

Insuralex Global Life/A&H and sports experience

2023



Founded in 2002

insuralex
TRUSTED INTERNATIONAL
LEGAL ADVISORS FOR
(RE)INSURANCE

Insuralex

Insuralex is a group of more than 50 independent law firms from Europe, North America, Latin America, Africa, Asia and the Middle East that specialise in Insurance and Reinsurance.

Insuralex firms work for a wide range of clients including insurance and reinsurance companies, Lloyd's syndicates, insurance and reinsurance brokers as well as captives and self-insured companies. We specialize in multinational matters and the exchange of information and good practice throughout the world. Insuralex is ranked in Global Chambers as a Leading Law Firm Network.

Our core values:



The Power of Global Reach



The Expertise of Specialist



The Integration of an International Team

Practice areas:

- Reinsurance (claims advice, litigation, arbitration, contracts, regulatory, etc.)
- Property & Casualty (advice, claims including energy, surety, property, aviation, cyber, liability, CAR, etc.)
- Regulatory (advice, licensing, market conduct issues, capital requirements, etc.)
- Dispute settlement (retail and corporate coverage defense, P&C, life & health, litigation, arbitration, out-of-court settlements, subrogation recoveries)
- Corporate (M&A, insurance regulatory and antitrust filings, day-to-day corporate advice, compliance, etc.)
- Contract work (product and wording development and adaptation, filings, advice, etc.)
- Insurance distribution (retail and corporate arrangements, mass-market products, licensing, bancassurance, etc.)

Expertise:

- Cyber and Data Protection
- Energy and Natural Resources
- Financial Institutions
- Directors & Officers
- Marine
- Mining, Industrials & Power (Energy)
- Personal Injury
- Product Liability, Recall and Mass Tort
- Professional Liability (including Medical Malpractice)
- Property
- Reinsurance
- Aviation
- Claims Handling
- Contractors' All Risk
- Environmental
- Fraud
- General Liability
- International Arbitration
- Life and Health

INSURALEX GLOBAL LIFE/A&H AND SPORTS EXPERIENCE

By drawing together decades of expertise globally, the network can help provide solutions to insurance and reinsurance issues – tapping in to local knowledge and contacts - whether this is for the purpose of coverage advice, evidence gathering, dispute resolution or regulatory/compliance matters.

Insured events such as sudden deaths may happen overseas and require local knowledge when investigating what has happened and responding to the claim. Global insurance programs involving a number of countries could apply where local knowledge at the time of their development and then during the period of cover are necessary to ensure compliance and their smooth operation.

This directory of Insuralex network members' expertise draws together examples in the areas of:

- Life insurance
- Critical illness insurance
- Income protection insurance
- Personal Accident (also known as A&H)
- Sports related risks
- Travel insurance
- Workers Compensation (as used in North America and Australia)



Insuralex's members

Insuralex and its members do not provide legal services through this report. Information and material from this report are neither intended to be nor shall be construed as a legal view, recommendation, or consultancy of any kind whatsoever. This report and the access and use thereof, along with the information contained in this report and the use thereof neither signify nor create an attorney-client relationship or any other kind of relationship whatsoever. This report is not a means to provide any legal services whatsoever. You may not and must not use this report and its contents as basics or fundamentals to prepare judicial, legal or business arrangement strategies, or to make decisions regarding legal courses of action. In no case shall you interpret this report as replacing an inquiry with an attorney. Should you require legal consultancy, Insuralex and its members recommend that you immediately contact a professional attorney who may address your case and provide you with a diagnosis. Please bear in mind that the information contained in this report is not exhaustive.

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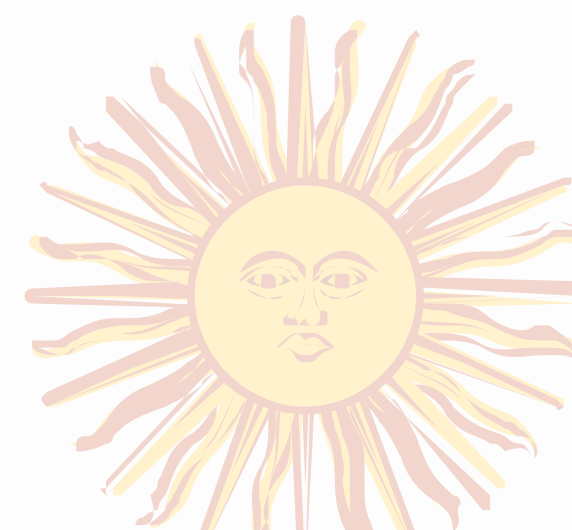
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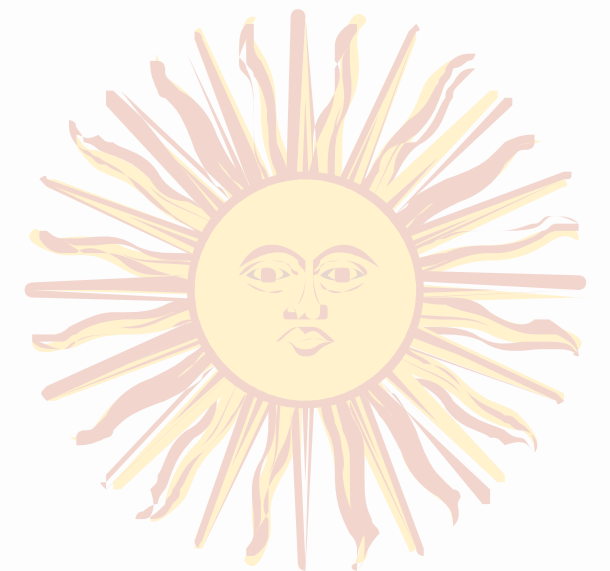
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EXAMPLES OF EXPERIENCE

- Advising offshore/non-Argentinian insurers regarding regulatory requirement of individuals and assets domiciled or located in Argentina to be insured by locally registered insurance companies.
- Advising in relation to insurance policy claims and disputes.





