



**LENDER ADVISORY
DUE DILIGENCE**

CONTENTS

Welcome	3
Lender advisory due diligence	4
Experience the benefits	5
Onboarding your deal	6
How we review your deals	7
Additional services	8
Let's talk	9



LOCKTON STANDS APART

The world's largest family-run insurance broker, we don't answer to shareholders or investors. We put our time where it matters – you.

Our global network of dedicated associates have the freedom, creativity and passion to tailor solutions to your exact needs.

It's a personal, time-tested, boundary-pushing relationship. We're in it for the long haul.

Why Lockton?

As a real estate lender, you need your borrower's insurance to be of the highest standard and in accordance with your facility requirements. You want your investments to be safe.

Our specialists live in the real estate insurance market – negotiating and placing cover; expertly navigating the day-to-day. We anticipate insurers' thinking, what they'll cover your borrowers for, and red flags to be aware of.

When we review your borrower's insurance, we draw on real-time insights from our continuous engagement with the market. Every conversation and interaction is with your best interest at heart.

Twenty years of getting it right

Our Real Estate and Construction team has spent two decades building relationships with property owners, managers, financiers, developers, and contractors. We've seen every type of deal, every kind of problem, and every market condition.

Partnering with Lockton means having a trusted ally who understands insurance and puts your interests first. A Due Diligence Team that lives and breathes transactional risk – so you don't have to.

From speeding up transactions to reducing your legal fees, we prioritise the needs of your business. Wherever you're investing, whatever the complexity.

**We put our time where
it matters...you.**

LENDER ADVISORY DUE DILIGENCE

Boutique and institutional real estate financiers consistently seek our support. We've earned that trust by protecting their interests, deal after deal.

When we're reviewing your borrower's insurance, we spot the problems swiftly. We do everything in our power to deliver the outcomes you need.

Requirement	Solution
<p>Review borrower's property or development insurance arrangements and compliance with the facility agreement.</p>	<p>Removes the risk of the borrower's insurance policy not meeting the requirements within the facility agreement.</p> <p>Our insurance expertise expedites the process, which can reduce the transactional legal fees for both the lender and borrower.</p> <p>We also provide advice on policy sub-limits and general policy deficiencies.</p>
<p>Facilitate improvements to the borrower's insurance placement and reach compliance with the facility agreement.</p>	<p>Reduces time and cost for the lender and borrower in negotiating insurance improvements.</p>
<p>We deliver an independent review and agreed format letter.</p> <p>Conduct an annual audit of the borrower's insurance arrangements.</p> <p>Check ongoing facility agreement compliance at subsequent insurance renewals.</p>	<p>Professional, independent advice and assistance in an agreed format that meets your needs.</p> <p>Removes the risk of the borrower's insurance policies being transferred between insurers at subsequent renewals without carrying over the facility agreement requirements.</p>



EXPERIENCE THE BENEFITS



Pay for what you need

Our fees are structured around your circumstances, not a one-size-fits-all approach.



Specialist needs, specialists' advice

Greater insurance expertise for significantly less cost from insurance professionals aligned with the market.



Smoother transactions

We catch potential issues early to avoid expensive surprises.



Truly independent advice

As your advisor, we work for you – providing expert insurance advice aligned with market conditions.



Guidance all the way

We're always on hand to support, whenever you need us.



Expert navigation of tough markets

Whatever the market conditions, we keep your deals moving.

Innovative thinking

You need your projects delivered smoothly, and often quickly. Our bespoke platform delivers exactly that.

It's an automated workflow management with a digital model, ensuring transactions are tracked automatically and reports generated without you having to ask. Where others rely on manual processes, we've built a smart way to respond faster and work more efficiently.

Working to your timeline

Concerned about delays? Our team work at pace to ensure everything runs to the timeline we agree upfront, providing you with frequent progress updates.

And because we're so closely connected to the insurance market, we often guide and support third-party brokers – suggesting risk transfer solutions that speed up your transaction.

ONBOARDING YOUR DEAL

We work collaboratively with you to:

1.

Understand your needs and timeline.



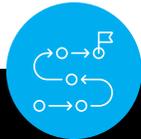
2.

Agree on transparent fees upfront.



3.

Confirm your preferred reporting requirement and any milestones along the way.



4.

Assign two dedicated Lockton specialists who know your deal inside out.



5.

Deliver your final report.



6.

Keep records to ensure a full audit trail.



HOW WE REVIEW YOUR DEALS

1.

We check your facility agreement and help with insurance clauses if needed – making sure they are fit for purpose.

2.

We review all the relevant insurance covers, providing a ‘red, amber, green’ compliance summary showing exactly where you stand.

3.

