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The Captive Clarification Act is back

Legislation to clarify the Non-admitted and Reinsurance Reform Act (NRRA) so that it explicitly excludes captives has been reintroduced into the US Senate.

Vermont's Patrick Leahy and South Carolina's Lindsey Graham, who is running for president in 2016, reintroduced the Captive Clarification Act into the Senate in a bid to clarify whether independent procurement taxes on the insurance purchased from a captive must be paid to the insured's home state in addition to the domicile where the captive resides.

Professional association RIMS has publically backed the legislation, with president Rick Roberts saying: "For risk professionals to successfully manage alternative risk programmes like captives, we need a clear understanding of government regulations. The NRRA, in its original form, leaves risk professionals guessing as to whether their organisations will be taxed twice and even whether they need to change the location of their captive."

"The Captive Clarification Act clears up that uncertainty. We fully support Leahy and Graham's reintroduction of the legislation and hope that a committee hearing and companion bill from the House of Representatives will follow soon."

The NRRA, a part of the Dodd-Frank Act reforms, has long been challenged for its ambiguity around whether it applies to captive insurance.

Efforts to clarify the NRRA took shape last year following pressure from the Coalition for Captive Insurance Clarity (CCIC), which was formed by the Vermont Captive Insurance Association to push for reform.

The original Captive Clarification Act was introduced into the Senate in August 2014 following pressure from the CCIC.

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Little captive take up of TRIPRA, finds Marsh

Few organisations have used their captives to access the federal terrorism insurance backstop in the Terrorism Risk Insurance Program Reauthorization Act (TRIPRA) of 2015 since its implementation in January, according to Marsh.

The 2015 Terrorism Risk Insurance Report revealed that of the 324 US-domiciled captives that Marsh managed in 2014, 83 (22 percent) accessed TRIPRA for property coverage, writing terrorism coverage for conventional perils, or for nuclear, biological, chemical and radiological perils that are commonly excluded by commercial insurers.

"Organisations should work with their insurance brokers and captive solutions advisors to evaluate whether using a captive for TRIPRA could provide a more effective solution for managing terrorism exposures—particularly for higher risk areas such as for property or employee-related coverages in major cities," said Marsh in the report.

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Aon reveals extent of cyber losses in the EMEA

More than a third of risk professionals throughout the Europe, Middle East and Africa (EMEA) region have experienced a material or significantly disruptive loss relating to a data breach or security exploit in the past 24 months, according to Aon Risk Solutions.

The average financial impact of these incidents was $1.1 million, with overwhelmingly the most common EMEA cyber incident an attack that caused disruption to business and IT operations.

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The Captive Clarification Act is back

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At the time, Leahy said the legislation was a "straightforward, commonsense clarification" that would "simply clarify congressional intent", but the 113th US Congress session ended at the beginning of January this year without movement on the act, and no sign of a companion bill in the House of Representatives.

Little captive take up of TRIPRA, finds Marsh

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"As US-domiciled captives are obligated under TRIPRA to offer terrorism insurance when offering TRIPRA-subject lines of insurance—such as property and general liability—organisations should carefully examine their captive structures and TRIPRA's requirements to ensure compliance and to take best advantage of the programme."

Terrorism insurance take-up rates dropped off toward the end of 2014, due to the anxiety stemming from TRIPRA's unexpected expiration at the end of 2014, according to Marsh.

But US Congress quickly authorised an amended version in January 2015 and buyers of terrorism insurance have since generally experienced a favourable rate environment, a trend that is expected to continue, barring unforeseen events or market changes.

Owners of captives that provide TRIPRA-subject lines of insurance should ensure that existing policies and policy renewals reflect the requirements of the reauthorisation of TRIPRA, advised Marsh.

"Organisations with captives that buy out their trigger and co-insurance obligations should also plan for the likelihood of increased premiums starting in 2016 when the new law's trigger and co-insurance phased increases take effect. The increases are likely to be more impactful on companies underwriting risks with Tier 1 locations."

Aon reveals extent of cyber losses

Continued from page 1

The research, undertaken during March 2015 in partnership with The Ponemon Institute, surveyed 545 risk professionals across 15 countries in the EMEA.

Bill Peck, chief commercial officer for Aon EMEA, said: "Aon wanted to understand how organisations qualify and quantify the impact of cyber-related assets."

