



## Captives outperform commercial sector

US captive insurers continue to outperform the commercial sector in most key financial measures, despite a general increase in the level of loss and loss-adjustment expenses in 2014, according to A.M. Best's market review report.

After a low level of loss in 2013, the loss and loss-adjustment expense ratio for a number of the larger captives increased in 2014, resulting in a 12-point decrease in the overall loss and loss-adjustment expense ratio.

The underwriting expense ratio has improved for the second consecutive year in 2014, surpassing the previous four years.

The five-year average combined ratio for the captive composite of 79.6 continues to compare extremely favourably with the commercial composite's average of 102.7.

Captives' operating ratio over the same five-year period has a thinner spread, with the captives generating a five-year operating ratio of 71.3, compared with 88.6 for the commercial composite.

Captives' surplus grew by \$1.41 billion (6.8 percent) with a \$325 million (19 percent) decrease in net income in 2014.

In 2014, net income was \$1.44 billion, which was supplemented by \$99 million of unrealised capital gains but reduced by \$119 million of other surplus events.

Capital contributions received by the captives during the year compensated for the dividends paid to owners, according to the report.

The decrease in net income was the result of a \$450 million (37 percent) decrease in net underwriting income coupled with a reduction in net investment income of \$20 million.

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## Strong start to 2015 for Vermont captives

The Vermont Department of Financial Regulation has licensed 14 new captives so far this year.

The new entities include seven pure captives and three risk retention groups, as well as one special purpose financial captive, an industrial insured, a sponsored captive, and an association captive.

Five of the new captives have been redomesticated from other domiciles and three of them are in the healthcare sector.

Dave Provost, Vermont's deputy commissioner of captive insurance, commented: "This strong start to the year is encouraging, considering there are more choices than ever to domicile your captive—I am glad that when companies evaluate their options that they choose Vermont."

[readmore p2](#)

## Anguilla Finance releases fast-track application

Anguilla Finance has released a fast-track application process for eligible insurance managers, as published by the Anguilla Financial Services Commission (AFSC).

The new process allows for the issuance of insurance licenses to captive insurers within one business day for eligible insurance managers approved by the AFSC.

To be eligible for the fast-track programme, insurance managers should be licensed for at least three years by the commission, have a proven track record of meeting regulatory requirements, a track record of managing captive insurance companies, and the insurance manager and the captive insurance companies under its management should have an acceptable compliance record.

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## Captives outperform commercial sector

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This was offset by increases in realised capital gains and other income of \$48 million and \$39 million, respectively, along with a \$59 million (11 percent) decrease in income taxes.

The decrease in underwriting income of \$450 million was due to a \$1.33 billion (41 percent) increase in incurred loss and loss-adjusted expenses, coupled with a \$125 million (15 percent) increase in underwriting expenses.

These were offset partly by an increase in net earned premium of \$920 million (16 percent) and a decrease in policyholder dividends of \$84 million (22 percent).

Over a five-year and a 10-year time line, captives have lower loss and loss-adjustment expense ratios when compared with commercial lines.

The typical invested asset allocation for this group of captives consisted of approximately 46 percent long-term bonds, 13 percent equities, 9 percent cash and short-term investments, and 32 percent other assets.

Most captives had minimal other investments, and a few large group captives and single-parent captives were responsible for the other asset contributions. Affiliated investments accounted for 11 percent of invested assets in 2014.

## Strong start to 2015 for Vermont captives

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Vermont governor Peter Shumlin added: "Vermont has always sought companies of the highest standards. It does not surprise me that hospital and doctors' groups are forming in Vermont in strong numbers."

Healthcare continues to be one of Vermont's most popular sectors. Currently, 96 hospital and doctors' groups have captives in the state, making it the second largest sector

for captives, trailing manufacturing, which accounts for 100 captives.

Another growth area are redemestications of captives from another domicile to Vermont. Dan Towle, director of financial services for Vermont, said: "We strongly encourage existing and new captives to perform proper due diligence when comparing domiciles. It would appear that companies are doing just that, as we are currently experiencing a very large amount of redemestications."

Newly licensed captives have been formed in the healthcare, professional services, construction, manufacturing, non-profit, education, retail, trucking and insurance sectors. Vermont is home to more than 1,000 captive insurance companies.