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ABOUT MERIDIAN LAWYERS

Our insurance practice is recognised as one of the leading practices in Australia. We work with leading domestic and overseas insurers, cover holders, underwriters and TPAs, some of Australia's most prominent companies, a large number of professional member associations and hundreds of individual healthcare and allied health practitioners. We also act for other self-insured clients or insureds with significant deductibles.

We provide core insurance services from all of our offices. Our clients benefit from the insights we provide regarding trends occurring in the market, and from the strong relationships we have forged with leading and influential people and companies across the insurance industry. Our national network enables us to

provide a seamless service across the country. Meridian's teams in each state work closely together to ensure that the service provided by each office is of a high standard and consistent.

Our services include a range of specialist advisory, and dispute resolution services including:

- Litigation and claims management
- Drafting and advising on policy wording
- Product reviews, refinements and comparisons
- Regulatory and compliance advice
- Advice on prudential standards and governance

EXPERIENCE

Meridian's team has substantial experience in handling claims from a coverage, defence and recovery perspective.

Meridian has extensive life insurance industry knowledge in the areas of policy, regulatory, compliance, governance and claims. Our experience extends to a strong track record in managing disputed death, Total and Permanent Disablement (TPD) and income protection claims.

The team's experience in defending accident, health and personal injury claims on behalf of insurers is also extensive - ranging from routine slip and fall claims to complex catastrophic injury claims brought by quadriplegics and brain damaged claimants and pure psychiatric injuries.

Meridian's experience in sports related insurance includes managing claims on behalf of sporting associations, leisure and fitness facilities, participants and players, coaches and instructors, clubs and teams.

EXAMPLES OF EXPERIENCE

- Acting for a former Australian Rugby Union international representative player in a Total Permanent Disablement claim after he was forced to retire due to recurrent neck injuries and diagnosis of a congenital infirmity.
- Advising an Australian life insurer in a Total Permanent Disablement claim lodged by a senior member of an outlaw motorcycle club following a motorbike accident which was alleged to have made the insured unable to work in the security industry. Issues included non-disclosure and causation.
- Advising a leading Australian life insurer in a claim by a policyholder seeking interest under section 57 of the Insurance Contracts Act 1984 (Cth) by reason of the delay in payment of the policyholder's claim.
- Advising a major financial planning organisation in a range of life insurance claims, including 'switching' claims involving issues of non-disclosure and loss of life insurance benefits.
- Advising a management liability insurer of a business which failed to inform an employee that it had discontinued a staff group life policy. The key issue was whether, if so informed, the staff member (who developed lung cancer) could have obtained replacement life insurance cover.
- Advising the trustee of a Self-Managed Superannuation Fund about the fund's entitlement to claim following the disappearance and presumed death of the life insured. Issues included proof of death, application of suicide exclusion and non-disclosure of fraudulent activities.

Acting for numerous sporting clubs and associations in personal injury and management liability claims, including:

- Acting for a state cycling association in a claim involving serious spinal and brain injuries suffered by a teenage participant in a velodrome fall.
- Representing soccer and AFL clubs and associations in personal injury claims arising out of alleged defective playing surfaces.
- Acting for operators of gymnasiums in claims arising out of alleged negligent training services and defective exercise equipment.
- Representing sporting associations and clubs in management liability matters including in respect of the expulsion of members and employee fraud.



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EXAMPLES OF EXPERIENCE

Tramposch & Partner operates a boutique law firm specialising in insurance law with offices in Innsbruck, Vienna and Eisenstaedt, offering legal consultation and representation all over Austria. Currently, about half of the insurance work is done for Austrian insurance companies, while the other half is done for insurers from abroad. We are proud to be part of Insuralex, a group created by independent law firms that specialise in Insurance and Reinsurance coverage, defence, litigation and all other related legal services.

- Advised and represented A&H insurance company after plane crash near Innsbruck with five fatal injuries.
- Represented four times Olympic athlete and former runner up of the world championships (wrestling) in respect of a claim involving sporting injuries.
- Represented the plaintiff before the Austrian Supreme Court in a cross-border case relating to coverage issues arising from partial disablement.
- Represented the plaintiff before the Austrian Supreme Court in a case related to an invalidity pension.
- Advised a multiple national Medallist (wrestling) on an A&H insurance claim relating to a shoulder injury.
- Constantly representing and advising Life and A&H insurance companies on coverage issues, insurance policy interpretation, legal issues arising from (partly) unpaid premiums and claims management.



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AREAS COVERED

- Bodily injury/ accidental cause issues
- Broking issues
- Child cover
- Contingency insurance
- Critical illness
- Fraud prevention and detection in insurance matters
- Health insurance
- Life assurance

- Mediation
- Mental capacity
- Permanent total disablement
- Personal Accident/accident & sickness
- Reinsurance disputes
- Sports-career ending injuries
- Terminal illness
- Travel coverage issues including legal expenses and personal liability.

EXAMPLES OF EXPERIENCE

- 2000 Mont Blanc Tunnel fire disaster- transaction
- 1989-1992 Chinese herbs which lead to kidney failures on an international scale
- 2004 Ghislenghien gas explosion
- 2016 Terrorist attack in Zaventem Airport

We are also experienced in medical liability and work for many hospitals; personal injury; traffic accidents; sports litigation; industrial liability; construction law. All the lawyers in the firm work on those cases.

SAJIC

LAW FIRM



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EXAMPLES OF EXPERIENCE

- Advising insurance companies in the area of corporate management and regulatory issues.
- Representing domestic insurance companies before the regulatory authorities of Bosnia and Herzegovina.
- Advising and representing insurance companies in proceedings before the BiH Competition Council, as well as in connection with the application of international regulations and European Commission decisions in the area of competition law.
- Advising and representing foreign investors interested in entering the insurance market of Bosnia and Herzegovina.
- Representing a considerable number of domestic insurance companies (defendants) in proceedings for damages.
- Representing foreign insurance companies before the courts in Bosnia and Herzegovina in proceedings for the compensation of recourse damages.
- Representing foreign insurance companies before courts in Bosnia and Herzegovina in procedures for the recognition of foreign court decisions, as well as in enforcement procedures.
- Advising and representing individuals and entities on insurance rights, i.e. rights from an insurance policy, the procedure for recognising the corresponding rights and finally representing them in court proceedings.

