

11th Annual Canadian

Captives & Corporate Insurance Strategies Summit

Canada's **ONLY**
Captive insurance
event for
RISK MANAGERS

Wednesday May 27th & Thursday May 28th, 2015 | Sheraton Centre Toronto

Captive Formation & Expansion

Tax Updates

Domicile Opportunities

Regulatory Compliance

Governance & Best Practices

In-house Claims Management

Operational Excellence

Investment Strategies

Captive Rating

Hear From These Thought Leaders:



Anne Chalmers,
*Vice President, Risk & Security
& Chair, Materials Stewardship
Committee,*
Teck Resources Limited



Kevin McCredie,
President,
Sylvite Financial Services



Elizabeth Marinescu,
*Corporate Contracts and Risk
Manager,*
Supreme Group LP



Andrew Bradley,
Head of Risk Services,
Nestlé Group



Nahla Hanna,
President & Attorney In Fact,
**Ontario Municipal Insurance
Exchange**

Source best practices, advice and lessons learned from 8 risk management leaders:

1. Teck Resources Limited
2. Supreme Group LP
3. Nestlé Group
4. Palm Captive Consulting
5. BC Poultry Insurance Company
6. Marsh Canada
7. Sylvite Financial Services
8. Ontario Municipal Insurance Exchange

Hear from captive & corporate insurance leaders and take away these 10 KEY BENEFITS:

1. **Risk retention:** Create the right structure to meet your corporate needs
2. **Operational Excellence:** Adopt new regulations, governance and policies
3. **International Tax Rules:** Minimize costs and avoid sanctions
4. **Domicile Selection:** Choose the right domicile to best meet your captive's goals
5. **Investment Strategies:** Maximize your captive's returns
6. **Claims Management:** Set up an in-house model to improve efficiency and costs
7. **Benchmarking:** Lessons learned from new and mature structures
8. **Captive Formation:** Examine captive formation drivers, benefits and challenges
9. **Captive Expansion:** Expand insurance products and fund risk management programs
10. **Captive Strategies:** Create business value & use captives as risk management tools

Gold Sponsor



Silver Sponsors



Bronze Sponsors



Partners



www.captivesinsurance.com

➤ Tailor your insurance coverage to meet your corporate needs.

Source practical strategies to mitigate risks, reduce long-term costs and generate business value through the use of a captive.

A captive and other risk retention structures can be flexible financial tools for your company to insure itself against various risks, at a lower cost than the commercial insurance market.

Take this opportunity to expand your corporate insurance strategy through leading case studies and panel discussions advancing industry best practices.

Hear first hand what the drivers are behind different captive formations. Source strategies behind captive expansion, from new lines such as employee benefits to loss prevention and risk management program funding.

Keep abreast of new regulations, tax updates, and innovative investment strategies. Ensure the operational excellence of your captive to protect your company through governance and policies and increase audit vigilance.

Don't reinvent the wheel. Draw from the lessons and experiences of new and mature structures, their successes, failures and pitfalls. Source new insights to strengthen your captive as a risk management tool and deliver lower costs to your organization. Re-imagine your corporate insurance and risks responses to shore up your organization's defences.

Your first step – THIS CONFERENCE!

**Register Today –
Space Is Limited and Sure to Sell Out**

Don't miss your chance to participate in these critical discussions and to network with risk and insurance leaders. Register for our limited spaces by calling 1-866-298-9343 or emailing registrations@strategyinstitute.com today.

Hear from captive & corporate insurance leaders and take away these 10 KEY BENEFITS:

1. **Risk retention:** Create the right structure to meet your corporate needs
2. **Operational Excellence:** Adopt new regulations, governance and policies
3. **International Tax Rules:** Minimize costs and avoid sanctions
4. **Domicile Selection:** Choose the right domicile to best meet your captive's goals
5. **Investment Strategies:** Maximize your captive's returns
6. **Claims Management:** Set up an in-house model to improve efficiency and costs
7. **Benchmarking:** Lessons learned from new and mature structures
8. **Captive Formation:** Examine captive formation drivers, benefits and challenges
9. **Captive Expansion:** Expand insurance products and fund risk management programs
10. **Captive Strategies:** Create business value & use captives as risk management tools

Source best practices, advice and lessons learned from eight risk management leaders:

1. Teck Resources Limited
2. Supreme Group LP
3. Nestlé Group
4. Palm Captive Consulting
5. BC Poultry Insurance Company
6. Marsh Canada
7. Sylvite Financial Services
8. Ontario Municipal Insurance Exchange

Emulate their success. Learn from their challenges to save time, money, and reduce risk. Establish your organization as the next leader! This conference only comes around once a year; register now, as this event is sure to sell out!

