

Financial Institutions Overview



Large community, mid-sized and regional financial institutions are experiencing fundamental changes due to increased cyber incidents, heightened regulatory scrutiny and the growing digitization of operating models and customer offerings. Brown & Brown's Financial Institutions practice helps our Financial Institutions customers develop strategic, comprehensive solutions to address their dynamic risk profiles.

Who We Are

Led by Joel Sulkes, John Kerns, Jeffrey Lattmann, Judd Zimmerman and Scott Stence, the Brown & Brown Financial Institutions Practice strives to meet the unique needs of every customer. Our specialists have extensive experience and knowledge to help you confidently navigate a rapidly evolving market.

Why Brown & Brown

Brown & Brown's approach enables our customers to leverage empirical, risk-adjusted data, to optimize insurance program design and more holistically manage their emerging interconnected technology risks. We work with all types of financial institutions, including banks and depository institutions with balance sheets ranging from \$10 billion to \$750 billion. We provide tools and capabilities needed to effectively support our customers, as exemplified by the following:

- One of the top ten largest insurance brokerages in the world, with 16,000+ teammates in over 500 locations
- Approximately \$850 million of gross written premium in 2023 across approximately 3,300 financial institution customers
- Fully aligned Executive Liability and Cyber practice led by industry veterans Jeff Lattmann and John Kerns
- Proprietary analytics platforms with a customized user interface that enables customers to understand and

visualize their inherent (before controls) vs residual (after controls) risk profiles

- » Cyber in-Site™
- » D&O in-Site™
- » EPL in-Site™
- » Property in-Site™
- Renowned captive practice
 - » Third largest captive manager globally
 - » 160 captives under management with 50 dedicated captive professionals
 - » \$21.3 billion assets and \$8.3 billion gross premiums under management
- Mergers & Acquisitions and Transactional Risk practice that supports financial sponsors and corporates with pre-acquisition due diligence and transactional risk solutions
- Industry-leading Surety practice focused on helping to optimize our customer's balance sheets
- Full suite of lender-placed insurance solutions
- Forever Firm/stable/strategic/non-PE owned

Claims Management & Advocacy

- Dedicated in-house Claims Professionals (all licensed attorneys)
- Strategic Management of challenging claims
- Experienced in regularly resolving 9 figure negotiated settlements



How Brown & Brown Can Help

Connect with our Brown & Brown team to learn about our knowledge in your industry, how we build our risk mitigation strategies and how we can aid your business in building a cost-saving program.



Find Your Solution at [BBrown.com](https://www.BBrown.com)

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