



Professional and Financial Risks

Lockton in the Middle East
& North Africa



LOCKTON®

Lockton Overview

Lockton is the world's largest privately owned global insurance broker.



Over 8,000
associates



90%
reinvestment
due to our
private
ownership



Over \$38 billion
premiums
placed



Clients in over
125 countries



Over 60,000
clients



Over 100
offices
worldwide



Exceptional
client retention
rate (96%)



\$1.88 billion
revenues



10.3% annual
organic growth
since 2000

Why Lockton?

As the world's largest independent insurance brokerage firm, we leverage our unmatched talent and global access to A-rated specialist insurers to protect our clients from evolving risk and uncertain markets. We:

- Possess a thorough understanding of our clients and their risk profiles
- Offer impartial, expert advice that guides and protects long-term growth
- Provide access to contemporary risk & compliance resources
- Support our clients in the event of loss via dedicated claims advocacy teams
- Employ expert, top global talent, including brokers, previous underwriters and lawyers
- Negotiate on your behalf to secure suitable and sustainable premiums and insurer relationships

By truly understanding your individual business requirements, we blend our services into a single, consolidated insurance programme that guarantees comprehensive risk protection and ongoing support.

**“We go beyond partnering
with our clients, we
connect with them.**

Wael Khatib (1958-2019)
Lockton MENA Founder

Our ProFin Services

We have over 25 products that we offer to the following sectors within financial risks:

Financial Institutions

- Bankers Blanket Bond
- Electronic Computer Crime
- Professional Indemnity
- Takaful Companies

Management Liability

- Commercial Companies
- Financial Institutions
- Takaful Companies

Kidnap & Ransom

Cyber Practice

Lockton is uniquely positioned to assist clients in MENA on their Cyber security journey, as we hone in on our specialist understanding of your sector's risks through our dedicated Cyber Practice. Lockton can seek cover for the following:

- Digital Asset Loss or Damage
- Data Breach Response
- Network Business Interruption
- Cyber Extortion
- Information Security and Privacy Liability
- Privacy Regulatory Defense

Transactional Risks

- Warranty and Indemnity Insurance
- Tax Insurance

Professional Indemnity

- Annual Professional Indemnity
- Single Project Professional Indemnity (SPPI)

Asset Management

- Investment Management Insurance (IMI)

What differentiates us

We embrace change

Lockton recognises the changing needs of industry and has embraced disruptive growth. We are empowering partners and associates to think beyond the ordinary and anticipate what the future may look like.

We care

We have not built a machine, we have built a service business. Whether it is for our employees, our clients, our communities or our social responsibilities, we care.

Our focus is our clients

From the top down Lockton has built its business around its client service. Lockton's 96% client retention ratio speaks for itself.

Access to senior individuals

Dedicated to you as a client. Our senior members in the MENA team will always support local clients directly and that will not change.

Technical expertise

All members of the Professional & Financial Risks team in MENA are ex-Underwriters. We strive to gain an understanding of our clients' needs and provide expertise from a local and global perspective.

Continuity

All of our claims and technical staff in the MENA region have been with Lockton for 5 years or more.

Professional and Financial Risks Team

Our team draws on decades of professional and financial services experience. We combine our expertise with innovative tailor made solutions and place complex programmes for global and local companies, big and small. All members of the Professional & Financial Risks team in MENA are ex-Underwriters.

We strive to gain an understanding of our clients' needs and provide expertise from a local and global perspective on terms and conditions of a ProFin policy. Being on the ground in the Middle East and accessing London Lloyd's markets gives us a good understanding of local needs, local cultures and a better understanding of the claims environment in the Middle East mainly due to being closer to local: lawyers, insurers, reinsurers and loss adjusters.

Contact

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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.