Strategy Institute Conference Differentiators:

1. Eight exclusive Canadian and International case studies
2. Industry-vetted speakers
3. History of distinguished delegates
4. The ONLY Captive conference for Canadian Risk Managers
5. Limited number of participants to facilitate quality face-to-face interaction

Take this opportunity to see how your colleagues are doing; share your experiences and exchange ideas and strategies! If you want to meet with your peers in the field and form valuable connections, this is your best opportunity

Attend this one-of-a-kind conference specifically designed for Risk and Insurance Executives to manage risks, reduce costs and improve stability.

VPs, Directors & Managers in Risk and Insurance | Captive Owners (Current and Future) | Chief Risk Officers | CFOs & Controllers | Treasurers

- Understand how to mitigate new risk exposures
- Achieve lower costs and increased revenue through captives
- Build robust compliance strategies and avoid sanctions
- Explore new fronting strategies that save you money and lower risk
- Minimize your tax implications and better prepare for regulatory audits
- Prepare for new global regulatory guidelines for your captive

Captive Managers | Brokers | Service Providers | Consultants | Reinsurers and Fronting Carriers

- Respond to the needs of risk managers to address their needs
- Deliver your solutions to industry's emerging concerns
- Connect with current and potential captive owners

Accountants | Actuary | Corporate Tax Lawyers | Underwriters

- Build relationships with executives from consulting firms
- Promote your services to current and potential captive owners
- Stay abreast of the latest industry developments

Domiciles and Regulators

- Advance client understanding of regulations within domiciles
- Promote awareness of your jurisdiction
- Network with current and potential captive owners
- Establish your jurisdiction as an optimal choice

Don't take our word for it; hear what your peers have to say:

“Captured the content that I was looking for.”
- Robert Reid, Director, Specialty Risk,
Martin Merry Reid

“Lots of information, but useful to process and learn for our use.”
- Surinder Gill, Risk Officer,
Capstone Mining Corp.

“Worthwhile conference; lots of different points of view. Very good handouts.”
- Peter Lueke, VP,
Energi Canada Ltd

“Good ratio of risk managers/corporates to service providers. Risk manager panels very informative and valuable.”
- Susan Lane, SVP,
Aon

“Great networking opportunity.”
- William Montanez, Director, Risk Management,
ACE Hardware Corp.

Ensure Your Leadership with a Customized Sponsorship/Exhibit Package

By sponsoring this one-of-a-kind event, you can showcase your company as an industry LEADER. Ensure your presence is known. Select sponsorship packages are still available. To learn more, contact Simon Wright at **1-866-298-9343 ext. 275**, or email **wright@strategyinstitute.com**.

> New to Captives: Attend This 101 Workshop

Tuesday May 26th, 2015 1:00 PM - 4:00 PM

A Roadmap to Captive Formation

Captives can be a long-term solution for organizations to control risks, improve stability and minimize costs. This interactive half-day workshop will guide you through the fundamental end-to-end process involved in creating a captive. Learn the ABCs of captive formation and take away key lessons, including:

1. What you need to know upfront
2. Benefits and tradeoffs of captive structures
3. Implementation concerns and feasibility
4. A business case and objectives
5. Resource and capital requirements
6. Domicile selection
7. Best practices in accounting and governance
8. Regulation and compliance fundamentals

**Essential,
In-depth &
Interactive!**

Everything you need to make an informed decision on whether a captive is right for your company, in one place – at one time – taught by international experts!