## Anguilla Finance releases fast-track application

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Steve Garlick, CEO of Anguilla Finance, commented: "We firmly believe that the AFSC has the ability in quality and quantity to provide the level of highly efficient service without any fear of a reduction in regulatory standards that we have been well known for."

"I would also expect that this initiative will be attractive to many large and small captive managers out there who find the current inability to process applications in a timely manner through the system, affects their ability to service their clients."

## Catastrophe losses hit \$46 billion, says Aon

Catastrophe losses hit \$46 billion during the first half of the year, according to Aon's Global Catastrophe Recap: First Half of 2015 report.

Global natural disaster losses during the first half of 2015, from both an economic and insured loss perspective, were each below the 10-year (2005-2014) average, according to the report.

# CITINBRIEF



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Preliminary data determined that economic losses were \$46 billion, dropping 58 percent from the 10-year average of \$107 billion, and insured losses were \$15 billion, down 47 percent from the 10-year average of \$28 billion.

The percentage of global economic losses that were covered by insurance was 31 percent. This is slightly above the 10-year average of 27 percent because the majority of the losses occurred in regions with higher insurance penetration, said the report.

By contrast, around 2 percent of the multi-billion-dollar economic loss from the Nepal earthquake was covered by insurance.

The severe thunderstorm peril was the most costly disaster type, comprising 33 percent of the economic loss and 49 percent of the insured loss.

It also showed a clear majority (73 percent) of the insured losses were sustained in the US due to an active winter season combined with numerous spring severe convection storm events.

The Asia Pacific region was second with 14 percent, while Europe, the Middle East and Africa was third with 11 percent of insured losses.

Steve Bowen, associate director and meteorologist in Aon Benfield's impact forecasting team, commented: "The first half

of 2015 was the quietest on an economic and insured loss basis since 2006."

"Despite having some well-documented disaster events in the US, Asia Pacific and Europe, it was a largely manageable initial six months of the year for governments and the insurance industry."

"Looking ahead to the rest of 2015, the continued strengthening of what could be the strongest El Nino in nearly two-decades is poised to have far-reaching impacts around the globe. How that translates to disaster losses remains to be seen, but something to keep a close eye on in the coming months."

## A.M. Best withdraws Iron Horse Insurance ratings

A.M. Best has affirmed the financial strength rating of "A (Excellent)" and the issuer credit rating of "a+" of Iron Horse Insurance Company.

The outlook for both ratings is stable. But A.M. Best has withdrawn the ratings in response to Iron Horse management's request to no longer participate in the process.

The ratings reflect Iron Horse's adequate risk-adjusted capitalisation, explicit parental support, experienced management team and the role it plays as a direct captive subsidiary of Chevron Corporation.

These positive rating factors are partially offset by Iron Horse's high net loss exposures, as the coverage provided tends to result in claims that are characterised as low frequency but high severity.

This is mitigated by the captive's ability to secure capital from Chevron in the event of a covered shock loss.

Iron Horse directly benefits from the attention of Chevron's experienced risk management team.

Iron Horse currently provides broad and competitive global insurance products for Chevron and its subsidiaries. The insurance needs of Chevron are supplied through the captive operations and the commercial market.

## Carey Olsen advises on infra debt fundraising

Carey Olsen has advised Macquarie Infrastructure Debt Investment Solutions (MIDIS) on the launch of its UK inflation-linked infrastructure debt fund.

The debt fund attracted total commitments of approximately £740 million at final close.

The transaction brings total awarded mandates for MIDIS's global infrastructure debt platform, which included both pooled funds and separately managed accounts, to over £2.5 billion.

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The logo for AMS Financial Group, featuring the letters 'AMS' in a large, white, serif font on a dark red background.

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A scenic photograph of a park. In the foreground, a calm body of water reflects the surrounding landscape. A small, arched bridge with a metal railing crosses the water. On either side of the bridge, there are large, mature weeping willow trees with long, drooping branches. The trees have a golden-yellow hue, suggesting autumn. The background shows more trees and a clear sky.

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Alter Domus has been appointed as administrator of the new fund.

The fund will focus on investment in investment grade, inflation-linked debt of infrastructure borrowers in the UK.

It will aim to make investments in borrowers that provide essential services to the community such as gas, electricity, water, transportation and waste disposal, as inflation-linked revenue streams are more common in these infrastructure sub-sectors.

