



► Lender's Insurance Consultancy Services ◄



Being Named Loss Payee on Your Borrowers Insurance Policy may not get you what you think! If your borrower suffers either a full or partial loss, will the insurance proceeds be enough to payoff your loan? Your clients risk managers are constantly making tough decisions between cost and coverage without your knowledge.

Our banking clients ask us to review their borrower's current insurance program to determine if they, as the lender, are facing any unforeseen insurance risk from both collateral and a future cash flow perspective.

We believe Insurance Due Diligence should be addressed before a loss occurs. Our unique approach towards our client's interests brings the focus on insurance due diligence.

Our goals are to ensure that the lenders insurable interests are properly executed, to identify any obstacles to a full recovery of the lenders insurable interest(s) and to provide the lender with recommendations that would rectify or mitigate such obstacles before a loss occurs. Understanding the terms and conditions of your borrower's insurance contracts (policies), along with your rights and obligations as a secured lender under these policies, is as important as understanding the terms and conditions of the financing agreement between you and your borrower.

Our team works in an independent atmosphere of technical experience and confidentiality that can be tailored to fit the needs and requirements of even the largest and most diverse lender. Our flexibility lets you choose the review's focus and to tailor the end product to meet your specific needs.

The scope of our Lender Insurance Reviews can be limited to insurance compliance issues in which we can assist in obtaining and reviewing required insurance documentation to ensure that the lenders insurable interests are properly documented. Different risks present different concerns.

Some of the notable issues identified in our more comprehensive reviews include :

- Adequacy of Loss Limits for Subject Property vs. Concentration of Risk
- Structure of Program - Concurrence of Coverage in a Layered Insurance Program and effect of deductibles
- Catastrophic Perils and the Adequacy of specified Sub-Limits
- Exclusions and Anti-Concurrent Causation Provisions

Our goal is to ensure that your borrower's insurance program provides the primary coverage as expected under the financing agreements. Our clients have selected us due to our independent opinions and broad range of lending and commercial insurance knowledge. We have the expertise which can help bridge the gap between the lending and insurance contracts. Our broad scope of knowledge in both finance and insurance differentiates us from our competition.



Our Services Includes :

- Insurance Due Diligence aimed at supporting the lending process through the review and analysis of borrower's insurance programs.
- Assistance in identifying and obtaining binding documentation supporting the lender's insurable interests under its borrower's insurance program.
- Ongoing Insurance Due Diligence including annual monitoring of borrower's program and assistance in addressing potential coverage or exposure issues that could adversely effect the lender and/or its borrower.
- Protecting lenders from unforeseen insurance risks their borrowers may have, while still maintaining the integrity of the underwriting process.
- Preserving the lender's ability to collect insurance proceeds in the event the insured breaches their responsibilities.
- Drafting of insurance covenants for inclusion in loans and leases, to ensure covenants are in line with best industry practice
- Arranging adequate covers for transferring risks accepted by Banks.
- Scope of coverage
- Notices of assignment
- Loss payable provisions
- Breach of warranty/financier's interest endorsements
- Cancellation provisions
- Underwriting security



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IRDA Direct broking License No. 479 valid till 12th January 2017

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