



# M&A INSURANCE: THE END OF ESCROW...

The efficient use of capital is more critical than ever in M&A and as a result, insurance is an increasingly common instrument in the dealmakers' toolbox. M&A Insurance allows the immediate distribution of sale proceeds, whilst safeguarding against potential future liabilities arising from a deal.

	M&A Insurance	Escrow
Term	1-7 years	1-3 years
Indemnification	Up to 100% of deal value	10-25% of deal value
Quick to Implement	✓	✗
Competitively Priced	✓	✗
Protects Relationship	✓	✗
Access To Proceeds	✓	✗

## Insurance Available

### Warranty & Indemnity (W&I)

Covers a breach of warranties made by sellers in a purchase agreement, which are unknown at completion.

### Tax

Covers specific tax exposures identified in due diligence, which may be challenged by a tax authority in the future.

### Contingent

Covers either ongoing or potential legal, regulatory or other contingent issues.

### Protects Relationship

Protects buyers' ongoing relationship with management by shifting indemnification process to Insurers

### Flexibility

Covers unique issues specific to the deal

### Access To Proceeds

Provides sellers a "clean exit" with immediate access to sale proceeds



## Scenarios Where We Can Help



Acquisitions



Sales



Restructuring



Financing



Investments