The Carey Olsen team was led by Guernsey funds partner David Crosland and senior associate Gemma Campbell who advised on the launch alongside international law firm Linklaters LLP.

Crosland commented: "For MIDIS to have exceeded its fundraising target at a challenging time for infrastructure funding is testament to the strength of Macquarie's reputation and the unique investment objectives of the fund. With a 30-year life, the fund provides a long-term commitment to Guernsey's fund industry."

### Sirius International under review

A.M. Best has placed under review with negative implications the financial strength rating of "A (Excellent)" and the issuer credit ratings (ICR) of "a" of Sirius International Insurance Corporation and its subsidiary Sirius America Insurance Company.

A.M. Best has also placed under review with negative implications the ICR of "bbb" of Sirius International Group.

The rating action follows the recent announcement that Sirius Group's parent White Mountains Insurance has entered into an agreement with China Minsheng Investment Group (CMI), under which CMI will acquire 100 percent of the common shares of Sirius Group in an all cash transaction.

The 'under review' status reflects the uncertainties over CMI's financial strength and its long-term plans for Sirius Group, particularly regarding future underwriting risk appetite and investment strategy.

The current rating reflects its solid risk-adjusted capitalisation, which is supported by its safety reserve of £787 million at year-end 2014 and strong operating profitability.

### PartnerRe agrees sale with Exor

Italian investment company Exor has agreed a \$6.9 billion deal to buy Bermudian reinsurer PartnerRe.

Exor will acquire all of PartnerRe's outstanding common shares for \$140.5 each.

The deal includes a special pre-closing dividend of \$3 per share, for a total transaction value of approximately \$6.9 billion.

The agreement includes a 'go-shop' period to allow the PartnerRe board to solicit and evaluate any competing offers up until 14 September. It is also subject to shareholder approval.

Jean-Paul Montupet, chairman of PartnerRe, commented: "We are pleased to reach this agreement with Exor, which we believe is in the best interest of our shareholders."

"Since Exor made its initial offer to acquire the company in April 2015, the PartnerRe board has been focused on maximising value for our shareholders while positioning PartnerRe for long-term success."

"We have carefully and thoroughly evaluated each development over the past several months, and believe that this approach was critical to delivering a transaction that represents [an] improvement in the price and terms of Exor's original proposal."

John Elkann, chairman and CEO of Exor, welcomed the deal: "Today's agreement is very positive for PartnerRe and Exor. Under our stable and committed ownership, PartnerRe will continue to develop as a leading independent global reinsurer."

"Exor looks forward to working with the board of directors and the management of PartnerRe to ensure a successful path forward. I would like to thank our fellow shareholders for their continuing support over recent months."

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## NAIC increases efforts to tackle cyber security issues

The National Association of Insurance Commissioners (NAIC) is increasing its efforts to tackle cyber security issues.

The NAIC recently adopted guiding principles for cyber security and developing new reporting requirements for insurers to better track cyber insurance policies issued in the marketplace.

Three additional initiatives have been designed to help protect consumer information and educate the public about cyber risks.

The NAIC's cyber security task force released a Consumer Cybersecurity Bill of Rights draft recently for public comment. The bill of rights is intended to set standards for helping consumers if their personal information is compromised.

The task force expects to adopt these standards within the next 30 days.

The cyber security task force is also coordinating with state insurance regulators to conduct examinations of insurance companies to verify that companies are taking appropriate steps to protect sensitive data, including confidential personal information.

The NAIC is also co-sponsoring a forum, Cyber Risk Management and Insurance, with the

Center for Strategic and International Studies (CSIS) in September in Washington DC.

Cyber experts, policymakers and business leaders will discuss cyber risks faced by American businesses and consumers, and how best to manage those risks.

Monica Lindeen, NAIC president and Montana insurance commissioner, said: "Ramping up our efforts in this critical area will help state insurance departments better address both the threat and responses to cyber breaches."

"Understanding what regulators, consumers and companies can do to craft best practices will help minimise the impact on insurance consumers and the insurance industry in the long term."

Adam Hamm, North Dakota insurance commissioner and cyber security task force chair, commented: "Since before the first major breach of an insurer, the NAIC has been at the forefront of cyber issues."

"We will continue our work at the NAIC to protect consumers and support efforts to improve cyber security in the insurance sector."