DAY ONE

Wednesday, May 27th, 2015

7:30 AM **Registration and Continental Breakfast**

8:15 AM **Opening Comments from the Chair**

8:30 AM **Keynote Address: Teck Resources Limited**

How to Use Your Captive to Bring Business Value into Your Company and Enhance Your Corporate Insurance Program

Set up in 2006, Teck Resources' captive was initially designed to grow slowly. However, after the challenging economics of late 2008 resulting in low cashflow, the captive needed to take on more risk in a hurry. Hear some key lessons learned, from inception to today, to guide you on your captive journey, and get a full picture of:

- What business decisions were made, what risks got added & why
- How the captive adapted to change and growth
- Current captive status and expansions, such as medical stop loss and looking at other employee benefits

Source key insights from this captive journey to get the most value out of your captive.



Anne Chalmers,
Vice President, Risk & Security & Chair, Materials
Stewardship Committee,
Teck Resources Limited

9:30 AM **Case Study:
Supreme Group LP**

A Mid-size Captive's Journey: From Rationale, Drivers and Set Up to Operation, Financial Benefits and Lessons Learned

Many companies feel they are too small for a captive, even though they see the benefit of forming one. In 2006 Supreme Group LP formed a captive to overcome the restrictions to building up a reserve to manage its enterprise risk. Hear how Supreme Group formed its captive and insights into its workings and lessons. Examine:

- Main considerations and drivers behind the formation of the captive
- How Supreme Group's captive operates, benefits and savings
- Challenges, lessons learned and recommendations

Learn what should compel you to set up a captive and how to leverage to advance internal corporate goals.



Elizabeth Marinescu,
Corporate Contracts and Risk Manager,
Supreme Group LP

10:15 AM **Mid-morning Networking Break**

Interact with conference speakers and fellow attendees. Secure important new business contacts and talk about crucial developments in your field.

10:45 AM **Case Study:
BC Poultry Captive Insurance Company**

Strategic Planning and Response to Shared Risks in the BC Poultry Sector: Lessons in Patience and Perseverance

In 2004 an Avian Influenza outbreak resulted in a devastating impact to the BC Poultry industries and associated value chains. In 2011 after an exhaustive risk assessment process, the industry initiated the formation of an association captive insurance company to cover disease risks. Experience the BC Poultry Industry's on-going captive formation journey, the lessons learned and the road ahead for this proactive risk management strategy.

- Business logic behind the captive formation
- Benefits to the poultry industry and captive members
- Regulatory and collaboration challenges

Take away valuable lessons in captive formation.



Harvey Sasaki,
Chief Advisor, BC Poultry Insurance Company &
President, Agri-Saki Consulting

11:30 AM **Panel**

"Hardening" Your Captive: Protecting Your Captive (and Parent) Through Operational Excellence

Captives are real insurance companies and need to be governed and have practices, policies and procedures, which reinforce this basic principle. Whether considering a new captive or reviewing existing captive operations, hear how you can implement best practices to reinforce leading edge actions that the best captives are using today.

- Compliance with new regulations, such as proper transfer pricing and spread of risk
- Proper structure, policies committee mandates for the Board of Directors
- Auditing and self-auditing of captive
- Using experts to confirm proper practices and procedures

Take away strategies to apply and improve your captive's operations right away.



Mark Robertson,
Director,
Palm Captive Consulting



Senior Risk Manager,
Oil & Gas Industry

12:15 PM **Networking Luncheon**

Join the conference speakers and your peers for a relaxing luncheon.

1:30 PM **Domicile Selection**

Evaluate the Advantages of Each Domicile to Best Meet Your Insurance Objectives

There are many domiciles available to current and potential captives, each with their own benefit. Create your action plan for measuring each domicile's value for your captive. Maximize your captive's potential by choosing the domicile that:

- Strengthens your captive's goals
- Provides optimum regulatory environments for your captive
- Maximizes your captive's tax benefits
- Creates an action plan for securing the best domicile for your captive.

Create an action plan for securing the best domicile for your captive.