"This survey is unique as it focused on the relative financial statement impact of cyber incidents compared to tangible asset vulnerabilities."

Aon expects the findings to act as a roadmap for risk managers and finance personnel, helping them take a broader look at their organisation's overall risk profile and ensure comprehensive insurance coverage is in place compared to the impact of each risk on the organisation.

Peck continued: "In today's technology-driven environment, enterprise risk management issues are rapidly growing with the increased use of information assets and technology and present an ever-increasing exposure to business."

Aon Risk Solutions has, meanwhile, joined an initiative to tackle cyber risk that is funded under the European Commission's Horizon 2020 programme.

Aon is partnering on the Wide Impact Cyber Security Risk Framework (WISER) project as part of the EU's Horizon 2020 Research and Innovation programme, which has nearly €80 billion of funding available over seven years.

As part of the Horizon 2020 project, the EU aims to put cyber risk management at the heart of good business practice. By 2017, WISER will provide a framework to assess, monitor and mitigate cyber risks.

Peck commented: "It is a great privilege to be the only financial services organisation selected

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by the European Commission to partner with them on their WISER cyber resilience project."

Giorgio Aprile, director financial industry advisory services at Aon, said: "Aon's involvement in this WISER project will drive practical business outcomes such as a real time IT assessment platform and a cyber risk exposure model for non-traditional aspects of cyber risk."

The WISER risk platform targets infrastructures or complex cyber systems, which demand real-time and cross-system assessment of vulnerabilities and threats.

Marsh: place political risk cautiously

Multinational companies should think carefully before using a captive underwrite catastrophic political risks, according to Marsh.

Marsh's market update, which reviews the political risk insurance market globally as the second half of 2015 approaches, showed that market capacity for political risk insurance now exceeds $2 billion for a single policy—nearly double the available capacity just six years ago.

Insurers generally view political risk as an attractive line of business in which to compete, according to Marsh, and with pricing at an all-time low, multinational companies are increasingly purchasing political risk insurance to protect shareholder value, support growth in foreign markets, and help secure financing from lenders.

But they are also turning to their captives, with the number of captive insurers writing political risk insurance coverage nearly doubling from 2013 to 2014.

"Although self-insurance can offer several benefits, political risk losses can be catastrophic," said Marsh.

"The cost of paying just one claim for expropriation of assets could leave a captive insolvent unless it is well capitalised."

"Insurers should think carefully about using a captive to underwrite political risk—especially given the current favourable conditions in the commercial marketplace, added Marsh."

Regulation, IT costs and macroeconomics biggest risks

Regulatory pressures, rising costs from new technology and macroeconomic factors are three of the biggest risks on the minds of senior executives in the global financial sector, according to new research carried out by Willis Group.

The research identified six key "mega trends" that, together, are changing the financial sector. They include regulatory change and complexity, which is ranked highest by executives across the globe, in terms of the significance of its impact on the financial sector.

Other mega-trends dominating the minds of executives, according to the research, include digitisation and technology, global talent and the skills race, changes in investment capital sources and returns, demographic and behavioural changes, and business operating model pressures.

The research also identified associated risks caused by the mega trends. Quantitative easing and inflation/deflation were identified by executives as the top priority risk above all others.

This risk, associated with the "changes in investment and capital sources and returns" mega trend, achieved the highest composite score, based on how the risk was ranked by respondents in terms of severity as well as how easy it was to manage the risk.

Specifically, the risk of increasing costs associated with IT infrastructure ranked second by the same measure. Regulatory pressures prompting people to leave the sector or to move to lightly regulated firms was ranked third out of a total of 31 risks in the survey.

The survey also revealed that only a minority, at 40 percent, of executives believe that the financial sector's ability to manage risk has materially changed for the better over the past 12 months.

This finding suggests the sector still has much to do to build the resilience it needs to face the risks of today as well as future shocks.

Mary O'Connor, global head of Willis's financial institutions group, said: "The past five years have provided a challenge to traditional financial services institutions and the professionals who run them. New pressures have emerged. Mobile banking is changing the way a new generation interacts with its financial providers, for example."

"Financial technology firms are using online digital platforms to slash overheads and offer cheaper alternatives to traditional banking clients. Meanwhile, financial regulations weigh heavily on incumbent banks while non-bank financial institutions and financial technology firms have flourished under 'light touch' regulation."