## AmTrust signs up to ReMetrica

Aon Benefield has licensed ReMetric for Life Health and Pensions, Aon Benfield's risk and capital modelling platform, to insurer AmTrust at Lloyd's.

The platform enables insurers to perform 'what if' analyses and assess the impact of underwriting new lines of business with different pricing and reinsurance options.


In addition, as an existing user of the general insurance version of ReMetrica for its internal capital model, the new components for life, health and pensions mean that results from both its life and non-life businesses can be aggregated for a holistic view of its capital positions.

ReMetrica for Life, Health & Pensions, which was launched in January, evaluates the risks of long-term products to more accurately shape reinsurance purchases, predict cash flow and analyse financial strategies.

George Sweatman, chief risk officer for AmTrust at Lloyd's, commented: "ReMetrica's proven track record with AmTrust meant we were keen to adopt its Life, Health & Pensions edition as our business needs evolve."

"The platform was quick to integrate and easy to use which has allowed our actuaries to be self-sufficient and undertake more insightful analysis. This will also, crucially, allow us to model our life and non-life liabilities together seamlessly."

Irfan Akhtar, head of development for ReMetrica for Life, Health & Pensions, added: "These new components employ a sophisticated but



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simple-to-use interface so insurers can quickly and efficiently set-up models. As part of the support package, our life actuaries managed the data conversion process from AmTrust's existing system to ReMetrica."

## Enel Insurance is excellent

A.M. Best has assigned a financial strength rating of "A- (Excellent)" and an issuer credit rating of "a-" to Enel Insurance. The outlook assigned to both ratings is stable.

The ratings reflect Enel Insurance's strong risk adjusted capitalisation, robust performance record and importance within its risk management framework.

Offsetting these strengths is the company's exposure to Italian sovereign bonds, which represented 20 percent of total invested assets at year-end 2014. The captive is in the process of reducing those holdings.

Enel Insurance could also incur substantial underwriting losses, due to its large maximum line size. This risk is mitigated by a reinsurance programme, which is placed with a panel of financially strong reinsurers.

Enel Insurance's consolidated risk-adjusted capitalisation is to remain strong in 2015, underpinned by good internal capital generation and moderate net retention.

The company's consolidated capital base increased by about 10 percent to €197.9 million in 2014, driven by good operating results.

## Investment returns are moving up the agenda

Insurance executives are turning their attention to improved investment returns after a period of focusing on non-investment sources of profit, according to an A.M. Best report.

The new report, Investment Return Moves Up the Agenda for European Insurers; Significant Changes Possible Over Time, argues that the debate has moved on from a view that there was little real additional value to be gained in the investment space.

But insurance executives are now considering how they might achieve structurally superior and persistent returns from investment activities.

Tony Silverman, senior financial analyst and author of the report, stated: "These forces include the persistence of low returns from traditionally core asset classes held by European insurers, pressures on non-investment sources of profit, the longer term consequences of the financial crisis, a search to be rewarded for supplying liquidity to financial markets and the evolution of reporting and regulatory frameworks that would recognise such returns."

While these forces are multifaceted and it can be hard to compare their effects, they have combined to push insurers toward an increased engagement with the investment function.

The expectations are that insurers should earn more than a risk-free rate and achieve this through exploiting structural advantage rather than merely achieving tactical successes.

Core asset classes could be subject to significant changes in asset allocation over time, as A.M. Best believes has already been the case for the role of bank debt in insurers' corporate bond portfolios.

Silverman added: "A higher allocation to investments currently categorised as 'alternative', such as direct lending and real assets, is one likely consequence of the evolution of European insurers' asset allocation."

## Ironshore deal worries A.M. Best

A.M. Best has placed under review with negative implications the financial strength rating "A (Excellent)" and the issuer credit ratings (ICR) of "a" of Ironshore Insurance and its affiliated operating companies.

The rating agency also has placed under review with negative implications the ICR of "bbb" of Ironshore in the Cayman Islands.

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The rating actions follows an announcement that Ironshore and Forsun International have entered into a definitive agreement for the Chinese company to acquire the remaining 80 percent of Ironshore, on top of the existing 20 percent stake it already holds.

The 'under review with negative implications' status reflects A.M. Best's concerns regarding Fosun's credit profile and its financial leverage, which could place a strain on Ironshore's standalone capitalisation under certain stress scenarios.

