program allocations and partnership on international claims services.
- Drive synergies from the total international cost of risk by challenging legacy program structure, globalizing programs, marketing local policies.
- Review global contracts for insurance and indemnification compliance, providing timely and accurate certificates of insurance for your business, your customers and vendors.
- Conduct due diligence and advisory services for any current or planned corporate merger or acquisition including all pre-close and post-close services:
 - Develop an understanding of the global risk tolerance in order to align risk management strategies with corporate objectives.
 - Lead the engagement and coordination across all Lockton Global offices during the due diligence phase.
 - Review the insurance exposures, claims/loss history, and portability of the current insurance program to identify gaps in coverage and create a go-forward insurance solution.
 - In coordination with all Lockton Global offices and Lockton practices, deliver a due diligence report explaining key findings, red flags and recommendations for post-close costs/program structure.
 - Post-close, Global Solutions will lead the team globally to ensure all programs are implemented appropriately and will handle any future renewals/marketing.

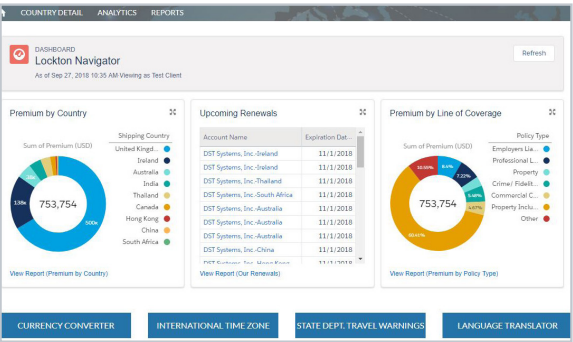
Technology

Real-time risk management information at your fingertips

Lockton’s sophisticated mobile and web-ready dashboard provide risk, regulatory and tax information in an easy to reference platform.

Navigator

-  **Local broker contact information**
-  **Country-specific insurance guidelines**
-  **Regulatory and compliance information**
-  **Local policy details**
-  **Total premium spend**



Simple, efficient access to data

Program analysis

- Interactive dashboard reporting
- Customizable reports

Real-time data

- Real-time updates via shared application programming interface
- Full policy detail
- Access to policy copies and certificates

Regulatory & compliance

- Compulsory coverage
- Admitted insurance compliance
- Minimum insurance standards
- Coverage availability
- Common limits purchased
- Additional insured
- Waiver of subrogation

Global contacts

- Client contacts and Lockton Global contacts
- Communicate directly through Global Risk Navigator

Global Solutions’ goal is to help our clients achieve their global risk management objectives by connecting our clients to our experts, resources, teams and comprehensive services around the world.





Notes

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UNCOMMONLY INDEPENDENT