Texas passes captive pooling bill

Texas governor Greg Abbott has signed SB 667 into law, enabling captives to pool risk and gain credit for reinsurance to an affiliate.

This new law expands upon the original captive legislation passed in 2013, which allowed pure captives for the first time to domicile in Texas.

"We're pleased with the outcome," said Josh Magden, board president for the Texas Captive Insurance Association (TxCIA). "There was a tremendous amount of work done in a very compressed timeframe."

"The association owes a debt of gratitude to many participants, most especially our board members who provided invaluable insight in crafting the language."

Magden went on to say that the TxCIA was indebted to its general counsel, association management and lobby teams for guiding it through the legislative process.

He continued: "[The] TxCIA benefited tremendously from association member and industry support, and we intend to engage new participants in Texas industry as this law expands the scope of what captives can achieve when domiciled in Texas."

The association has stated that it plans to hold several webinars and presentations in coming months to educate the business community on opportunities offered through the expanded captive law.

The TxCIA has extended special thanks to its legislative sponsors, representative John Smithee and senator Kevin Eltife, as well as the staff at the Texas Department of Insurance.

Cat bonds galore for JLTCM

Jardine Lloyd Thompson Capital Markets (JLTCM) has arranged two Market Re private placement catastrophe bonds for Florida business.

The 2015-3 cat bond, which closed at $31.1 million, will provide one year of indemnity-based collateralised catastrophe reinsurance coverage for the cedant's Florida book of business through two different classes, addressing both severity and frequency.

Separately, JLTCM arranged a Market Re private placement cat bond (2015-2), this time closing at $70.51 million.

This bond provides one-year indemnity-based collateralised catastrophe reinsurance coverage for the cedant's Florida book of business and forms part of the growing private markets for the replacement portion of the Florida Hurricane Cat Fund (FHCF).

Rick Miller, managing director and co-head of insurance-linked securities at JLTCM, commented: "This latest Market Re transaction demonstrates the ability to do larger transactions via the platform."

He added: "The cedant was able to diversify its reinsurance panel and achieve a very favourable outcome. Moreover, the cat bond allowed greater participation for the investor community into the cedant's reinsurance programme."


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We can work it out

The biggest names in risk management met in Liverpool to discuss the state of the industry, and the mood could not have been more encouraging

STEPHEN DURHAM REPORTS

Although not an event that is primarily focused on captive insurance, the annual Association of Insurance and Risk Managers in Industry and Commerce (AIRMIC) conference did have good news in abundance relating to the wider risk management world. The first portion of this was dished out by AIRMIC chief executive John Hurrell, who claimed that the campaign to put risk management and insurance firmly on boardroom agendas has made significant advances over the past 12 months.

Addressing delegates on the opening day of the conference, he said risk managers and the wider market are making strides in gaining recognition for their professions. Among several examples, Hurrell cited the long-awaited guidance on risk management and internal controls from the Financial Reporting Council, which calls on directors to take greater responsibility for risk management. Hurrell described the guidance, on which AIRMIC was consulted, as “the perfect opportunity for risk managers to step up and support their boards”.

He also noted the work that AIRMIC has been doing with corporate governance think tank Tomorrow’s Company, urging businesses to set up a dedicated risk leadership function that reports directly to the board.

Hurrell said AIRMIC will be using its 2015 conference to unveil further work designed to educate business leaders and help risk managers raise the profile of risk and insurance. These include a practical road map for risk managers on how to achieve resilience and support their boards; a guide to understanding the importance of business-critical insurance; and a report for members on the hot topic of reputational risk.

Hurrell also used his address to praise the UK Law Commission for successfully getting the 2015 Insurance Act through parliament, one of the most significant legal developments in recent years. He urged insurance buyers to consider amending contract wordings to achieve its benefits ahead of the August 2016 implementation date.

Hurrell continued: “We have been working with our friends at [law firm] Herbert Smith Freehills to issue a clause which would effectively replicate the main policyholder advantages of the new law. These are available now.”

The new law was passed in February and represents fundamental reform of the laws governing commercial insurance in the UK, including crucial safeguards for policyholders. AIRMIC has been campaigning for change for a number of years.

Hurrell also announced significant progress in the journey to achieving official recognition for risk and insurance managers: “I’m delighted to say that a proposal to create the new title of chartered insurance risk manager has progressed through the Privy Council stage and is now going for approval to the Chartered Insurance Institute’s (CII) annual general meeting [in July]. This would entitle current and future CII members with chartered status to opt for the new title. We hope this proposal is able to jump this very final hurdle.”