The status will be removed once the transaction closes and the assessment of Fosun is complete, the details of the new capital structure and the implications of Fosun's ownership of Ironshore, according to A.M. Best.

### UK non-life insurance broking market worth £4.64 billion

The value of £4.64 billion has been placed on the total non-life insurance broking market in the UK in 2014, up marginally from £4.55 billion in 2010, according to two new research studies issued by Finaccord.

This is equivalent to a nominal compound annual growth rate of 0.5 percent but a compound annual rate of decline of 2.5 percent in real terms, once inflation has been factored in.

The market in 2014 was composed of around £2.54 billion from commercial lines broking and £2.1 billion from personal lines broking. The value of both segments have reduced in real terms since 2010.

Alan Leach, director of Finaccord, commented: "In terms of its overall value, the UK non-life insurance broking sector is both highly mature and competitive.

Nevertheless, while the market might appear stagnant at first glance, it masks considerable dynamism at the level of the specific competitors in it."

In addition to quantifying the value of the market, the latest research also ranks the top 60 brokerages in both commercial and personal lines broking according to their fees and commissions generated from these activities in 2014.

This data shows that the top three commercial lines brokers controlled 36 percent of the UK market in that year, and the top 10 controlled 65.4 percent of it. The equivalent percentages for personal lines brokers were 32.4 percent for the top three and 63.4 percent for the top 10.

While there has been a clear trend towards consolidation in commercial lines broking in recent years, it has been much less evident in personal lines broking.

Finaccord's analysis suggests that the UK non-life insurance broking sector will struggle to deliver much in the way of organic growth up to 2018.

With a total forecast value of £4.69 billion in 2018, the sector will continue to decline in real terms as a result of both the limited scope for expansion of underlying non-life insurance markets, and the fact that brokers will find it difficult to increase their distribution share in either commercial or personal lines.

### Typhoon causes \$1.5 billion loss

Typhoon Chan-hom caused \$1.5 billion of economic losses in China, mainly as a result of damage to agricultural interests and infrastructure, according to Aon's catastrophe report.

The report, which evaluates the impact of the natural disaster events that occurred worldwide during July 2015, reveals that Typhoon Chan-hom tracked across much of the Western Pacific Ocean during the month.

The typhoon caused extensive damage in China, Japan's Okinawa Island chain, South Korea, Taiwan and Guam, killing at least six people and injuring 30 others.

Total economic losses were estimated at more than \$1.6 billion, with China bearing the greatest impact.



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# Positive outlook for Arizona

The AzCIA's newly elected president, Richard Amoroso, is hoping to play a significant role in further developing Arizona as an attractive domicile for captives

## BECKY BUTCHER REPORTS

Richard Amoroso was recently elected as the new president of the Arizona Captive Insurance Association (AzCIA).

The insurance recovery litigation attorney for US law firm Polsinelli previously served as president and CEO of Republic Western Insurance Company for 10 years, as well as litigation counsel for U-Haul International for seven years. Amoroso focuses his practice on reinsurance litigation, arbitration, and asset recovery. He practices in local, state and federal courts as well as the US Supreme Court.

He reveals what is on the horizon for Arizona, and how the AzCIA is working to develop the domicile's captive programme.

**What is new for Arizona in terms of captive laws, and is there anything on the horizon?**

The AzCIA is in the process of undertaking a survey of its members, so that we can determine what new legislation, rules and business practices our members would like to see for Arizona's captive insurers going forward. We are in the process of putting that together now.

**Are there any new types of captives being licensed in Arizona?**

The Arizona Department of Insurance recently approved its first segregated cell captive insurance company in the US, so that's a positive.

The head of the captive division for Arizona Department of Insurance, Vince Goth, comes to our association meetings and he has given some indications the department is open to new types of captives, so I would say that there is an opportunity for other companies or groups that want to propose new captives to possibly bring those before the Arizona department.

**Since your domicile began licensing captives, how does today's rate of growth compare?**

The Arizona Department of Insurance has approved 13 new captive insurers in the 12 months ending 2014 and has approved four new captives so far in 2015 to date. The department has indicated that there is an additional three or four new captive insurance companies that are going through the approval process as we speak.

