

An aerial photograph of a group of skydivers in various colored suits (blue, yellow, pink, black) forming a large circle in the sky. The background shows a green landscape with fields and roads.

# The Life Solutions Group

A risk and reinsurance advisory team  
for the life marketplace

Specialized in asset-intensive liabilities,  
and delivering targeted reinsurance and  
capital management solutions for Life,  
Annuity and LTC transactions

Our team – strong in actuarial skills, financial expertise and product knowledge – has an average of 30 years' experience in the life and reinsurance industry. We have an in-depth understanding of the key challenges faced by today's life insurer: low ROE, stagnant interest rates, regulatory pressures, surplus challenges and growth requirements.

**Our marketplace expertise and proven process are targeted to manage capital by accessing embedded value in closed blocks, limiting earnings volatility and improving ROE.**

The Life Solutions Group provides a unique suite of advisory services designed for insurers, reinsurers, distribution groups and capital market entities. Our product offering delivers capital management through the following:

- Capital Release – for example, closed block transactions
- Risk Solutions – unique reinsurance programs to optimize risk mitigation
- Capital Deployment – new product development

Optimizing capital utilization to support our clients' bottom line.

Willis Re is the reinsurance broking arm of global, diverse Willis Towers Watson – a leading advisory, broking, and technology solutions company that helps clients around the world turn risk into a path for growth. Willis Towers Watson has the expertise and flexibility required to analyze and deliver value at all levels of our client's operation, including: product design and pricing, reserving and financial reporting, portfolio and capital management, modelling and reporting, distribution, underwriting and claims effectiveness, risk transfer, operational strategy, inforce management.

Together, we unlock potential.

Select team of  
credentialed  
experts



FSA  
MAAA  
MBA  
CFA

We facilitate **an effective negotiation**,  
from strategy through execution, by resolving  
**key issues and transactional risks**

We understand the  
**concerns** and  
**challenges**  
facing life insurers

An independent actuarial review, analysis,  $\frac{1}{8}$   
projection or a **complete appraisal**  $\frac{7}{8}$

**Global access to  
all markets**



**Focused on asset-  
intensive liabilities**

Targeted to access value  
embedded in closed blocks,  
improve ROE, and optimize  
capital levels

A process  
proven to  
succeed

Deep experience to  
support and guide  
our clients

Current knowledge of the  
**reinsurer's strategy,**  
**approach and requirements,**  
**to optimize the results**



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## About Willis Re

Willis Re is one of the world's leading reinsurance advisors. Over our 180-year history, we have developed a deep insight into all aspects of the global insurance industry. In particular, we understand how individual insurance companies develop and drive their own unique strategies to achieve their goals. We offer you comprehensive service backed by stable, well-trained staff to help you reach and exceed your specific targets in the most cost-effective fashion.

We have a deep understanding of risk – and all the ways it affects capital and your organization's financial performance. Our core focus is to provide you with a superior understanding of the risks you face, and then advise you on the best ways to manage extreme outcomes.



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