Concluding his speech, Hurrell said that AIRMIC, its members and the wider market can and are contributing to progress. He added: “This is a tremendous time for our profession. Between us all we will continue to make a difference—and that’s a promise.”

Although discussion of captive insurance in particular was not at the forefront of proceedings, there was a panel on the second day that was devoted to it. The focus of the session was to impress upon the audience that the remainder of 2015 will be challenging for captives, on a face-value level at least.

Unsurprisingly, the impact of Solvency II on EU-based insurers was highlighted as a major challenge, as were the workload- and fee-related complications for non-EU entities associated with EU fronting companies. Unrated captives were also singled-out as a potential risk for the fronting companies themselves once Solvency II is implemented, and the seemingly ubiquitous issue of the ongoing soft market was noted by the panel as another major challenge for the remainder of 2015.

As far as the speakers were concerned, a big priority for captives in the coming years should be to review their risk portfolios and consider diversification by writing new, non-traditional lines of business. The panel pointed out that diversification can ultimately reduce the amount of capital required by captive owners. Rather than going down, premium going into captives has increased in recent years, according to one speaker.

Property and casualty, cyber, and employee benefits were cited by the panel as risks that were growing in popularity, and they agreed that that less traditionally-insured risks such as supply chain, product warranty, and project delay cost should at the top of the list for captive owners to consider.

Despite this optimism in the face of a challenging environment, audience members raised issues with pursuing portfolio diversification. One attendee stated that such ventures made relations with regulators “trickier” and that understanding what the captive can and cannot accept is key before any real decisions are made.

While panellists accepted this point, they reiterated that diversification is a worthy pursuit, as long as the captive and its business are aligned with the parent’s financial strategy, the portfolio is fit-for-purpose, and the return on equity is suitably attractive.

Although suggestions were made regarding the way forward, such as the use of structure reinsurance to assist in growing a captive over time, the consensus was that a great deal more innovation in the space is required in the years to come.

In a report on the importance of business-critical insurance launched during the conference, AIRMIC stated that businesses should be willing to pay higher insurance premiums for contract certainty. Produced in conjunction with PricewaterhouseCoopers, it urges policyholders and insurers to raise awareness of the strategic value of certain types of insurance.

The report stated that insurance policies fall into three categories: mandatory insurance, which is required by law or a regulator; optional insurance used to reduce risk exposures if the risk/reward trade-off is appropriate; and business-critical insurance, which underpins the company’s operations.

AIRMIC said that more needs to be done by all players in the market to recognise these distinctions and, when dealing with business-critical insurance, to make contract efficacy the prime focus of negotiations.

“Insurance can be viewed by boards and business units as just another cost overhead, where value is judged by securing the lowest premium,” according to the paper. In such cases, it warns that many businesses “fail to appreciate the value of insurance in supporting the overall strategy”, and as a result, policies can be “unfit for purpose”.

Julia Graham, AIRMIC’s technical director, explained: “Not all insurance is the same. If a policy is meant to provide cover against events that could lead to balance sheet damage or even threaten the viability of a business, it is strategically-critical and it absolutely must pay out as and when expected. The challenge is for policyholders to convey this to their board, and for underwriters to design and market their products in a way that supports claims certainty.”

The paper, which builds on the Efficacy of Business Insurance report published by AIRMIC in 2014, describes the three types of cover in detail, sets out a framework for categorising individual insurance covers, and demonstrates the importance of mapping business-critical insurances against the context of key corporate financial thresholds.

Alpesh Shah, director at PWC, commented: “Today’s rapidly evolving business environment is a great opportunity for insurance buyers and risk managers to raise their profile at board level. To facilitate better conversations, insurance can be considered in the context of other financial metrics which drive a business forward.”

According to a survey of AIRMIC members that was released during a news conference at the event, UK risk managers are struggling to purchase cover for some of their biggest exposure concerns. Taken together, AIRMIC stated that the results suggest the insurance market is not keeping up with demand for solutions in emerging areas.

The survey revealed that reputational risk is the number one worry for risk managers and, of those that flagged it as a concern, 93 percent do not buy cover, with lack of availability or inadequate cover given as the main reasons.

