

# PRIVATE EQUITY

## OUR CAPABILITIES

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# ABOUT US

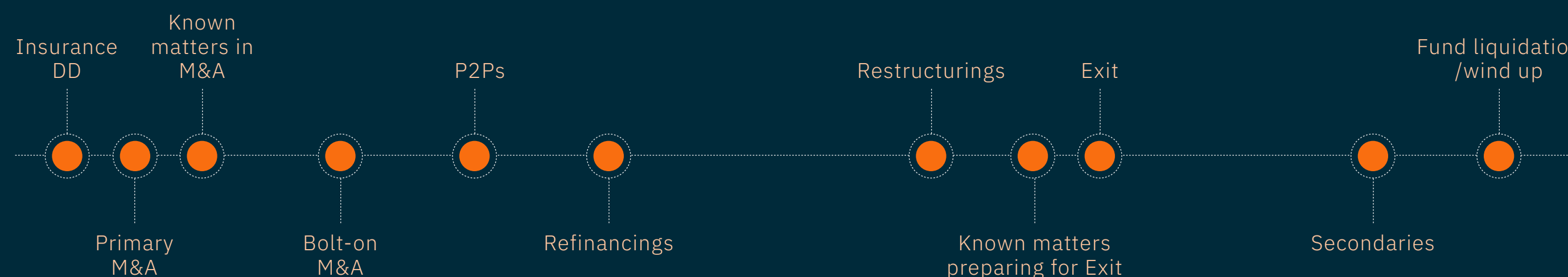
HWF acts as a trusted advisor to our PE clients, reducing risk and adding value through our expert led approach to brokerage.

We provide bespoke insurance solutions that mitigate potential liabilities that may arise throughout the PE fundraising and investment lifecycle. We are recognised as a market leader.

Our PE team is led by individuals with significant insurance, legal and tax backgrounds who have extensive advisory, broking and underwriting experience, advising a broad cross section of PE clients. Our approach is for those senior professionals to lead and retain the day-to-day running of transactions. Their experience allows us to provide specialist insight with an advisory focus, taking ownership of any insurance needs and allowing our clients to focus on the wider transaction.

## HOW WE CAN HELP

**We place insurance to de-risk activities across the PE investment lifecycle:**



### M&A

Acting on buy-side and sell-side processes, including structuring solutions to allow buyers to enhance bids, remove risks relating to the strength of sellers' covenants and acquire businesses in distressed scenarios with full recourse against insurance.

### EXITS

Structuring W&I and contingent risk insurance into a range of processes to allow sellers to exit transactions with minimal or no liability.

### TAX MATTERS

Cover for tax risks on M&A transactions, refinancings and restructurings. We structure insurance solutions to wrap around operational tax risks and allow protection for continued exposure or to support tax planning.

### KNOWN MATTERS

Cover for identified contingent risks, regardless of whether there is an M&A driver or context.

### SECONDARIES

GP-led, LP-led and preferred equity financings.

### FUND LIQUIDATION/WIND-UP

Cover of identified and potentially unknown liabilities within investment fund structures which would prevent liquidation / wind-up.

### P2Ps

Advising on P2Ps and structuring of insurance programmes.

### INSURANCE DD

Diligence and reporting on insurance arrangements either for sellers as VDD or as part of buy side DD.

## OUR PRESENCE AND CLIENTS

Our clients are global PE houses, sovereign wealth funds, secondaries funds, infrastructure and renewable funds, corporations, venture capital firms, litigation funds, credit funds, alternative asset managers and family offices. Our global practice has acted on over 5,000 transactions in jurisdictions including the UK, continental Europe, Africa, Asia, North and South America.

## SECTOR EXPERIENCE

Our team of leading individuals have varied and in-depth experience of all industry sectors. We pride ourselves on using this experience to pre-empt potential issues at the outset of a transaction to help deliver efficient and pro-actively managed solutions. Our aim is to control processes and leave our clients free to focus on the wider transaction.

**£100bn**  
TOTAL VALUE OF  
DEALS CLOSED

**3,000+ PE DEALS**  
ADVISED ON GLOBALLY

**50+**  
JURISDICTIONS  
IN WHICH  
WE'VE ADVISED

**100+**  
*institutional  
clients advised*

**30+ DEALS**  
closed with an  
enterprise value in  
excess of **£1bn**



# STRUCTURING CLEAN EXITS / VALUE CREATION / DEAL CERTAINTY

Recent transactions where we have structured insurance solutions for PE clients include:

	TRANSACTION 1	TRANSACTION 2	TRANSACTION 3	TRANSACTION 4	TRANSACTION 5	TRANSACTION 6
	Acquisition of Pan-European manufacturing business	Acquisition of US automotive finance and insurance business	Sale of French software business	Acquisition of UK IT systems provider within the healthcare sector	Acquisition of a global insurance group	GP-led secondary
EV	>\$2bn	>\$1bn	>\$1bn	c.£350m	>\$7bn	> €700m
Solution	Buyer's W&I	Buyer's W&I	Seller-initiated buyer's W&I	Buyer's W&I	Specific tax insurance	Buyer's W&I
Buyer domicile	Netherlands	US	UK	UK	Canada	Europe
Seller domicile	US	US	France	UK	Denmark	Europe

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