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EXAMPLES OF EXPERIENCE

Pinheiro Neto's insurance practice is noted for its involvement in innovative and challenging regulatory and transactional matters, specially required for life, health and performance products. The team also counts on the firm's multidisciplinary approach to act for some of the most prominent insurance companies on high-profile transactions and disputes.

With experience in regulatory matters, licensing, sale and distribution activities, clinical trials, GMO R&D and technology transfer, Production Development Partnership (PDP), access and control of prices, National Immunization Program, good practice certification, promotion of regulated products, recall of products, search and access to genetic resources of Brazilian biodiversity, we provide counsel on several fields, including:

- Pharmaceuticals
- Medical products and equipment
- Diagnostics
- Digital health
- Hospitals
- Health professionals
- Biotechnology
- Startups

Selected examples of experience:

- Advised globally known pharmaceuticals and biotechnology corporation on the insurance matters related to the COVID-19 vaccine supply for the Brazilian Federal Government.
- Handled a recent leading case which involved a discussion about fraud (credit granted to people that were about to die due to terminal diseases) and premium readjustment trigger, alongside discussion on coverage termination due to the assignment of the respective credits to third parties.
- Advises insurtechs in the structuring and implementation of business/products to offer life and benefits support to drivers of gig economy platforms.

EXAMPLES OF EXPERIENCE

- Advised involved parties in the migration of a life insurance portfolio of a Bancassurance operation that was then re-packed with new clauses and no claim derived therefrom.
- Handled a dispute related to life insurance policies of circa 1.5 million individuals that involved banking credit lines and associated life insurance coverage.
- Advised Caribbean insurers in handling relevant claims under Brazilian life insurance policies.
- Regularly advises local insurers in respect to life insurance coverage in both consultancy and litigation.

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PRACTICE AREAS

Zuber & Company LLP specialises in all areas of insurance defence and coverage issues in Canada and the U.S.A. Examples of sports related experience include:

- Preferred counsel in Ontario for a Golf Courses business and is regularly retained for all bodily injury claims at the golf courses, including incidents involving (but not limited to) golf carts, wayward patrons and trip and fall incidents.
- Acted on behalf of a municipally owned baseball diamond in relation to an incident where the plaintiff fractured his ankle while playing summer league baseball.
- Represented a recreation complex which was being sued in relation to an incident where the plaintiff sustained a broken nose during a pick-up basketball game.
- Retained by a major North American golf retailer in relation to litigation stemming from a product liability dispute involving an eye injury while a plaintiff was using a golf club.
- Acted on behalf of a well-known fitness facility where a plaintiff was injured through the improper use of gym equipment.
- Represented a recreation complex where a coach slipped and fell in the bench area during an ice hockey game, sustaining a wrist fracture.
- Acted on behalf of playground equipment manufactures related to claims where a plaintiff had been injured while using a swing set and monkey bars.
- Involved in litigation where a lawsuit was commenced in connection to a brawl during a men's league hockey game.
- Involved in construction litigation related to renovations at a ski hill where neighbouring properties were damaged.

We offer a full range of services including Property and Casualty insurance; COVID-19 related claims (including Class Action lawsuits, along with long-term care facilities); Personal injury litigation; Insurance coverage opinions and disputes; Fraudulent insurance claims; Subrogation; Professional Negligence; D&O Claims; CGL and homeowner's policy claims; Construction liens; Environmental claims (with a particular expertise in defending claims involving oil spills, tank manufacturing product liability and gas explosions); Cargo and Freight Losses as well as Tavern, Liquor and Social Host liability.



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EXAMPLES OF EXPERIENCE


External counsel for insurer specialised in health insurance.


- Coverage dispute litigation in health insurance on behalf of several insurers of the local Chilean market.
- Advising local insurers on international travel insurance coverage disputes, related to health and fatalities coverage.


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EXAMPLES OF EXPERIENCE

- Advising regarding contractual, corporate and regulatory matters. Providing claims advice.
- Representing foreign reinsurance companies;
- Providing representation at the Financial Superintendence of Colombia.
- Advising on the implementation of insurance distribution programs.



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EXAMPLES OF EXPERIENCE

- Advised American life insurer on licensing, product development and claims involving life and A&H insurance.
- Advising a regional insurer based in Panamá on licensing, product development and claims involving life and A&H insurance.
- Advising a Spanish re/insurance group on licensing, product development and claims involving life and A&H insurance.
- Advising an insurance company on licensing product development and claims involving life and A&H insurance.
- Advising a German reinsurer on a reinsured aviation claim involving injury and death to passengers.
- Advising a Swiss reinsurer on a reinsured death claim involving an Airbnb property.
- Jointly with Carter Perry Bailey advising a Costa Rican insurer, on an accident claim involving a U.K. national for injuries suffered while on vacation at an insured resort in Costa Rica.
- Advising a taxi company on insured claims for death and injury to passengers and third parties.
- Advised Panamanian insurance group company on all insurance, M&A and regulatory matters relating to its acquisition of a portfolio of life and health insurance products in Costa Rica.



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EXAMPLES OF EXPERIENCE

SCP SOULIE & COSTE-FLORET is a French mid-sized firm (4 partners and 10 associates) mainly specializing, for the last 35 years, in contentious insurance and civil liability matters, as well as non-contentious matters and transactions.

Within this specialty, we have particular know-how in the field of personal injury compensation.

In the particular field of Life and A&H, we can give the following examples:

GREAT DISASTERS

- Management in the 2000s of the Mont Blanc Tunnel fire disaster in an international Franco-Italian context - transaction concluded with victims' associations.
- During the same period, management of the AZF explosion in Toulouse with more than 2,000 victims (dead and injured) - management of expert appraisals and settlement negotiations.
- Disaster of ALLINGES (school bus cut in half by a train).
- PIP breast prosthesis disaster.