Cyber risk featured twice in the top six concerns, and approximately two thirds of UK risk managers said they are unable to buy insurance for the risks of loss or theft of personal data and business interruption, largely because of inadequate cover and high costs. The only risks in the top six with substantial insurance availability were catastrophe events and public liability.

The survey of AIRMIC members, who buy approximately £5 billion of insurance per year, was conducted in May, and was designed to provide a snapshot of the views and concerns of risk managers on insurance and risk-related topics.

In support of apprehensions raised during the captive insurance panel, lack of innovation topped the survey’s list of concerns about the insurance market, with 60 percent marking it in their top three.

Broker conflicts of interest were also highlighted as a significant worry (41 percent), along with multinational insurance programme compliance (31 percent).

Hurrell, also present at the news conference, commented: “These results show that it’s more important than ever that insurers, risk managers and brokers work together to find risk transfer options fit for 21st century businesses. Creating relevant products is no easy task but will benefit everyone in the market, underwriters, brokers and policyholders alike.”

He added: “We are, however, delighted to see that risk management is growing in status and that the vital work of risk professionals is being recognised. This is good for the profession but also good for business.” CIT

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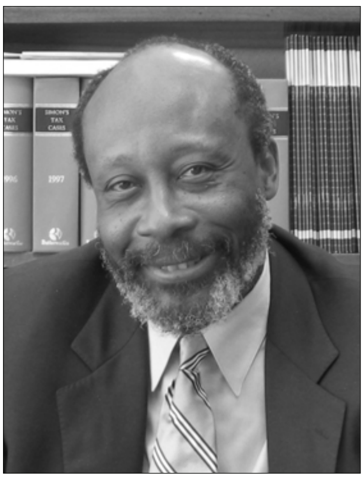
Moving on up

Caribbean captive domiciles such as the Cayman Islands and Barbados continue to push themselves. Experts discuss how they can develop further

STEPHEN DURHAM REPORTS



Sir Trevor Carmichael
Chairman
Chancery Chambers

Jennifer Reid
Vice president
Global Captive Management

Kenneth Campbell
Director-Investment Promotion
Invest Barbados

Has the increased competition between Caribbean captive domiciles helped or hindered your domicile's progress?

Kenneth Campbell: Barbados remains one of the leading captive domiciles in the Caribbean and the world. A number of factors including an expanding treaty network, qualified insurance managers, a wide range of business support services, right-sized regulation and transparency, among other attributes, all combine to ensure that Barbados continues to be a leading domicile of choice for captive business. A mature domicile, Barbados is committed to continually enhancing its business environment and the solutions offered to clients.

Trevor Carmichael: The often stated competition is not present in the literal sense of the word.

A more accurate perspective is that each domicile stresses its comparative advantages while recognising that other domiciles may be more appropriate for structures other than those better suited to the home domicile.

Jennifer Reid: Caribbean captive domiciles face fierce competition, but their main competitor is the onshore market rather than each other. When boards decide to utilise the offshore market for their captive domicile, they seek a jurisdiction with an established infrastructure, knowledgeable professionals and regulatory capital requirements that are consistent with the risk being undertaken.

In this regard, the Cayman Islands has proven time and again that it is a captive domicile leader.

The history of the industry, vast array of captive types and risks insured, and willingness of both the regulator and government to update the laws associated with the industry has helped in its competitiveness with other domiciles.

How important are tax agreements to your domicile in terms of facilitating new business? What are the most productive agreements?

Reid: At time of writing, the 35 signed and 28 in force bilateral agreements and arrangements continue to be very valuable in facilitating new business. While our captives are predominately US-based, and so utilise the Cayman/US tax information sharing and inter-governmental agreements, the sheer number of tax agreements that Cayman has entered into certainly helps to refute the offshore tax haven stigma.

Curiously, most new captive owners are generally unaware that Cayman has actually had a tax information exchange agreement with the US since 2001.

In the days of increased domicile competition for US-based captive business, the agreements have certainly demonstrated Cayman's continued focus on tax transparency in an effort to minimise any perceived reputational risks.

Carmichael: Barbados has, from the inception of its active international financial service industry, always relied on its tax treaty network.

Its double tax treaty partners continue to grow rapidly and in the case of Venezuela, Mexico, Canada and the US in particular, there are regular ongoing insurance transactions.

