

Financial Services Industry

Impact through expertise and breadth of delivery

Introduction

As leaders in providing professional services to the banking and insurance industry, Deloitte works with clients to address a range of critical issues brought on by changes in the marketplace, be it dealing with consequences of the financial and economic crisis or grasping opportunities.

With leading expertise in wind-downs, warehousing of assets, diligences and post merger integration, restructuring of entities and good bank /bad bank splits, Deloitte provides framework, tactical teams and best practices for both governments and banking groups worldwide.

As second largest actuarial company worldwide, our cross-functional industry group provides a spectrum of actuarial, valuation, advisory, enterprise risk, tax and regulatory services to a broad range of insurance companies.

Our clients range in size from global to middle market players. We serve 18 of the 20 largest insurers in the world, 17 of the largest investment managers and all of the 20 largest global banks.

Deloitte can help you to stay ahead of your peers

Long-term success is dependent on deleveraging the balance sheet, cost efficiency, sufficient scale of operations and focus on core business, distribution power, effective risk management and pro-active response towards governance and regulatory issues.

Key issues our clients currently are facing include:

- Radical reform and expansion of regulation / supervision
- Disposal programs as result of EU rules on state aid and deleveraging balance sheets
- Increased focus on due diligences to understand all risks
- Warehousing of assets ahead of sale
- Carve-outs and good bank / bad bank splits
- Shift in valuation and risk management
- Intensifying market consolidation for specific business models

Banks and insurance companies that master all these key issues timely, will remain competitive and can maximise the value of their organisation so they can respond effectively when opportunities arise.

The Deloitte combination of deep industry knowledge and breadth of delivery capability makes us stand out in the marketplace.

More information:

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[Financial Advisory Services](#)

Risicofonds voor het Onderwijs

was sold to

Achmea Verzekeringen

September 2008

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

ING Assurantiekantoren Nederland

has sold

Sorgeloos

to **Optima Hypotheken & Verzekeringen**

May 2007

Deloitte Corporate Finance

acted as financial advisor to the vendor

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Friesland Bank Assurantiën

has sold

Aecum

to **Unirobe Meeüs Groep**

June 2008

Deloitte Corporate Finance

acted as financial advisor to the vendor

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Nationale Nederlanden

has sold

Acadium Bastion

to **Direct Holding**

September 2006

Deloitte Corporate Finance

acted as financial advisor to the vendor

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Proteq Schadeverzekeringen

a subsidiary of SNS REAAL Groep

has acquired the remaining 60% stake in

Route Mobiel

from M.G. Muller Holding and Masch Holding

June 2006

Deloitte Corporate Finance

acted as financial advisor to the acquirer

[Financial Advisory Services](#)

Achmea, Van der Werf and Hopromij

have sold **Pensioendesk Nederland**

to the management

financed by Zwitserleven and ABN AMRO

April 2006

Deloitte Corporate Finance

acted as financial advisor to the acquirer

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ABN AMRO

has sold

ABN AMRO Interbank and DMC

to **Sofinco**

July 2007

Deloitte Transaction Services

vendor due diligence services

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