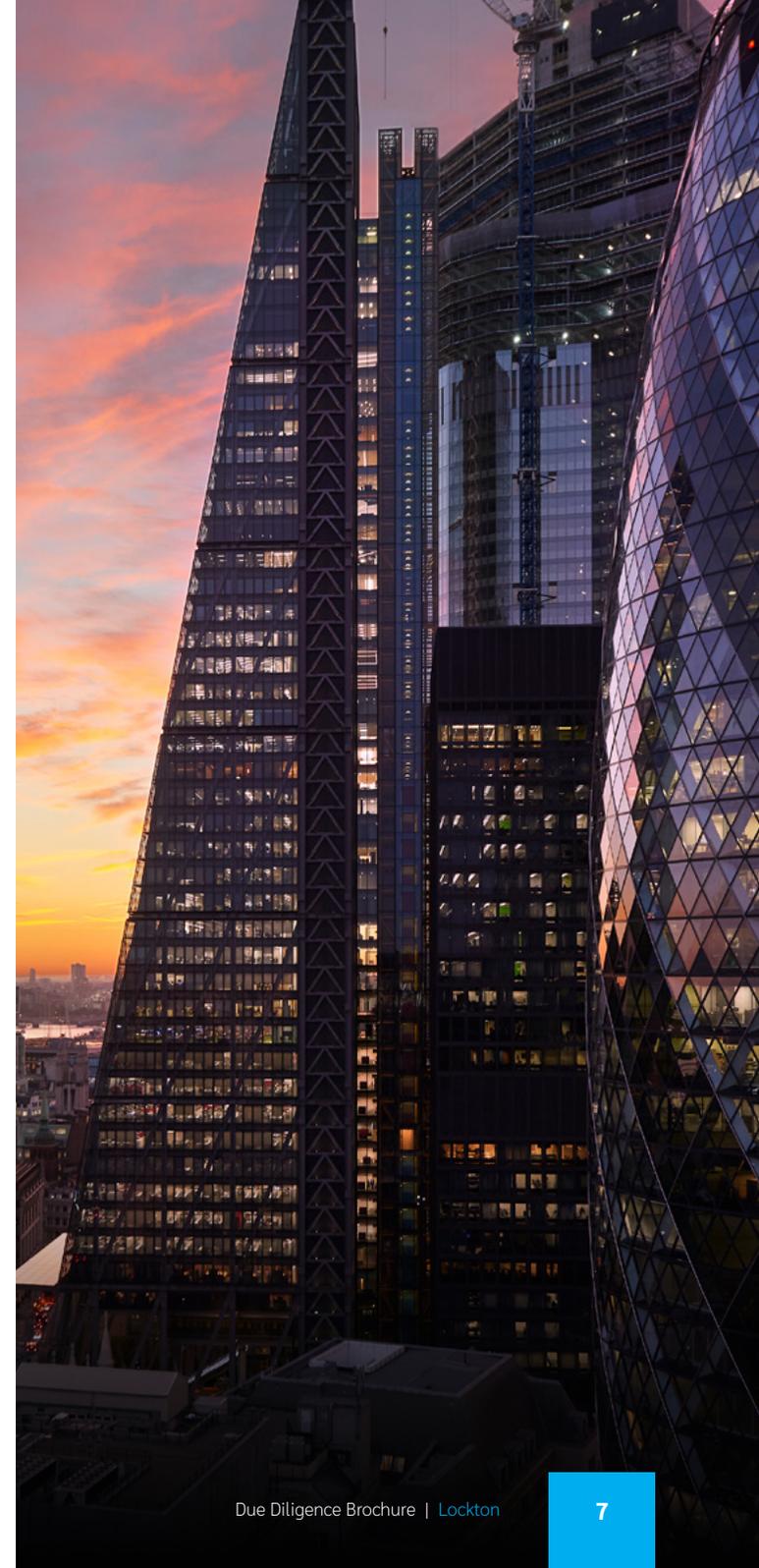
If a third-party insurance advisor is involved, we collaborate with them to ensure the borrower’s insurance arrangements comply with your requirements.

4.

We advise on alternative methods and clauses to achieve the level of protection you actually need, resolving issues including insufficient catastrophe limits or abnormally high excess levels.

5.

Finally, we present our report and conclusions to help you make informed decisions.



ADDITIONAL SERVICES

Corporate Acquisitions Due Diligence

Let us evaluate your target's existing insurance policies and deliver clear, expert insight into how well they're protected.

You'll understand the risks they're carrying, how effectively their insurance programme works, and what it's likely to cost you going forward.

We put all this insight into a clear, easy-to-read report that shows you exactly where they stand today and what you need to watch out for tomorrow.

Legal Indemnities

Real estate transactions hide risks in the fine print. Title defects that surface years later. Environmental liabilities that weren't disclosed during due diligence. Legal challenges that can unravel entire deals.

We don't just place policies - we structure solutions around the specific legal exposures your assets face. Whether it's a standard title issue or a complex environmental contamination scenario that's never been insured before, our specialists work directly with markets to create coverage that fits.

What this means for you:

- ✓ **Expert guidance on whether to proceed**
Make your decision with confidence
- ✓ **SPA protection**
Insurance requirements that truly protect your investment
- ✓ **W&I policy support**
Our report backs up your Warranty and Indemnity placement
- ✓ **Minimised acquisition risk**
Know what you're buying before you proceed

Reinstatement Cost Assessments

Our Risk Practices team works with three expert providers – CBRE, Hollis, and Rushton. We've negotiated discounted rates with all of them, so you get competitive, reliable results from names you can trust.



LET'S TALK

Whatever your requirements, reach out. We'll guide you through the process, spotting issues before they become problems.



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