

BUSINESS INSURANCE[®]

WORLD

CAPTIVE FORUM

Successful Captives: 3 Case Studies

#WorldCaptiveForum

JANUARY 30 – FEBRUARY 1, 2019

Our Panel

SPEAKERS

Brandon Beane

Vice President, Risk Management, Coastal Construction

Robert Hanscom

Vice President, Business Analytics, Coverys

David Arick

Assistant Treasurer, Global Risk Management, International Paper

MODERATOR

Hugh Rosenbaum

Retired Principal, Willis Towers Watson

Coastal Construction Group

- Overview & History
- Risk Profile
- Risk Management Philosophy & Insurance Buying

Connemara Insurance Group

- The Road to Incorporation
 - Lines of coverage & program structure
 - Subcontractor Default Insurance
 - Large Deductible Buy Down

Optimizing Our Insurance Program

- Risk Retention
- Feasibility & the Internal Sale

Other Key Decisions



Culture Shift

The 'Secret to Success' = DISCIPLINE



Maintenance & Administration

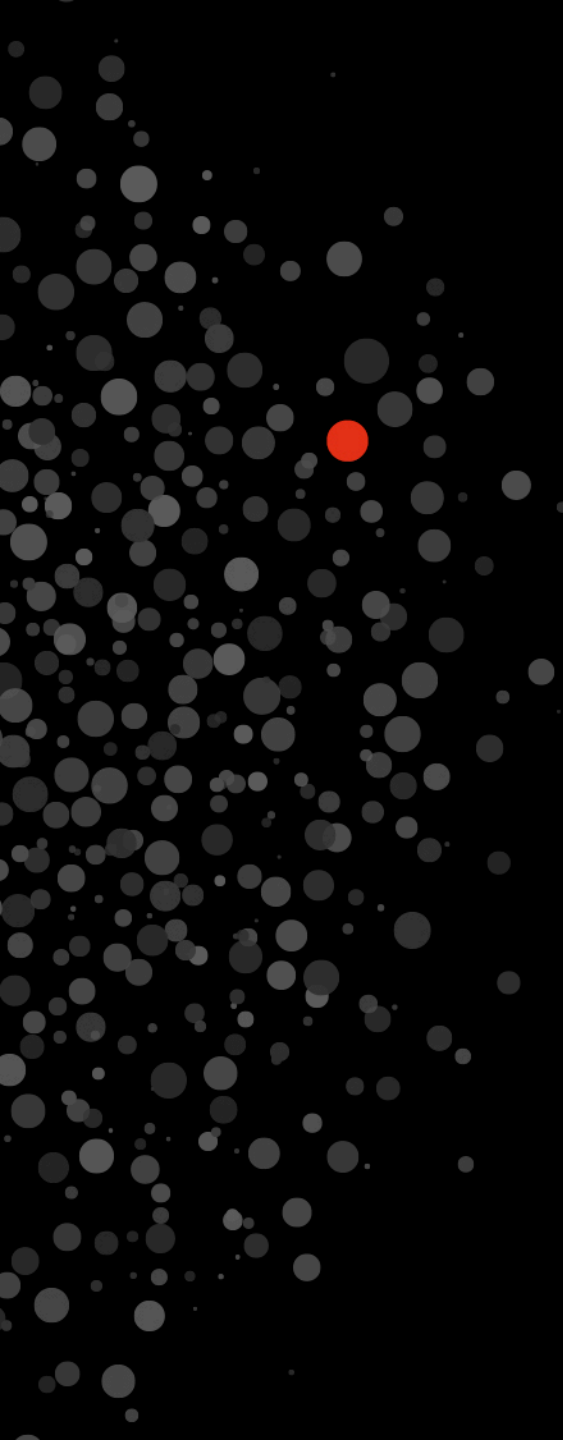


Future



TBD

Robert Hanscom SLIDES



Coverys: Ingredients of a Model Environment

Business Analytics

GROSS
WRITTEN
PREMIUM

\$464 million

DIRECT
WRITTEN
PREMIUM

\$441 million

NET
INCOME

\$68 million

LOSS
RATIO

81.2%

POST
DEVELOPMENT

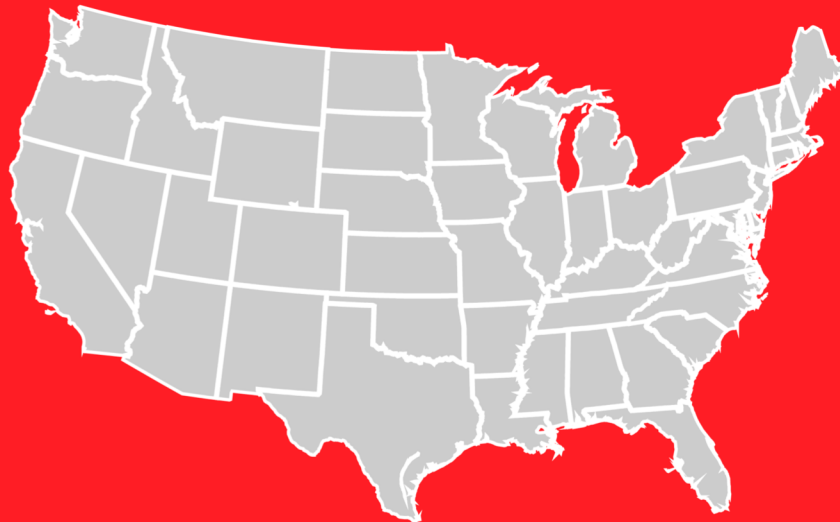
COMBINED
RATIO

113.6%

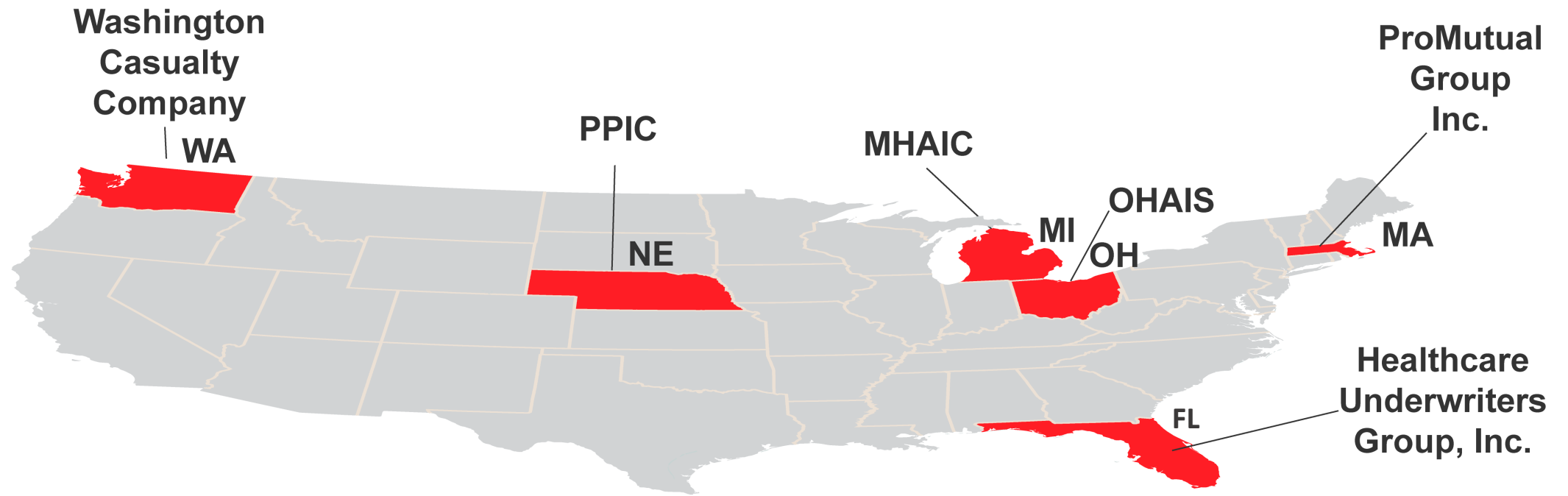
POST
DEVELOPMENT

TOTAL
ASSETS

\$3.6 Billion



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All 50 States Licensed.