**What future plans are in place for further developing Arizona as an attractive domicile for captives?**

In addition to surveying our members, the AzCIA has recently contacted the office of our newly elected governor to schedule a meeting to discuss potential changes to the Arizona regulations governing captive insurance companies. The association anticipates that the meeting with the governor's office will take place later this year, after we have received our responses from our membership to the survey we are preparing to send out.

The AzCIA believes that we can be proactive, and with a very business orientated governor in office, now we believe that his staff will be receptive to pro-business type changes to the Arizona insurance regulations.

Our hope is that we can get some significant changes made which will then, we believe, will attract new companies to the state of Arizona.

AzCIA is very active, both with its state members and in the western regional captive insurance association. We look forward to the growth of captives in Arizona and believe that the association can play a role in helping the state grow that area. **CIT**



**Richard Amoroso**  
President  
AzCIA

# Is your Manager listening?

THE RELATIONSHIP BETWEEN A CAPTIVE AND ITS MANAGER CAN DETERMINE A CAPTIVE'S SUCCESS.

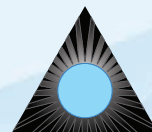
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# Putting people first

Innovative Captive Strategies's purchase of Aceterrus Insurance Resources is a sign of yet more growth in the captive management sector

BECKY BUTCHER REPORTS

Innovative Captive Strategies (ICS) recently expanded its captive insurance capabilities by acquiring Aceterrus Insurance Resources of Bigfork, Montana.

Aceterrus is an independent captive management firm based in the Northwest US and provides risk consulting, licensing and administrative services for clients throughout North America. The transaction closed effective 10 June.

The firm will operate as a subsidiary of ICS, reporting to company president Tom Stewart. The Aceterrus office and team members will remain intact, led by Brenda Ash, vice president of consulting.

At the time of the acquisition, Ash commented: "With ICS, our clients gain access to a wealth of risk experts and resources aimed at improving efficiencies while taking control of risk."

Stewart added: "The Aceterrus team rounds out our captive consulting and management capabilities. Montana presents many opportunities with over 200 licensed captive entities, making it one of the top five domestic domiciles for captives."

Stewart goes into more detail, and reveals what ICS is planning in the future.

**What were your motivations for acquiring Aceterrus? Why did you choose to extend your footprint in captives now?**

ICS started in 1999 by focusing on group captive programmes, subsequently expanding into new niches within the captive industry. Recently, we've looked at opportunities to round out our captive consulting and management capabilities.

Partnering with Aceterrus gives us the ability to promote a domicile where we will be the largest manager in the state.

“Aceterrus has built strong client relationships by delivering proven risk management and financing solutions while putting people first. Our two company philosophies align perfectly in this regard, making Aceterrus a natural fit with ICS”

Montana currently has more than 200 captives and series business units, making it a top-five domestic domicile for captives. It also allows us to perform additional accounting and domicile management for other domiciles, which helps us grow our captive practice.

**How will the acquisition benefit your clients? What about current Aceterrus clients?**

ICS clients will gain a new option for accounting and domicile management, along with additional consulting expertise which Aceterrus offers. Aceterrus clients will benefit from access to a wealth of risk experts, resources, and programmes aimed at improving efficiencies while taking control of risk.

In addition to property/casualty captive solutions, ICS brings significant employee benefit captive expertise for Aceterrus clients.

**What sort of expertise does the Aceterrus team bring to the table?**

The Aceterrus team has 100+ combined years of captive experience providing risk consulting, licensing and administrative services for captives, risk retention groups, protected cells, and series limited liability company clients insuring exposures throughout North America.

They are Montana's largest captive management firm and have built strong client relationships by delivering proven risk management and financing solutions while putting people first.

Our two company philosophies align perfectly in this regard, making Aceterrus a natural fit with ICS. **CIT**



**Tom Stewart**  
President  
Innovative Captive Strategies



# Industry Events

## 16th Annual SCCIA Executive Educational Conference

Location: **South Carolina**  
Date: **21-23 September 2015**  
[www.sccia.org](http://www.sccia.org)

Save the date for the 16th Annual SCCIA Conference, returning to downtown Charleston September 21-23 2015. The event features presentations by the top players in the industry, continuing education opportunities, networking and fun.