The 4 cases mentioned were followed up on the civil level, but were also handled within the context of the criminal trial.

OTHER SPECIALTIES

- Medical liability for error (defense of many doctors or clinics).
- Personal injury in traffic accidents.
- Occupational accidents (in particular, management of more than 100 claims for compensation for employees of a large organisation (a subsidiary of a petroleum group)).

- Life insurance (management of numerous disputes, particularly on warranty issues).
- Sports (we are the lawyers for the insurer of the Ligue Nationale Française de Football Professionnel (French National Professional Football League) and follow up the players' claims for compensation).
- Travel insurance: Management of more than one hundred cases in the last 10 years, including fault coverage, warranty issues and personal injury compensation.
- Personal injury accidents, particularly in stores.



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Several Lawyers	Dealing with sport aspects in their labour law practice or are members of sport arbitration courts.		

EXAMPLES OF EXPERIENCE

Examples of experience:

- Review of A&H policies for foreign soccer player engaged by German soccer club.
- Broad experience with A&H/Contingency policies for entertainment events. These policies cover the costs or loss of an event or production (e.g. a concert tour, a movie production) in case of cancellation because of death, illness or accident.
- Broad experience in German sports law especially with deep contacts to the German soccer-league. A very important case with relevance for the whole branch has been won by Dr. Menke. Dr. Tischler is member of the arbitration court of Deutscher Fussballbund (DFB).

Heuking has been announced as Leading Law Firm for sports law (Wirtschaftswoche, 11 February 2022).



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Partner

y.pantelidis@pdlawoffices.gr

Lawyer Name	Experience/Level of qualification	Telephone No	Email Address
Anastasia Tsimplaki	Senior Associate/Mediator	See above	

EXAMPLES OF EXPERIENCE

The law office, and Ioannis Pantelidis personally, have experience in the following:

- Ioannis Pantelidis has been “liquidator” of the life portfolio (2010-12) of a (2nd) life insurance company.
- We have handled many (hundreds) of cases (traditional life policies, investments, accidents etc).
- We continue to handle similar cases for 4-5 insurance companies (in Greece there are 10).
- We have cooperated in Bancassurance matters.

In sport:

- We handle many cases in travel insurance etc;
- We have prepared policies (life, A&H, Bancassurance etc) and prepared for GDPR.

In practice, we have worked for many insurance companies (established or in FOS) for more than 35 years.

Anastasia Tsimplaki is a mediator.

**STUDIO LEGALE
GIORGETTI**



STUDIO LEGALE GIORGETTI (SLG)



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Alessandro P. Giorgetti

Managing Partner
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Alessandro Bruzzone	Junior Associate	+39 025 457 734	alessandro.bruzzone@giorgettilex.com

EXAMPLES OF EXPERIENCE

Life: SLG has handled a few life insurance cases connected with deaths in major airline disasters.

Accident: PA cover (temporary and permanent disability). Travel cover, including repatriation of the injured for treatment or on death repatriation of the body so it can be buried in the home country, when the incident occurs abroad. SLG has extensive experience in Personal Accident insurance in general - ranging from drafting or reviewing wording, advising and defending false or fraudulent claims.

Health: Health Insurance in Italy is not really developed and usually is related to the portion of medical bills that is not paid by the National Health Service or for private fast-track specialist visits, exams or treatments. Most policies include optional limited cover for loss of earnings (polizza di indennità giornaliera) if you are unable to work for a period after an illness or accident. Notwithstanding that, SLG, in the past, has handled a few cases of Health Insurance coverage denial due to false declarations about pre-existing medical history.

Sports: SLG has experience in sports related insurances, from cancelation to pure contingencies cover regarding premiums for a team winning a particular competition or prizes for winning medals at Olympic games, World/European Championship and similar events. SLG has extensive experience of Accident & Medical Participant Protection plans in connection with basketball/football/rugby/volley players (pure PA including Death & Dismemberment Benefit, Career Ending Insurance or special arrangements for top players), as well as the Team's Commercial General Liability and optional Abuse/ Molestation Liability Coverage. In this respect, we have also some limited experiences in providing Insurance Bonds for the Teams registration at the Italian Championship and as collateral in the acquisition or employment of top players.

Entertainment: SLG has experience in Entertainment-related insurances as General or third-party liability, E&O, Tenants' and Users' Liability, Equipment Floater, Negative, Film and Videotape Coverage, Cast Insurance and the most common Cancellation and Non-Appearance covers.

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Tomoki Debari

Partner

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Lawyer Name	Experience/Level of qualification	Telephone No	Email Address
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FIRM OVERVIEW

AMT is a one-stop legal services provider for the insurance and reinsurance market, including joint-ventures and formation of business alliances in the Asian market such as China and India, advising on regulatory/ compliance, product development and drafting and claims handling.



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Alberto Balderas Fernández

Partner

lbalderas@jaureguiydelvalle.com



Lawyer Name	Experience/Level of qualification	Telephone No	Email Address
Alberto Balderas Fernández	Mr Balderas is a partner at Jáuregui y Del Valle, S.C., and specialises in securities law, finance, project finance, asset securitization, banks and banking, fintech, renewable energy, mergers and acquisitions, foreign investment, pension fund investments, pension plans, telecommunications law, corporate finance and insurance and reinsurance. Mr. Balderas' experience has helped position our Reinsurance Practice among the few and most experienced in the country.	+52 55 5267 4500	lbalderas@jaureguiydelvalle.com

Lawyer Name	Experience/Level of qualification	Telephone No	Email Address
Luis Carballo Balvanera	Mr Carballo is a partner at Jáuregui y Del Valle, S.C. he is a Tax Lawyer with outstanding expertise and a lengthy career in Tax Litigation and Arbitration. He leads our Dispute Resolution practice, within which he has handled different cases from the Insurance and Reinsurance Industry, having as a client a large worldwide insurance company.	+52 55 5267 4500	 lcarballo@jaureguiydelvalle.com
Iñigo Sañudo Conesa	Mr Sañudo leads the firm's Criminal Law practice. He has wide experience advising clients on highly important insurance and reinsurance matters - this includes arbitration and litigation.	+52 55 5267 4500	 isanudo@jaureguiydelvalle.com

EXAMPLES OF EXPERIENCE

The Insurance and Reinsurance practice of Jáuregui y Del Valle, S.C. ("JDV") has been advising and representing national and multinational leading insurance and reinsurance companies in Mexican and Latin American related matters for over 20 years.

