

Willis Re & Insurance Consulting and Technology

Complementary businesses present unparalleled risk solutions

We are broad-based risk advisors, **employing a one team approach to help our clients manage the full spectrum of risk**. Working together, we offer complementary products and services that deliver significant value for our clients. Our unique depth and breadth of knowledge, expertise and solutions combined with our industry-leading technology, analytical and modeling capabilities positions us to provide our clients with a truly holistic approach.

An integrated, smarter and more efficient solution for our clients

Engaging Willis Re & Insurance Consulting and Technology (ICT) together provides unmatched value in key areas

Closed Block Reinsurance

When we speak with clients about being engaged as their advisor to place a closed block of business via reinsurance, we stress that the best way to ensure optimal results is to have an independent review and analysis of the business prior to taking it to the market. We can offer both. As a part of our brokering services, we combine Willis Re with ICT to provide our clients with a one-stop shopping experience, resulting in a seamless work-flow and a much more effective and efficient transaction process.

New Market Entry

As companies consider entering new markets in the life, annuity or health sector, they often need assistance. Together, Willis Re and ICT are ideally suited to perform an in-depth market analysis. Willis Re brings risk-sharing capabilities by leveraging the expertise of unique and not well known reinsurance partners who have expertise in the various product categories. Our ICT team performs the necessary product development, resulting in best-in-class products in a cost-effective structure.

Capital Management Strategy Review

Combining Willis Re's strong understanding of reinsurance capital management strategies with ICT's outstanding actuarial knowledge provides a unique package of capabilities and expertise to clients who are looking to create optimal capital management strategies. Not only are we able to bring ideas to our clients based on our in-depth experience in this area, but we can leverage our differing perspectives to explore all potential alternatives and solutions.

M&A Support

When participating in an M&A process, companies typically engage outside advisors. Combining ICT's market-leading actuarial appraisal and risk analysis capabilities with Willis Re's in-depth knowledge of the reinsurance markets and how reinsurance can be used as a funding or de-risking vehicle, enables us to advise our clients on a more holistic basis. Bringing our teams together in such a way is one of Willis Towers Watson's unique positions in the market - no other provider can combine these skills in the same way that we can.

We welcome the opportunity to share our case studies and testimonials with you upon request.

Willis Re and ICT

The power of one

Our Willis Re and ICT teams are fully aligned to help you succeed. Together we:

- Adhere to the same business culture and client first focus
- Use the same tool set, creating analytical synergies for our clients
- Speak a common language across all business functions, providing our clients with complete, consistent and transparent communication
- Work together as one team, which allows us to advise our clients on a more cost-efficient and value-adding basis

Willis Re

Willis Re is one of the world’s leading – and oldest – reinsurance brokers. It places over \$11.5bn of premium each year on behalf of over 750 insurance and reinsurance company clients worldwide.

Comprising over 1,500 colleagues, Willis Re’s global capabilities are complemented by on-the-ground presence and local understanding in over 50 locations.

Its revenues are split between divisions that focus on North America (approx. 43%), International/Rest of World (approx. 34%) and its ‘Specialty’ business, which focuses on areas such as marine and aerospace and is based out of London (approx. 23%).

Assessing risk and its impact on capital and financial performance, Willis Re’s experts take time to understand how individual insurance companies develop their strategies in order to help them achieve their goals.

A systematic approach guides clients to the most suitable solution, with the right partners, at the best possible price.

Insurance Consulting and Technology

ICT is the world’s largest provider of insurance actuarial and technology solutions (including leading software products and enterprise platforms).

The 1,200 colleagues globally advise more than three quarters of the world’s leading insurers. They combine strategic and analytical skills to solve practical business problems, applying the latest techniques and technology solutions.

Specific services include:

- Compliance and assurance services
- Pricing, financial and capital modeling, financial reporting
- M&A analytics and related services for insurance companies
- Risk, capital and performance management
- Underwriting, claims and customer management
- Outsourcing

Its pioneering technology products are market-leading globally. They are used by life, P&C, health insurers and reinsurers and cover reserving, valuation, financial and capital modeling through to pricing and distribution.

Together we unlock potential

For more information about how Willis Re and ICT can unlock your potential, contact:

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