One company?

...or a group of separate companies under one ownership?

Our answer:

One Company -

...One COVERYS[®]  SM

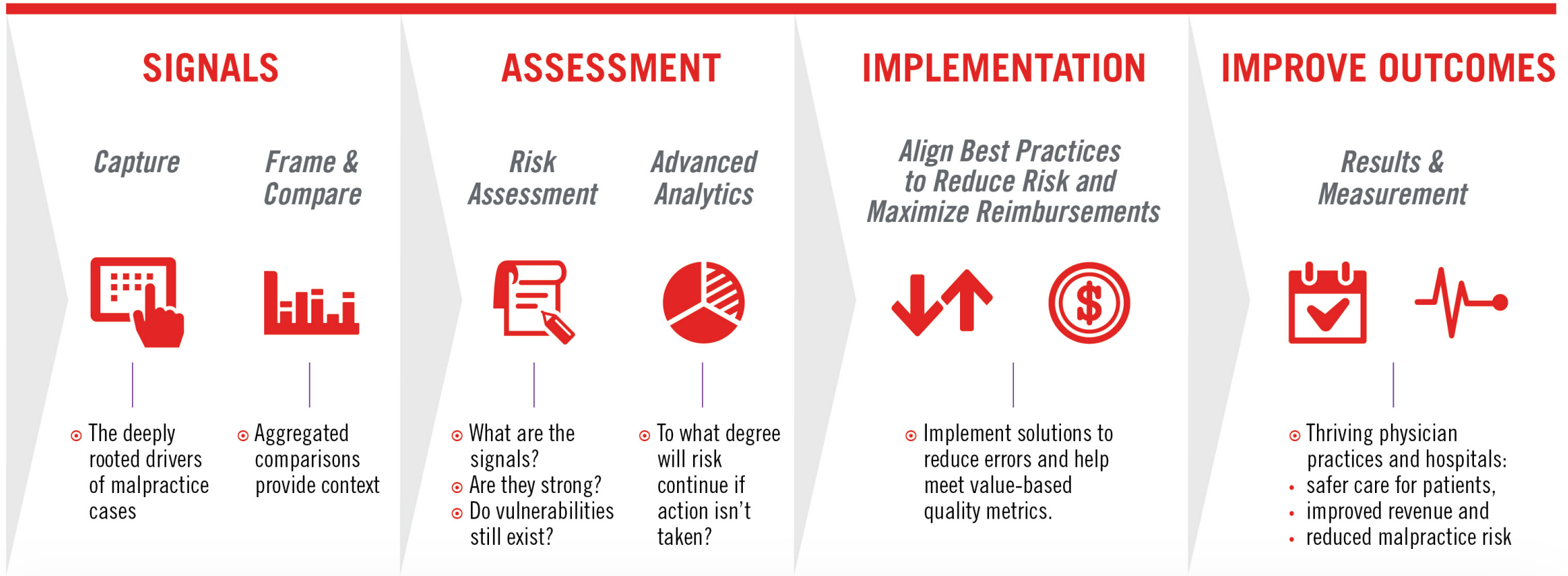
Can't just happen... What ties it all together?

Data and Analytics

Ingredients -

- **Data Governance**
- **Data Access**
- **Analytics**
- **Critical Datasets**

Providing a Value-Based Model to Improve Outcomes





Coverys future – our strategy

International Paper's Medical Stop-Loss Captive

- Why Medical Stoploss?
- Captive Feasibility & Program Structure
- Benefits
- Future Developments

International Paper's Medical Stop-Loss Captive

Why Medical Stop-Loss?

International Paper's Medical Stop-Loss Captive

Captive Feasibility & Program Structure

International Paper's Medical Stop-Loss Captive

Benefits

International Paper's Medical Stop-Loss Captive

Future Developments

Contact Us

David Arick

david.arick@ipaper.com

Brandon Beane

bbeane@coastalconstruction.com

Robert Hanscom

rhanscom@coverys.com

Hugh Rosenbaum

hugh@hughro.com