## 35th Annual National Educational Conference & Expo

Location: **Washington DC**  
Date: **18-20 October 2015**  
[www.siaa.org](http://www.siaa.org)

SIIA's National Educational Conference & Expo is the world's largest event dedicated exclusively to the self-insurance/alternative risk transfer industry. Registrants will enjoy a cutting-edge educational program combined with unique networking opportunities, and a world-class tradeshow of industry product and service providers guaranteed to provide exceptional value in three fastpaced, activity-packed days.



## Industry appointments

JLT Re has appointed **Tom Phelan** as senior vice president in North America.

He will be based in Atlanta, Georgia, where he will be establishing a presence for JLT Re.

Phelan will be part of the speciality reinsurance brokerage unit, focusing on the professional liability and speciality casualty areas.

He joins with 25 years of reinsurance experience and was most recently senior vice president at Willis Re. His range of experience includes senior roles at Carvill America and Aon Re.

Ed Hochberg, CEO of JLT Re in North America, commented: "We are pleased to welcome Phelan to the JLT Re team. [He] is a natural fit, bringing a client-first attitude and the ability to create and maintain long standing relationships."

Midwest Employers Casualty (MECC), a W.R. Berkley Company, has named **David Anderson** as underwriting director for its recently formed workers' compensation captive practice.

Anderson has held underwriting management positions at several large insurance companies.

Andrew Cartwright, vice president of assumer reinsurance at MECC, commented: "Anderson's underwriting background in group captives, combined with his market relationships, is an excellent fit for our new initiative."

"He will bring MECC's expertise and breadth of resources in workers' compensation to the captive marketplace."

The District of Columbia Department of Insurance, Securities & Banking (DISB) has named **Stephen Taylor** as its new acting commissioner.

Taylor has previously served as assistant attorney general for the District of Columbia. In that role, he offered legal counsel to the District Department of Health Care Finance for its procurement operations.

Before that, he served as chief procurement officer for the city of Alexandria, Virginia.

JLT Re has continued to develop and diversify its programmes and binding authority division in response to client requirements and demand with the addition of new appointments.

**Mark Sleet** has joined from Miller where he specialised in casualty business. Sleet has been appointed as a partner and will be focused on general casualty.

**Lee Collins** has joined from Oxford Insurance Brokers, where he served as director, and has been appointed as partner at JLT Re.

International General Insurance Holdings Company (IGIH) has appointed **Stuart Elliot** as political violence underwriter. He will be based in its London office.

Elliot joins from Ace European Group, where he served as a terrorism and political violence underwriter. Prior to that, he was divisional director of terrorism and political violence at Willis Group.

Aon has named **Qin Lu** as CEO of Aon Benefield Greater China and Aon Risk Solutions China, based in Hong Kong, with effect later this year.

Subject to regulatory approval in China, Lu will join the regional management teams of Aon Benefield and Aon Risk Solutions respectively and will report to Malcolm Steingold, CEO of Asia Pacific, Aon Benfield, and Sandeep Malik, CEO of Aon Risk Solutions, Asia.

Lu brings 20 years of industry experience and most recently served as president of Swiss Re, China and member of the Swiss Re Asia management team.

Previous to that, he served as the head of property and casualty in China and general manager of the Beijing Branch at Swiss Re.

**Ian Stafrace** has been elected president of the Malta Association of Risk Management (MARM).

MARM held its annual general meeting on 30 June, in which the new board was elected for the next two years.

Departing president **Simon Grima** was elected to the new role of education and certification affairs. **Dominic Fisher** takes on the role of vice president while **Sharon Tortell** and **Andrea Farrugia** retain the treasurer and secretary roles, respectively.

**Ingrid Azzopardi** will be the new public relations office, **Mark Zammit** is responsible for membership and sponsorships, and **Robert Cachia** is events co-ordinator.

A.M. Best has appointed **Gregson Carter** as managing director of analytics for Europe, the Middle East and Africa (EMEA).

Carter will be based in London with responsibility for the analytical teams and ratings in the EMEA region. He will start his new role in September and will report to Roger Sellek, CEO of EMEA and the Asia Pacific region.

His hire follows the return of Stefan Holzberger, previously managing director of analytics in the EMEA to A.M. Best's Oldwick, New Jersey headquarters, where he assumed the position of chief rating officer.

Carter joins from Ernst & Young's offices in Hong Kong where he served as director of insurance. **CIT**



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