

SLAUGHTER AND MAY /

# INSURANCE

2020

## OUR INSURANCE PRACTICE

We have a market-leading international insurance practice. We advise a large number of the major players in the insurance sector and have handled many of the major sector transactions in recent years. The breadth of our practice encompasses the full range of work including mergers and acquisitions, reinsurance and other risk transfers, pensions derisking, capital markets, restructuring, investigations and regulatory advice.

We work closely with our asset management, financing, pensions and disputes colleagues to provide an integrated service across the entire waterfront of the sector.

## ABOUT US

# Band I

Ranked in band I for insurance in London and the UK  
**CHAMBERS UK AND LEGAL 500**

# 75%

Advised on over 75% by value of UK £500m+ insurance deals over the last two years

# 70%

Over 70% of turnover from cross-border work

# 1st

First for FTSE 100 and FTSE 250 clients  
**CORPORATE ADVISERS RANKINGS GUIDE**

## WHAT WE DO

### Mergers & acquisitions

Our expertise in insurance M&A is unrivalled. We have a huge range of experience, covering public and private deals in both the life and non-life sectors and involving a client base including multi-national insurance groups, small to medium sized enterprises and start-ups. We advised:

- **Prudential** on the the \$500 million equity investment by Athene into its US business
- **Aviva** on the sale of its stake in its Hong Kong joint venture, Blue, to its joint venture partner Hillhouse Capital
- **Athora** on the acquisition of VIVAT's life and asset management business from Anbang
- **Allianz** on the acquisition of the general insurance business of Legal & General
- **FWD** on its US\$3 billion acquisition of the life insurance business of Siam Commercial Bank and related bancassurance arrangements
- **Marsh & McLennan** on the recommended cash acquisition of Jardine Lloyd Thompson
- **Standard Life Aberdeen** on the sale of its capital-intensive insurance business to Phoenix

### Reinsurance and other risk transfer

Reinsurance is a key part of our practice. Our experience includes advising on a range of reinsurance structures including net reinsurance, deposit back and funds withheld structures, transformer deals and longevity swaps. We advised:

- **Canada Life** on multiple collateralised longevity swaps with UK and EU counterparties, including PIC, Aegon and NN
- **Zurich** on the transfer of its UK legacy employers' liability insurance portfolio to Catalina
- **RSA** on its disposal of UK legacy liabilities to Enstar
- **Delta Lloyd Levensverzekering** on a six year longevity swap with Reinsurance Group of America
- **AEGON** on a longevity swap with Deutsche Bank

Did you know?

140+

Global coverage - we work on deals involving 140+ Countries

70%

Over 70% of turnover from cross-border work

18,000+

Over 18,000 law firm contacts in 160 jurisdictions

Pensions solutions

Our work in the pensions solutions markets combines the expertise of our insurance, financing and pensions practices. We have been at the forefront of the development of innovative transaction structures designed to transfer pension risk. We advised:

- **3i Group** in relation to the buy-in of the 3i Group Pension Plan with Legal & General
- **Walmart** in relation to the buy-in and subsequent buy-out of the Asda Group Pension Scheme with Rothesay Life
- **Legal & General** on multiple derisking transactions, including circa £1.1 billion of buy-ins with the Pearson Pension Plan
- **PA Pension Trustees** on the derisking of the PA Pension scheme with Pension Insurance Corporation
- **Aviva** on the derisking of the Aviva Staff Pension Scheme via an insurance “conduit” directly to the reinsurance market
- **Royal Philips** on the de-risking of the Philips UK Pension Fund by way of a circa £2.4 billion transaction with Pension Insurance Corporation

### Disputes, investigations and enquiries

We work closely with our Disputes and Investigations group to support insurance clients across a broad range of areas including regulatory investigations, competition enquiries, coverage disputes, policy interpretation issues, reinsurer insolvency, brokers' liability and claims litigation. We advised:

- **a major insurer** in respect of potential claims under business interruption policies arising out of the COVID-19 pandemic
- **an insurance client** in respect of the FCA's thematic review of the sale of enhanced annuities and subsequent past business review and redress programme
- **Standard Life Aberdeen** on a contractual dispute with Lloyds Banking Group relating to agreements in respect of assets managed by SLA for Lloyds and customers of its insurance businesses
- **Marsh** in relation to a rare and high-value cross-border claim under an insurance policy covering a satellite against loss in the period before its launch
- **a listed savings** and investment company in relation to the recovery from insurers of significant costs and liabilities arising from an investigation by the Financial Conduct Authority
- **Equitas/Resolute** in its successful proceedings in the High Court regarding its pursuit of reinsurance claims against its reinsurer, R&Q Reinsurance. In a groundbreaking judgment, the Court determined that Equitas could prove its claims at a retrocessional level with the assistance of an actuarial model, providing important clarification for the reinsurance sector in relation to claims which had ground to a halt for over a decade due to disputes and market uncertainty



### Insurance business transfer schemes

Insurance business transfer schemes are a key technique for internal restructurings, demutualisations and risk transfers as well as on the sale of a business or portfolio of business. We regularly advise on transfer schemes in all of these contexts. We advised:

- **Legal & General** on the transfer of its Mature Savings business to ReAssure
- **Canada Life** on the transfer of insurance business to it from MGM Advantage Life
- **Ageas and Riverstone** on the transfer of general insurance and reinsurance policies from Ageas to Riverstone
- **Prudential, Aviva and Standard Life** on transfers of business to non-UK entities as part of their Brexit structuring plans
- **ITAS Mutua** on the transfer to it of the business of the Italian branches of RSA