EXAMPLES OF EXPERIENCE

The Insurance and Reinsurance practice encompasses a wide range of regulatory, organisational, operational, transactional and claims-related matters, both day-to-day and for special projects, including:

- Representation of Mexican insurance companies (including subsidiaries of major multinational insurers) in corporate and regulatory matters, including licensing, financial and solvency regulations, investments, corporate governance, anti-bribery and anti-money laundering measures, compliance and reporting and general operational requirements.
- Representation of foreign insurers in the establishment of their Mexican operations and in the acquisition of and joint ventures with, Mexican insurance companies, including performing extensive due diligence work, obtaining necessary regulatory approvals, drafting and negotiating agreements and performing tax, real estate labour, securities and other legal analysis required as part of an acquisition.
- Advising on cross-border trade in insurance and insurance-related services
- Representation of Mexican insurers in a variety of day-to-day and high-end operational matters.
- Product development including, among others, direct marketing arrangements with major Mexican credit card operators and retailers, implementation of reinsurance arrangements and broker incentive plans, drafting and negotiating agreements with hospitals for medical attention under health and accident insurance, implementation of foreign currency coverages, and, in general, development and registration of policy forms for all types of coverages.
- Advising on claims and coverage issues.
- Participation in national and international insurance and reinsurance arbitration and litigation as arbitrators, Mexican counsel and experts on Mexican insurance laws and
- General regulatory, transactional and corporate work for foreign reinsurers and Mexican insurance-related entities.

The Firm is a leader in advising its clients on the functional aspects of insurance operations and is experienced in dealing with administrative authorities such as the Ministry of the Treasury and Public Credit, the Ministry of Health, the National Insurance and Bonding Commission, the National Commission for the Defense of Users of Financial Services, the National Commission of Foreign Investments and the National Anti-trust Commission.

JDV represents a life insurance group of companies on an ongoing basis in Corporate, Corporate Governance, Regulatory, Anti-money Laundering, Compliance, Litigation, Transactional and Product Development Matters, in the acquisition of Insurance Portfolios and Mergers & Acquisitions.



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Carlos Sucre Levy

Managing Partner
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Lawyer Name	Experience/Level of qualification	Telephone No	Email Address
Carlos Sucre Levy	Managing partner, with more than 25 years' experience advising banks and insurance companies regarding regulatory and administrative matters, structuring, review and negotiation of financial contracts and guarantees.	+507 204 7989	carlosivan@sucre.net
Jorge A. Olivarida	Partner with vast experience in Insurance and Reinsurance Law. Advises local and international insurance and reinsurance clients on regulatory matters, M & A, as well as on insurance corporate and contractual matters.	+507 204 7928	jolivardia@sucre.net
Christie Arias	Associate with an excellent experience in Insurance and Reinsurance Law. Advises local and international insurance and reinsurance clients on regulatory matters, M&A, as well as on insurance corporate and contractual matters.	+507 204 7921	carias@sucre.net
Andres Castro	Associate with expertise in banking law, real estate and Insurance and Reinsurance Law.	+507 204 7928	acastro@sucre.net

EXAMPLES OF EXPERIENCE

Since our foundation in 1969, we have worked as lawyers for insurance and reinsurance companies in Panama, obtaining a recognised local and international prestige.

During our early years we represented local insurance companies, which were soon followed by international insurers, reinsurers and adjusters. Currently, a large number of insurance and reinsurance companies in the fields of life, accident, health, casualty and surety, among others, are part of our clients.

Examples of the services that we offer to our clientele in these areas of practice include:

To represent our clients before the Superintendence of Insurance and Reinsurance of Panama in procuring licences for local or international insurers, reinsurers and brokers, allowing them to legally operate in our country; the review and drafting of insurance policies and coverage notes, legal advice, counselling on all types of insurance and reinsurance inquiries, mergers and acquisitions, as well as the legal representation in litigious and contentious matters. Our Litigation Department has vast experience on all type of litigation and arbitration proceedings.

After the enactment of the current Insurance Law that requires foreign reinsurers and brokers without physical presence in our country, to register with the Superintendence of Insurance and Reinsurance of Panama, SUCRE|ARIAS|REYES represents the interests of more than fifty of these companies.

Our team of lawyers has vast up-dated experience on matters related to the insurance and reinsurance market to ensure the best advice to our clients. Currently our firm is recognised by A.M. Best as “Best's Recommended Insurance Attorneys, General Defence” in Panama.



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ABOUT US

OSTERLING brings 30+ years of experience advising the insurance industry in the specialities of life, protection, and A&H, both in contentious and non-contentious matters as well as in regulatory aspects. We are consistently acknowledged as the undisputed leading (re)insurance law firm in Peru.

EXAMPLES OF EXPERIENCE

Contentious

- Appointed by a major local insurer to defend a leading Peruvian soccer team in a trial in which the plaintiffs claimed the enforcement of insurance coverage arising from the sudden death of a football player during a professional league match.
- Advised a leading Peruvian insurer on settlement of a loss suffered because of a cyber-attack.
- Defended a major local clinic and leading private provider of health insurance for private sector employees in an arbitration filed for alleged medical malpractice.
- Defended the leading local insurance company in an arbitration initiated by the Peruvian Social Security Agency in which reinsurance coverage regarding occupational hazard insurance policies was claimed.
- Defended a major local insurer in a tort claim against two companies engaged in a collusive scheme to grant bank loans to people who did not comply with the requirements to the detriment of a bank that had contracted an insurance policy against this type of risk with our client.