Campbell: It is a well-known fact that Barbados's double taxation agreement with Canada has been mutually beneficial. Barbados continues to be a preferred jurisdiction for Canadian businesses seeking to expand and enhance their global presence and global competitive advantage.

In 2013, Barbados moved from third position to be the second largest recipient of Canadian foreign direct investment, a position which it maintained in 2014.

Currently, Barbados has a network of double taxation agreements in force with 36 countries.

How helpful is the captive insurance industry in terms of providing more tax transparency in the Caribbean region?

Carmichael: In the case of Barbados, there has always been substantial tax transparency because of the presence of exchange of information protocols under its many treaties. Furthermore, its insurance legislation has always contained many elements that engender transparency.

Campbell: Barbados continues to make sure that international best practices are observed. Barbados's commitment to transparency, information exchange and the enactment of anti-money laundering legislation led to this country being recognised by the Organisation for Economic Co-operation and Development (OECD), in April 2009, as the only independent Caribbean nation that had substantially implemented the tax standard.

Barbados continues to cooperate to ensure that the country maintains its longstanding reputation as a transparent, credible and well-regulated low-tax jurisdiction.

Additionally, Barbados has signed a Foreign Account Tax Compliance Act Model 1 A intergovernmental agreement with the US. Barbados has also formally committed to signing up to the OECD's Multilateral Convention on Mutual Administrative Assistance in Tax Matters.

Transparency International's Corruption Perception Index 2014 confirms Barbados's place as one of the most reputable financial centres in the world, having ranked the country as the least corrupt in Latin America and the Caribbean and seventeenth among 176 countries.

Barbados is also ranked by the World Economic Forum's Global Competitiveness Report 2014-2015 as having the fourteenth most stable banking system in the world.

The Caribbean has long been accepting of healthcare captives. How much business in your particular domicile is thanks to that and what other areas have you seen/do you expect to see growth?

Reid: Cayman is the second largest domicile for captives and holds the number one position worldwide for healthcare captives, which make up 45 percent of all captive insurers in Cayman.

The four other largest industry segments are financial services (25 percent), construction (8 percent), tertiary services (6 percent) and transportation (6 percent).

At Global Captive Management we manage 34 healthcare captives, accounting for 51 percent of the captives we manage. Although we have not seen a significant increase in the number of healthcare captives over the past few years, premium values have increased significantly with a 13.5 percent increase from 2013 to 2014.

Mergers and acquisitions of the healthcare captives' parent entities have resulted in a smaller number of healthcare captives across all domiciles. However the remaining captives are larger in size and retain more risk resulting in significantly higher premiums.

Campbell: Barbados continues to place priority on attracting businesses of substance. In addition to the traditional property and casualty exposures, Barbados captives are being used to insure environmental liability, product recall, weather risks, intellectual property rights and other business risks. Healthcare captives are also a growth area.

Since your domicile began licensing captives, how does today's rate of growth compare? Do you have any plans that could improve this?

Reid: In the current soft rate market, we are seeing a decline in the rate of new captives being licensed. We are seeing the expansion of existing group captives and segregated portfolio companies (SPCs) as the main growth areas within Cayman.

The number of members joining group captives continues to increase as these captives have begun to focus on attracting smaller insurance premium members.

Group captives also continue to appeal to those niche industries that are not adequately catered for in the commercial market. Regardless of the insurance market cycle, a group captive is an attractive alternative to those entities that wish to have a greater level of control over their insurance programme and claims management, and whose loss performance is better than the industry average.

We are also seeing an increase in the number of cells being added to existing SPCs, which allow small and medium-sized companies to access many of the benefits of a standalone captive. This allows the cell owner to retain and manage their own risk without the cost of operating their own standalone captive.

The enactment of the portfolio insurance company regulations earlier this year in Cayman also sets the stage for continued growth in this line of business and positions it as a market leader.

Campbell: Barbados is ranked among the top 10 insurance domiciles in the world, with 231 active captive insurance companies. The US and Canada account for 81 percent of the total number. Barbados will continue to position itself as a treaty-based, soundly regulated jurisdiction, focused on attracting businesses of substance.

Carmichael: The rate of growth for Barbadian captives has been steady with peaks at times of market favourability and appropriate available treaty usage. Barbados plans to improve its numbers by way of continuing use of its available advantage as well as strengthening the capacity of the jurisdiction.