### Asset management

We advise insurance sector clients on a range of investment and asset management matters, including the restructuring of assets to meet regulatory requirements. We advised:

- **Legal & General Capital** on its growth equity investment in Kensa, the UK's leading manufacturer of ground source heat pumps and related technologies
- **a number of clients** on the restructuring of assets for matching adjustment purposes, including the repackaging of equity release mortgages, foreign currency denominated bonds and properties under construction using SPVs
- **Legal & General** on a number of transactions involving its real estate investment portfolio including the acquisition of Barking Rail Freight Terminal from Friends Life and the regeneration of Central Square, Cardiff
- **Swiss Re** on (i) its agreement with Pacific Century Group to invest up to US\$425 million in FWD Group and (ii) its acquisition from Zurich Insurance Company of a 4.9% shareholding in New China Life

### Our Asia Practice

We have a long-standing presence in Asia, opening an office in Hong Kong in 1974 and an office in Beijing in 2009. Our Asian practice has extensive experience of a wide range of work across the Asia Pacific region. Our work for insurance clients in the region focuses on M&A, equity capital markets and distribution arrangements. Key deals include advising:

- **China Re** on its US\$2 billion global offering and listing on Hong Kong Stock Exchange, the first listing in Hong Kong by a reinsurance company
- **FWD** on its US\$3 billion acquisition of the life insurance business of Siam Commercial Bank and related bancassurance arrangements
- **Aviva** on the sale of its stake in its Hong Kong joint venture, Blue, to its joint venture partner Hillhouse Capital
- **Prudential** in connection with the entry into of an exclusive bancassurance partnership over a 20-year term between Prudential Vietnam Assurance and Southeast Asia Commercial Joint Stock Bank

### Debt capital markets

We have a strong financing practice which regularly advises insurance clients on their debt capital markets programmes. In recent years we have been at the forefront of developing instruments to satisfy Solvency II requirements, including advising on the first UK public issuance of Restricted Tier I capital. We advised:

- **Just Group** on its issuance of Tier 2 capital, comprising £125 million 8.125% notes due 2029
- **Pension Insurance Corporation** on its issuance of GBP 450,000,000 7.375 per cent. Fixed Rate Reset Perpetual Restricted Tier I Contingent Convertible Notes
- **Aviva** on its issue of €750 million 1.875 per cent Fixed Rate Dated Senior Notes
- **Direct Line** on its issue of £350,000,000 Fixed Rate Reset Perpetual Restricted Tier I Contingent Convertible Notes
- **RSA Insurance Group** on its issue of Floating Rate Perpetual Restricted Tier I Contingent Convertible Notes – the first public Solvency II compliant Restricted Tier I issuance by a UK insurer





### Demergers, restructurings and demutualisations

We have an unparalleled track record of advising on major insurance company restructurings including demutualisations and the restructurings of life funds.

We advised:

- **Prudential** on the demerger of its UK and Europe business (M&G Prudential) from Prudential plc, resulting in two separately-listed companies
- each of the **Department of Health and Social Care** and the **Welsh Government** on (i) the creation of State-backed indemnity schemes covering future medical negligence liabilities incurred by NHS general practitioners in England and Wales; and (ii) commercial discussions with the three principal UK medical defence organisations and preparing transaction documentation for the assumption from them of existing liabilities
- on the demutualisation and flotations of **Standard Life, Old Mutual, Norwich Union, Colonial Mutual** and **Irish Life**
- **Standard Life** on the extensive restructuring work required in connection with its demutualisation and flotation



### Distribution, outsourcing and other commercial arrangements

We advise our insurance clients on a broad range of commercial arrangements, both in the context of wider transactions and on a stand-alone basis. This includes strategic partnerships, distribution arrangements and outsourcing transactions. We advised:

- **FWD** on its agreement with TMB Bank Public Company Limited to sell its bancassurance contract to Prudential for a consideration of THB20 billion
- **Prudential** in connection with the entry into of an exclusive bancassurance partnership over a 20-year term between Prudential Vietnam Assurance Private Limited and Southeast Asia Commercial Joint Stock Bank
- **FWD Group** on a bancassurance arrangement with Siam Commercial Bank (SCB) for the distribution of FWD's life insurance products to SCB's customers in Thailand
- **a leading personal lines carrier** on the review of over one hundred of its TOBAs and other distribution agreements and related arrangements
- **Standard Life Aberdeen** in relation to its long term strategic arrangements with Phoenix Group for distribution and client proposition development across multiple business segments



### Equity capital markets

As a market leader in the field of equity capital markets we are ideally placed to help our insurance sector clients on a range of capital issuances. Our work in this area includes advising on flotations, rights issues, placings and other issuances. We advised:

- **esure and Gocompare.com Group plc** on the demerger of Gocompare.com and listing on the main market of the London Stock Exchange
- **China Re** on the US\$2 billion (approx.) global offering and the listing on the Main Board of the Hong Kong Stock Exchange
- **Standard Life** on its return of around £1.75 billion to shareholders by way of a B/C share scheme
- **Brit, esure and Direct Line** on their IPOs
- **RSA** on its fully underwritten rights issue to raise approximately £773 million

// They are always willing to deal with problems speedily and they provide high-quality advice and high-quality partner input. They are our go-to firm for complex problems. //

**Chambers UK 2020**

// They're incredibly strong on knowledge of the law, regulations and the market, and when it comes to bespoke insurance transactions they're second to none in terms of attention to detail. //

**Chambers UK, 2019**

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