



# D&O MARKETPLACE

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# VIEW FROM THE TOP

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June 18, 2015

# Managing Underwriting/Claims In Extended Soft Market

- Buyer's Market -- Pricing, Terms & Conditions
- How to Attract, Retain and Train Talent -- Next Generation of Industry Leaders
- Managing Up, Sideways, Every Which Way
- Impact of Industry Consolidation on Marketplace
  - Incoming/Outgoing Capital
  - Less Volatility?
  - Analytics
  - Upward/Downward Trends

# Hot Ticket Items

- Reps and Warranties Insurance
- Derivative Suits
- SEC – Function or Dysfunction?
- Cyber Liability
- Anti-Bribery

# International Markets and Relevance to US Marketplace Conditions

- London
- Bermuda
- Zurich
- Asia



# Policy Wording/Coverage Issues

- Product Differentiation – How to?
- Professional Services – How can D&O claims trigger E&O coverage?
- Investigations Cost Coverage
  - Skyrocketing Costs
- Expansive Side A Forms
  - Multiple reinstatement of limits
  - Coverage for fines and penalties (where insurable)
  - Perpetual Runoff for Retired Directors

# Litigation and Regulatory Environment

- Pressure to Control Claim Costs
- Defense costs continue to spiral out of control
- Are we too quick to agree to ADR, mediation?
- Who can effectively mediate my case? Bueller?

# Predictions for Remainder of 2015

- Will we continue to see more industry consolidation?
- Will securities cases continue to decline?
- Where will the SEC focus its resources and will this impact D&O Liability?
- From an exposure standpoint what is the next shoe to drop?

# Questions & Answers

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