



## M&A Insurance:

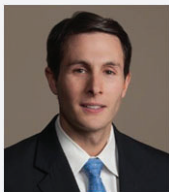
A Strategic Approach to  
Managing Deal Risk



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### Aon Contact

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**Matthew B. Wiener**  
Senior Vice President

Matthew Wiener is the head of Aon's Transaction Liability team for the Southwest region and the national leader for its energy practice. In this role, Mr. Wiener is responsible for the development and implementation of transactional-based risk solutions, including the deployment of insurance capital for M&A transactions through representations and warranties, litigation, tax and other contingent liabilities insurance. Mr. Wiener is based in Houston and is further supported by a New York-based team of professionals in North America and colleagues in London, Hong Kong, Sydney and Bermuda who focus exclusively on transactional risk transfer. Prior to joining the Aon Team, Matthew was an attorney at Vinson & Elkins LLP, where he specialized in corporate finance and securities law matters, including mergers and acquisitions, private equity, public and private securities offerings, divestitures, and general corporate representation, with a significant focus in the energy sector.

Matthew is a graduate of The University of Texas with a BBA in Finance and Georgetown University Law Center with a Juris Doctorate degree.

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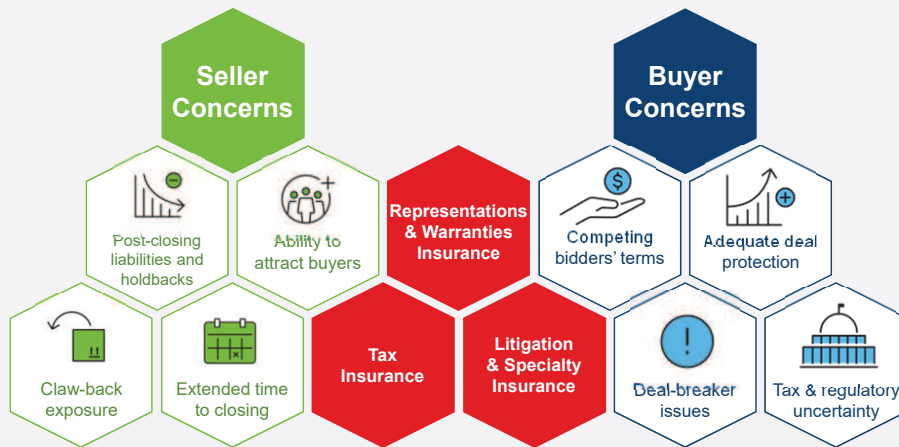


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## Deal Risk Challenges...

### Meet Transaction Liability Insurance Solutions

The strategic use of Transaction Liability Insurance can help buyers and sellers reach their goals.

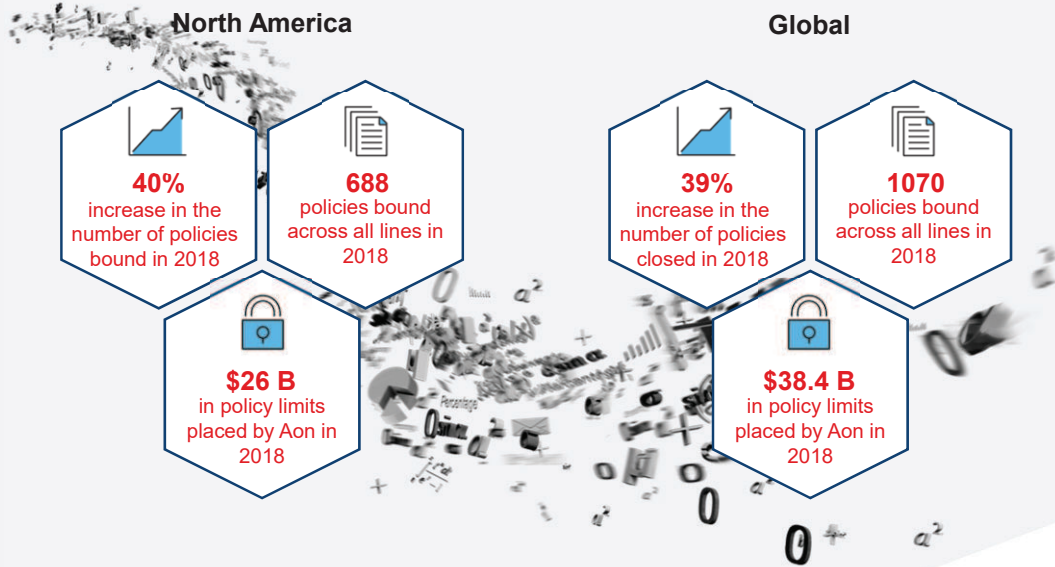


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## M&A Insurance: Changing the Global Landscape



M&A and Transaction Solutions

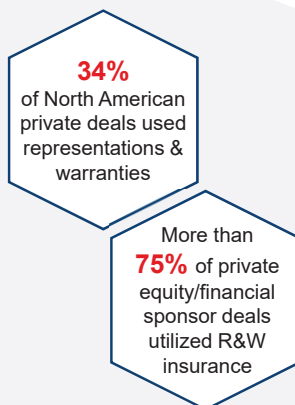
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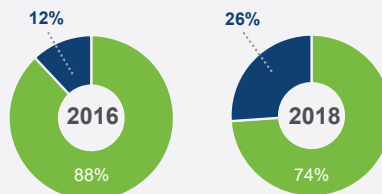
## M&A Insurance: Demonstrable Impact

### Aon estimates



Reflecting industry trends, Aon observed “no seller indemnity” policies increased

● No Seller Indemnity ● Limited Seller Indemnity



Pitchbook.  
SRS Acquiom 2018 M&A Deal Terms Study, May 2018.

M&A and Transaction Solutions

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First appeared as part of the conference materials for the  
18<sup>th</sup> Annual Gas and Power Institute session

"Transaction Liability Insurance: A Strategic Approach to Managing Deal Risk"