



TRANSACTIONAL LIABILITY INSURANCE FOR DISTRESSED REAL ESTATE ASSETS AND NON-PERFORMING LOAN PORTFOLIOS

Distressed Assets Time to Deal

Insurance products to bring certainty, liquidity and enhanced value to the restructuring and trading of distressed real estate assets.



DUAL Asset Underwriting, part of the DUAL Group – the world's largest international underwriting agency – provides specialist insurance solutions for a wide range of asset types.

No transaction is too large, too small or too complex for our team of experienced underwriters, who have worked on real estate restructuring projects of all shapes and sizes.

Now that real estate assets are finally unlocked, speed of execution and certainty over provenance will be key factors in your success, as will management of potentially abortive deal costs.

Insurance protection to facilitate closing on time, every time

DUAL Asset Underwriting (DAU) brings world class, market leading Transactional Liability Insurance to your real estate deal.

We use insurance to provide investors with the sale and purchase agreement warranties that insolvent sellers and Insolvency Practitioners are unable to grant. This enables a risk assuming counter-party to manage any weaknesses or allows your deal to close securely and on time, every time.

We know you have a choice. DAU's team is highly experienced and is backed by leading insurers. Face to face access to our underwriters makes us an invaluable part of your transactional team.

We can trade internationally through the DUAL Group office network in 12 countries and through Lloyd's of London worldwide. DUAL is Lloyd's largest international coverholder.

The DUAL Group has the range of products and expertise to facilitate your real estate transactions efficiently and cost-effectively.

Insurance to improve liquidity of real estate and mortgage assets

Transactions involving insolvent or distressed sellers present unique challenges; seller information can be unclear, warranties and indemnities unreliable and timing can be critical. DAU's Transactional Liability Insurance can be used to manage specific due diligence risks and better structure your real estate transaction and financing.

1 Acquisition

Information is often scarce or out of date. DAU's extensive range of **Specific Risk** policies can bridge that information gap or manage specific problems identified during due diligence. Loan terms or finance costs can be better managed if the lender will take comfort from the additional collateral, which insurance can provide. Our wide range of policies can facilitate easier negotiations with counter-parties and real estate lenders.

We offer either an **All Risks** comprehensive policy to replace fundamental warranties and indemnities which are missing or unreliable, or can provide **Specific Risk** policies to insure, amongst other things:
violation of planning/zoning, inadequate easements or servitudes; violation of legal restrictions; missing deeds and mortgage certificates; breach of public procurement or tender rules; infringements of rights of light or air; restitution and expropriation of land; breach of inheritance laws, including Italian donation risk.

2 Asset Management & Refinancing

DAU's **All Risks** policies can make refinancing distressed debt easier.

We can insure a comprehensive basket of ownership and lending risks for both investors and real estate lenders.

Our policies insure investors and banks for borrower ownership and mortgage security risks to refinance assets more efficiently. We can tailor policies to allow more efficient restructuring of syndicated mortgages.

If you already own an asset and issues develop, DAU has products that can help you manage the situation or insure the problem, ready for exit. If a dispute arises, DAU's unique **Real Estate After The Event Litigation Insurance (ATE)** can help preserve the asset and protect your balance sheet.

3 Exit

DAU's **Specific Risk** and **All Risks** policies can help manage contingent risks on exit in several different ways. Transactional Liability Insurance can avoid contentious negotiations and involvement in escrow arrangements and accelerate the distribution of funds for closed-end real estate funds.

We can demonstrate experience of structuring policies which have tangibly enhanced the asset value and/or improved lending terms.

Specific Risk policies or our **ATE Litigation** policy can help prepare difficult assets for sale and provide buyers with the comfort they need to proceed. DAU's **All Risks** policies complement or replace the need for traditional Warranty & Indemnity policies to allow more efficient transaction structuring or to replace/enhance otherwise inadequate warranties. This application is especially valuable where time and fee budgets are constrained.

For more information about DUAL Asset Underwriting's Transactional Liability Insurance for Distressed Real Estate Assets, please contact our underwriting team directly to discuss your requirements, or arrange a face to face meeting:

Bankside House, 107 Leadenhall Street, London EC3A 4AF United Kingdom

T: +44 (0)20 7337 9888 **E:** realestate@dualgroup.com

W: www.dualassetunderwriting.com

About DUAL

DUAL Asset Underwriting Limited (Company Registration No. 08494511) is an Appointed Representative of DUAL Corporate Risks.

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DUAL Corporate Risks is part of the DUAL Group.

The award-winning DUAL Group - the world's largest international underwriting agency - is the underwriting division of the Hyperion Insurance Group. The DUAL Group is an established and respected leading underwriter with annual gross written premiums in excess of GBP 350 million employing over 250 people worldwide.

The DUAL Group is Lloyd's largest international coverholder.

DUAL's UK Offices

Bankside House
107 Leadenhall Street
London
EC3A 4AF

T: +44 (0)20 7337 9888

6th Floor
Chancery Place
50 Brown Street
Manchester M2 2JG

T: +44 (0)161 457 1350

E: realestate@dualgroup.com
W: www.dualcorporaterisks.com

Meet the team



Phillip Oldcorn LLB (Hons)
Managing Director
T +44 (0)20 7337 6460
M +44 (0)7798 922 985
E poldcorn@dualgroup.com



Kelly Lines ACII Chartered Insurer
Senior Underwriter – Trading Team
T +44 (0)20 7337 8761
M +44 (0)7951 884 843
E klines@dualgroup.com



Andrew Hillier MRICS
Sales & Marketing Director
T +44 (0)20 7337 9888
M +44 (0)7778 796 859
E ahillier@dualgroup.com



Kate Thorp BSc (Hons) DIP CII
Manager – Executor and Inheritance Protection
T +44 (0)20 7337 8775
M +44 (0)7766 307 468
E kthorp@dualgroup.com



Ian Keith LLB (Hons)
Head of Underwriting
T +44 (0)20 7337 6477
M +44 (0)7846 572 524
E ikeith@dualgroup.com



Fergus Davey LLB (Hons)
Underwriter
T +44 (0)20 7337 6492
M +44(0)7779 320 327
E fdavey@dualgroup.com



Michael Wright
Business Development Consultant
T +44 (0)20 7337 6471
M +44 (0)7841 340 928
E mwright@dualgroup.com



Natalie Leversedge
Trading Team Operations Manager
T +44 (0)20 7337 6462
M +44 (0)7917 367 698
E nleversedge@dualgroup.com



Wesley Timothy LLB (Hons)
Senior Underwriter
T +44 (0)20 7337 8791
M +44 (0)7875 788 854
E wtimothy@dualgroup.com