Non-contentious

- Represented a preeminent Mexican insurance company in all procedures for its registration and qualification as a reinsurance company before the Peruvian authority.
- Worked alongside the Peruvian Insurance Companies' Association on a proposal that encompassed amendments to the text and scope of the draft regulation on information security management and cybersecurity issued by the Peruvian authority.
- Advised a major Peruvian insurer on a USD 3M contingency arising out of a difference between the policy wording and the terms of the reinsurance contract due to translation errors.
- Advised a major international insurance group with operations in the country on the adjustment of the policies of all its products to comply with Peruvian insurance authority requirements.
- Advised the Peruvian branch of an insurance company headquartered in the USA for its participation in the bidding process called by the Superintendence of Banking, Insurance and Retirement Funds to be awarded with one section of the collective insurance for members of the private pension system for the period 2021-2023.
- Represented a preeminent Japanese insurance holding in all procedures for its registration and qualification as a reinsurance company before the Peruvian authority.


EXAMPLES OF EXPERIENCE


- Represented a leading Dutch reinsurance carrier in all procedures for its registration and qualification as a reinsurance company before the Peruvian authority.
- Represented a French multinational reinsurer in all procedures for its registration and qualification as a reinsurance company before the Peruvian authority.
- Advised the Peruvian Insurance Companies Association on the bid called by the private pension funds administration companies for the contract awarding to manage disability, survival, and funeral expenses risks.




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Ricardo Meireles Vieira (PT – OPORTO)	Counsel	+35 1 22 938 94 52	rmv@belzuz.com.pt

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EXAMPLES OF EXPERIENCE

BELZUZ ABOGADOS S.L.P. is experienced in advising insurance companies in healthcare and personal injuries as well as employment disputes in Spain and Portugal. It is specialised in regulatory matters as well as litigation. BELZUZ ABOGADOS S.L.P. assumed the legal representation of several insurance companies before Spanish and Portuguese Courts with regards to insurance policy interpretation, disputes with regards to severe sickness and/or employment. In recent years, BELZUZ ABOGADOS S.L.P. has assumed the defence of international insurance companies in litigation before the Spanish Courts, in relation to claims caused by defective products and derived patrimonial liability, especially in the field of health civil liability.

BELZUZ ABOGADOS S.L.P. is also experienced in advising travel insurance companies as well as insurance mediators, contract drafting and/or interpretation.

We have been advising in life, protection and A&H for more than 20 years on contentious and non-contentious matters.

- Bodily injury/accidental cause issues.
- Broking issues.
- Contingency insurance.
- Corporate governance.
- Critical illness.
- Data protection/Freedom of Information.

EXAMPLES OF EXPERIENCE

- Employment related issues.
- Event cancellation.
- Life assurance.
- Permanent Total Disablement.
- Personal Accident/ Accident & Sickness.
- Policy drafting and interpretation.
- Registration and authorisation.
- Regulatory and compliance.
- Terminal illness.
- Travel coverage issues including legal expenses and personal liability.

Contentious

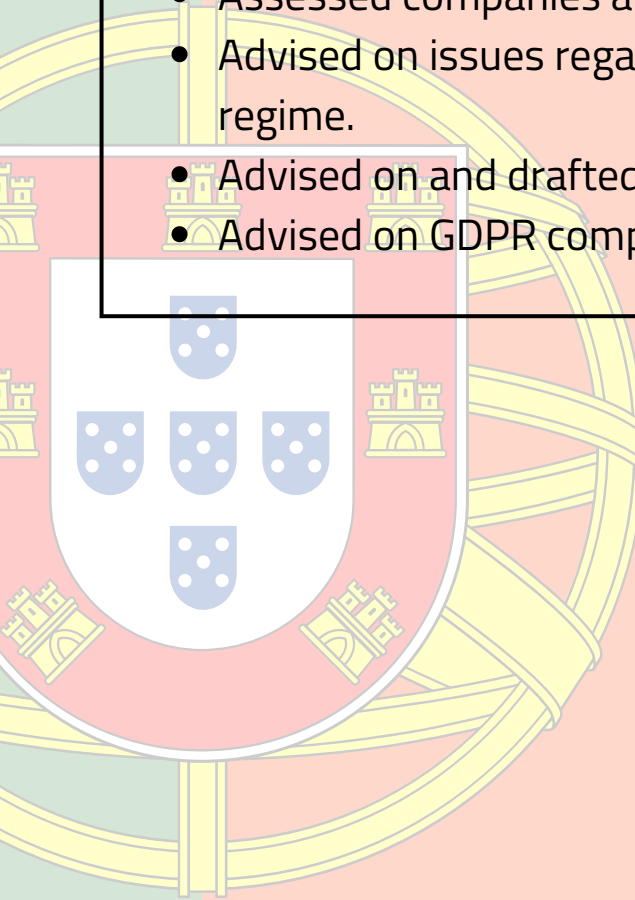
- Represented different insurance companies regarding the interpretation of healthcare and accidents insurance policies as well as acting on behalf of the insurance companies in insurance disputes.
- Advised companies regarding employment related issues, as well as sickness related insurance policies.
- Provide coverage advice and a monitoring service of an international worldwide network of lawyers in respect of legal expenses and personal liability claims relating to group and individual travel policies.
- Frequently asked to advise on claims management in the context of the particular cover, regarding complex medical conditions.
- Assumed the defence of international insurance companies in lawsuits related to defective products and health civil liability.

Non contentious

- Advised several insurance companies in interpreting A&H insurance policies.
- Experienced in advising insurance companies regarding drafting and interpreting healthcare policies.

EXAMPLES OF EXPERIENCE

- Drafted individual life and critical illness policy.
- Assessed companies and particulars regarding travel coverages.
- Advised on issues regarding broking: legal framework, including authorisations and registration of new insurance brokers and European free of service regime.
- Advised on and drafted a Terms of Business Agreement between life intermediaries and insurers.
- Advised on GDPR compliance of intermediaries and life insurance companies.





