

## Sarah Stephens

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Sarah is the Central Zone Leader for Marsh in the United States. In this role, she is responsible for the integrated delivery of the Marsh value proposition, driving growth, client retention, operational performance, and talent development across the 17 Marsh offices that make up the zone. Sarah is a key member of the US & Canada Executive Committee, working closely with leaders across the organization to effectively manage the business. She plays a crucial role in addressing strategic and operational challenges within the complex and interconnected structure of the company.

Previously, Sarah served as the Head of Cyber for Marsh International (ex-North America), with responsibility to drive the cyber growth and retention strategy through dedicated regional cyber risk and insurance practices, delivering cyber insurance advisory and placement to our clients around the world in coordination with our market leading cyber consulting and analytics capabilities. Sarah was also responsible for the Cyber Practice in the UK, leading the largest cyber broking team in the London market, working directly with UK-based clients and also with Marsh's global network of cyber experts to advise on cyber, technology, and media E&O (PI) risks, and deliver bespoke insurance solutions from the London market to clients around the world.

Prior to joining pre-acquisition JLT in 2015 to build a Cyber Practice, Sarah spent 12 years with Aon in a variety of roles. Sarah was Aon's Head of Cyber & Commercial E&O for the Europe, Middle East, and Africa (EMEA) Region, working with colleagues across business groups and clients in the region to identify, analyse, and drive awareness of cyber risks, exposures, and both insurance and non-insurance solutions. Previously, Sarah spent seven years with Aon's US cyber and errors & omissions practice group thinking nonstop about cyber insurance way before it was cool. Her first four years at Aon were spent in the account management group working with risk management clients and developing a keen eye for excellent client service, with a brief detour from the US in the form of a secondment to Bermuda.

Sarah received a Bachelor of Arts with Distinction from Duke University in Durham, North Carolina in 2002, and earned an Associate in Risk Management (ARM) Certification in 2005. During her tenure as a cyber risk specialist, Sarah was a regular speaker on cyber risk and insurance topics, has given evidence to the National Security Strategy Committee in the UK Parliament on behalf of Marsh, was frequently quoted in numerous publications including the Financial Times, and has been featured on both the BBC and Sky News. Sarah is passionate about furthering diversity, equity, and inclusion in the insurance industry and serves as the Executive Sponsor for the Marsh US Women's Exchange colleague resource group. Sarah's inclusion in the Business Insurance Women to Watch list in 2024, a highly selective award for senior female leaders in the insurance industry, highlights her contributions and expertise within the industry.