Some new-style insurance managers have emerged who are bringing to the jurisdiction new types and lines of insurance business previously absent in Barbados. CIT

Industry Events

16th Annual SCCIA Executive Educational Conference

Location: South Carolina
Date: 21-23 September 2015
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.siia.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

ACE Group has created a new unit in the Asia Pacific region to provide customised products and services to captive insurers and complex multinational clients.

The unit has been established in response to what the group has called "increasing demand" from corporate customers to deliver risk transfer and risk managed solutions.

Existing and prospective clients will also benefit from web-based desktop portal ACE Worldview, which enables clients to manage and track all aspects of their insurance programmes in real time.

Complimentary to his role as global client executive of ACE Asia Pacific, **Peter Kuczer** has been appointed to lead the new unit.

He will be responsible for setting the strategic direction and execution of business plans, while delivering client service in cooperation with the underwriting teams across 12 countries in the Asia Pacific region.

Kuczer will report to Paul McNamee, deputy president of ACE Asia Pacific and regional head of property and casualty.

"This appointment acknowledges and builds upon [Kuczer's] accomplishments, leadership, and proven success in working with regional brokers and clients, to help them better navigate the diverse range of products and services offered by ACE's global accounts division," said McNamee.

"Complex multinational and captive fronted programmes are of particular interest to ACE as we continue to invest in our multinational capabilities."

He continued: "The establishment of the centralised unit to supplement our existing operations will further enhance our leadership presence in this growing and sophisticated market."

Willis Group has appointed **Simon Weaver** as CEO of its Singapore office and to the newly created role of regional CEO for South East Asia.

Previously, Miller served as head of Asia at Willis and was responsible for business development strategy and operational management.

Prior to Willis, he held leadership positions with JLT in Hong Kong, Indonesia and Singapore.

Subject to regulatory approval, Weaver is due to start on 1 September.

In his new role, he will lead the Singapore office and Willis's offices and operations in South East Asia. Businesses in Malaysia, Brunei, Myanmar, Indonesia and Thailand will report to him.

Weaver will report to Adam Garrard, Willis Asia CEO, who commented: "Weaver has a lot of experience at running businesses across Asia. He is a perfect fit to lead our Singapore office, which is a vital hub of expertise for Willis, and also to drive our growth strategy across South East Asia."

Scott Kipper has resigned as commissioner of the Nevada Division of Insurance, effective 2 July.

Kipper was reappointed to the role in October 2011 after serving as Nevada's insurance commissioner from December 2008 to June 2010. During his tenure, he successfully implemented the Affordable Care Act (ACA), making sure that exceptional health insurance products were available at fair rates.

Prior to serving as Nevada's commissioner, Kipper was deputy commissioner in charge of the office of health insurance for the Louisiana Department of Insurance, and CEO of the State of Louisiana Office of Group Benefits.

Kipper commented: "It has been an honour to have served the State of Nevada as commissioner. I am proud of the division's accomplishments."

Aon Risk Solutions has strengthened its global risk consulting practice with changes to its leadership team.

Eddie McLaughlin will join the global risk consulting team as chief commercial officer for the Europe, Middle East and Africa (EMEA) region.

He will focus on driving the business development agenda for risk consulting, captive management and risk control and engineering.

Former director of enterprise risk management, **Grant Foster**, has been appointed as managing director of the global risk consulting team in the UK.

Markus Mende, group managing director of the global risk consulting practice in the EMEA, commented: "[McLaughlin] was previously with Marsh where he managed their risk consulting operations in EMEA and provided strategic direction for key client accounts."

"He brings with him a wealth of experience across the whole spectrum of risk consulting for clients across the globe."

Mende continued: "[The team is] further strengthened by the promotion of Foster to managing director, both of these appointments will enable us to deliver increased value and strategic consulting advice for our clients."

Strategic Risk Solutions (SRS) has appointed **Liz Frederick** to lead the expansion of the firm's activities in South East America, effective 22 June.

Frederick joins from Aon Insurance Managers, where she served as insurance-linked securities insurance management strategy leader and most recently led captive business development in the mid west.

She will initially be based in Houston, Texas, before relocating to SRS's Charleston office later this year, where she will oversee staff in both the Charleston and Nashville offices with responsibility for the firm's activities in other domiciles in the southeast of the US.

Frederick will work collaboratively with Ann Wick and other SRS staff in the western region in support of the firm's activities in Texas and other domiciles. CIT

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