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Laura Manz

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Lawyer Name	Experience/Level of qualification	Telephone No	Email Address
Christoph Frey	More than 25 years of experience in providing coverage advice and in defending the insurers' interests in bodily injury cases as well as in litigation against insurers in compulsory and personal accident matters. Support and guidance to insurance industry in complex personal injury cases and coordination issues concerning private and social insurance fields of practice All fields of PI, products liability and motor vehicle liability	See above	christoph.frey@kellerhals-carrard.ch

Lawyer Name	Experience/Level of qualification	Telephone No	Email Address
Martin Molina	Partner, Head of arbitration and international litigation	See above	martin.molina@kellerhals-carrard.ch
Laura Manz	Senior Associate. Laura Manz is an experienced litigation lawyer and Certified Specialist SBA Tort and Insurance Law. Her main focus is on insurance and liability law, commercial contract law and sports law.	+41 58 200 30 25	laura.manz@kellerhals-carrard.ch

EXAMPLES OF EXPERIENCE

Kellerhals Carrard is your point of contact for insurance and liability law. A large team of specialists and litigation attorneys will support you with their long-term industry experience and pragmatic solutions. We advise and represent insurance companies, reinsurance companies, insured and liable companies, brokers, interest groups, professional liability persons, responsible bodies and supervisory authorities.

Moreover, Kellerhals Carrard is one of the most specialised sports law firms in the world. Its activities cover all areas of sports law, including litigation and commercial matters.

For more details on the tremendous track-record in sports law: [Sports Law — Kellerhals Carrard \(kellerhals-carrard.ch\)](https://www.kellerhals-carrard.ch/sports-law)

EXAMPLES OF EXPERIENCE

Kellerhals Carrard also advises on complex personal injury, as well as liabilities with regard to new technologies (such as cyber and artificial intelligence). Our other skills include:

Social insurance law

- Representation of accident and daily sickness allowance insurance.
- Health insurance companies.
- Occupational pensions, in particular support in drawing up regulations (such as pension, partial liquidation, organisational and investment regulations).
- Management of pension funds.
- Support of compensation funds.
- Advising pharmaceutical and medical device manufacturers as well as hospitals and doctors, etc. on issues relating to remuneration and reimbursement within social health insurance.

Regulatory legislation

- Advice and assistance in setting up insurance companies or branch offices.
- Setting up and structuring investment products.
- Representation in FINMA proceedings.
- Legal clarifications and expert opinions for insurance companies, associations and brokers on regulatory issues.

Private insurance law

- Claims settlement in all insurance divisions.
- Representation in state courts and arbitration tribunals.
- Contractual arrangements in the field of direct insurance and reinsurance.
- Coverage and liability analysis.
- Recourses.
- Analysis of national and international insurance programs.
- Support in the development of insurance products.



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Robert Harrison	Consultant	+44 (0) 797 456 4250	robert.harrison@cpblaw.com
Dean De Cesare	Senior Associate	+44 (0) 203 697 1912	deandecesare@cpblaw.com
Lisbeth Poulsen	Solicitor (E&W) & Foreign qualified lawyer (Denmark)	+ 44 (0) 203 697 1905	lisbeth.poulsen@cpblaw.com

AREAS COVERED

- Bodily injury/accidental cause issues
- Bancassurance
- Broking issues
- Child Cover
- Contingency insurance
- Corporate governance

- Critical illness
- Data protection/ Freedom of Information
- Employment related issues
- Event cancellation
- Fraud prevention and detection
- Health insurance

- Income protection
- Life assurance
- Loss of licence (e.g. pilots)
- Mediation
- Mental Capacity
- Ombudsman referrals
- Part VII Transfers and run-off
- Permanent Total Disablement
- Personal Accident/Accident & Sickness
- Policy drafting and interpretation
- Registration and authorisation

- Regulatory and compliance
- Reinsurance disputes
- Sports/ career ending injuries
- Terminal illness
- Travel coverage issues (including Overseas LE and Personal Liability)
- Treaty drafting and interpretation
- Trusts
- Waiver of Contributions
- Waiver of Premium

EXAMPLES OF EXPERIENCE

Coverage / Contentious:

Reinsurance

- Represented reinsurers on allocation and aggregation issues arising from the 9/11 terrorist attacks in USA.
- Advised on disagreements between insurers and reinsurers including fatal helicopter crash in Ecuador and pattern of early child Critical Illness claims.

Life

- Advised reinsurer regarding Euro 7m life assurance claim after the apparent sudden cardiac death of an overseas business man who died in suspicious circumstances during an overseas business meeting.
- Represented insurer in High Court life assurance claim involving an alleged Bollywood actor, who was believed to be a fictitious character created by the Claimant for the purposes of fraud.

- Advised several insurers in relation to Freezing Orders regarding the life policy proceeds over £1M in the context of embezzlement proceeds against the life assured's Estate. The life assured had disappeared in his light aircraft, having a pattern of building up business debts across several continents.
- Life claims and attempted murder claims involving consideration of the effects of biological agents/poisons or suspicion of conventional medicines being administered with fatal consequences.
- Advised several life and PA insurers regarding fraudulent fake disappearance/ death claim arising from the 2004 Boxing Day Tsunami, which was suspected of being pursued to raise funds for a militant organisation.
- Advised on liability to pay any proceeds of policy monies and the validity of trust arrangements in the context of the suspected murder of a wife by her husband.

Critical Illness

- Represented insurer in respect of Critical Illness (Permanent Total Disablement benefit) claim for £750,000 regarding a dentist who stated that he developed fibromyalgia after a stationary rear shunt RTA at 5mph.
- Advised on drafting and interpretation of various critical illness definitions and exclusions in the context of regular reviews of industry standards, taking into account advances in medical knowledge and practices.

Income Protection

- Advised income protection (and life insurers) regarding mental capacity issues relating to cancellation of cover or failure to pay premiums (including scenarios where the person has subsequently committed suicide) and a person with affordability issues who has subsequently been diagnosed with a brain tumour.
- Experienced in advising on Group and Individual income protection claims in relation to a wide range of occupations and psychological/physical illnesses and injuries, with particular expertise in relation to dentists, solicitors and pilots.

Personal Accident (including Sport)

- Advised on "courting of risk" principles in respect of a Personal Accident policy sailing fatality.
- Represented the Personal Accident insurers in respect of a £1M PTD claim by a Formula 1 racing driver based in Monaco.
- Advised on coverage issues in respect of a claim involving a sporting injury to an international basketball player.
- Experienced in handling Personal Accident and suicide claims in relation to current and former armed forces personnel and security/ close protection officers.

- Advised PA insurer regarding PTD claim of security manager injured during terrorist bomb blast in Mali that involved cardiac symptoms, PTSD and loss of hearing.

Travel Coverage

- Provide coverage advice and a monitoring service of overseas lawyers in respect of legal expenses and personal liability claims relating to group and individual travel policies, including in particular skiing incidents and education related cover (teachers and students).
- Travel insurance coverage issues arising from increased security risk and emergency evacuation.

Financial Ombudsman Service

- Experienced in advising on Ombudsman referrals and liaising with the adjudicators and Ombudsmen at various stages of the complaint resolution process.
- Represented Friendly Society in the first successful High Court case to proactively set aside an Ombudsman decision (as an alternative to applying for Judicial Review) and obtained a finding that both the Society and the FOS had been defrauded by the insured person in respect of the income protection claim.

Fraud

- Experienced in preparing and referring cases to IFED and Action Fraud in respect of suspected fraudulent insurance claims (UK related and global).
- Advised on many overseas death claims where misrepresentation of residency at the time of the application as well as intentions to travel to higher risk countries is investigated. The circumstances of these suspicious deaths often appear to involve family and overseas financial disputes and sometimes involve suspected contract killing.

Medical Conditions, range of

- Frequently asked to advise on causation, insurance policy interpretation and claims management in the context of the particular cover, regarding complex conditions such as fibromyalgia, complex regional pain syndrome, chronic fatigue syndrome, non-freezing cold injury (NFCI), functional neurological disorder (FND), traumatic brain injury (TBI) and cardiac conditions.

Financial Adviser related

- Advised on disputes between insurers and financial advisers including claw-back issues.

Non-contentious:

Regulatory

- Advised Bermudian Reinsurer on permitted activities from the UK branch relating to new business proposals involving pandemic issues.
- Obtained advice from a US lawyer regarding a suspected licensing breach in respect of life assurance for US expatriates by a Lloyd's Syndicate and assisted with communications with the Lloyd's Compliance Office.
- Advised on FCA registration.
- Advised on Part VII Transfers.
- Advised on the setting up of a Friendly Society, its insurance contract and reinsurance protections.
- Advised on regulatory implications of the provision of life assurance by an unincorporated military association to its members.

Drafting/ interpretation

- Advised on drafting and interpretation of Sports related A&H cover.
- Advised on interpretation of Waiver of Contribution cover relating to a national rugby player.
- Drafted individual life and critical illness policy and Flexible Trust Deed for Bancassurer starting UK business under passported authorisation rights. Sourced and coordinated advice from Scottish lawyers and tax specialist.
- Drafted Group Life (Approved and FURBS – as known at the time), Income Protection and Critical Illness policies and related application and claim forms, including coordinating Definitive Trust Deed updating advice from specialist Trusts counsel.
- Advised on drafting and interpretation of reinsurance treaty.
- Advised on and drafted a Terms of Business Agreement between a new life insurer and intermediaries doing direct business through its' website portal.

Data Protection

- Advised on drafting of a Friendly Society's privacy notice, claim form and application forms to ensure compliance with GDPR/ Data Protection Act 2018, and coordinated related advice from a Dublin lawyer.
- Part of global GDPR compliance project, which included drafting Special Category data protection impact assessment (DPIA) in respect of processing within the UK.

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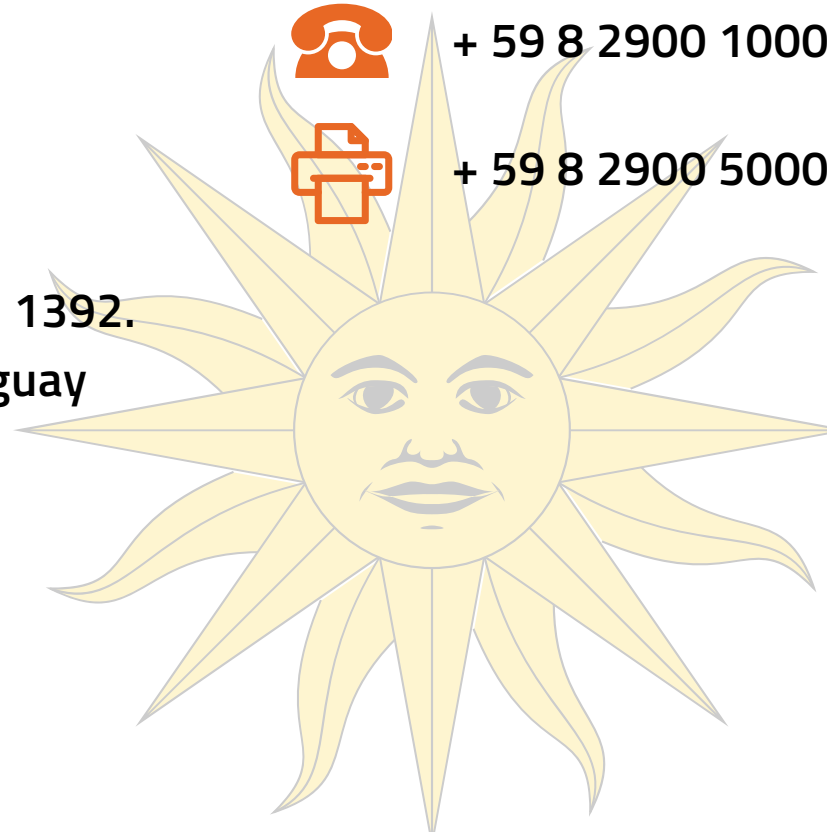
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EXAMPLES OF EXPERIENCE

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- Previously served as Director, Property & Casualty Claims, at a national property & casualty insurer.
- Has acted as an expert on claim handling and extra-contractual exposure and risks.



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