Speaker TBA,
British Virgin Island International Finance Centre

Speaker TBA,
Invest Barbados

➔ **More to come...**

2:30 PM **Case Study** **Sylvite Financial**

Seizing on the Financial Benefits for Mid-sized and Group Captives

Many companies feel they are too small for a captive, even though they see the benefit of forming one. Gain valuable insight into how you can use captives to lower your company's cost of risk while enhancing your risk profile and risk control. Prepare your action plan to build a group captive that:

- Protects your organization against industry specific risks
- Reduces your risk exposure at a lower cost

Be aware of the opportunities group and association captives hold for you and your organization.



Kevin McCredie,
President,
Sylvite Financial Services



Trevor Mapplebeck,
Managing Director, Alternative Risk Solutions,
Marsh Canada

3:15 PM **Mid-afternoon Networking Break**

Interact with conference speakers and fellow attendees.

3:45 PM **Case Study:** **Ontario Municipal Insurance Exchange**

Learn How to Self-assess Your Successes and Pitfalls: a Candid Assessment of a Mature Reciprocal

With 25 years under its belt, OMEX has learned to identify the risks inherent in municipal operations and provide coverage and risk management tools that meet Ontario needs. Take an inside look into the lifetime of this mature reciprocal and benefit from OMEX's experience. Learn how to:

- Understand the advantages, disadvantages, myths, and misconceptions of reciprocal insurance
- Assess the successes over the past 25 years
- Identify continued challenges and pitfalls, and a way to overcome them

Learn from this reciprocal's experiences and take away valuable lessons for your ART strategy.



Nahla Hanna,
President & Attorney In Fact,
Ontario Municipal Insurance Exchange

4:30 PM **Case Study**

Develop Investment Strategies for Your Captive to Preserve Capital and Maximize Returns

Your organization's ability to retain risk will depend on the captive's financial viability. Determine what you want to get out of your investments, what options are available to your captive, and how to work with your investment manager to create a portfolio that meets your current and future needs. Establish a roadmap to:

- Determine your asset allocation according to your risk profile and stage in captive lifecycle
- Evaluate the current capital market outlook and expected returns on your investments

Maximize your captive's investment return.



Gordon Anderson,
President,
Cidel Trust



Senior Risk Manager,
TBA

5:15 PM **Conference Adjourns to Day Two**

5:20 PM **Evening Social Activities**

Unwind and mingle with the delegates and speakers at our "exclusive" end-of-the-day reception. Bring your business cards!



DAY TWO

Thursday, May 28th, 2015

7:45 AM **Registration and Continental Breakfast**

8:15 AM **Opening Comments from the Chair**

8:30 AM **Keynote Address: Nestlé Group**

How to Use Your Captive as a Risk Management Tool to Support Loss Prevention Initiatives Throughout the Organization

Most captives are seen as a “cash box,” set up to pay out claims. However, captives can effectively be used as a central tool to improve your risk management programs. Hear about Nestlé’s Reinsurance Captive, its model and growth drivers, and what makes it a success story. Learn how you can leverage your captive to:

- Optimize the total cost of insurable risk
- Support risk management, loss prevention, and corporate finance issues
- Provide risk financing solutions to support business opportunities

Make the most out of your captive and take it to the next level.



Andrew Bradley,
CEO, **Intercona Re**
& Head of Risk Services, **Nestlé Group**

9:15 AM **Industry Expert**

Learn How to Optimize the Use and Value of Your Captive

Deciding on a captive requires a clear understanding of when a captive makes good financial sense; and, when it doesn’t. Build your captive strategy by assessing the value on a captive and how to use it effectively. Explore how to:

- Maximize the benefits and minimize the limitations of captives
- Protect yourself against financially devastating risks – within reason
- Provide tax efficiencies that preserve capital under the right circumstances

Understand where your captive can have the most potential and manage its limitations.



Ricardo Knight,
President & CEO,
JLT Barbados

10:00 AM **Mid-morning Networking Break**

Interact with conference speakers and fellow attendees.

10:30 AM **Captive Rating**

Understanding the Interactive Rating Process: The Drivers Behind Ratings and Other Considerations

Obtaining a financial strength rating for your captive insurance operations can provide both economic and market perception benefits. However, it can also have drawbacks if/when the rating changes or is withdrawn. Take advantage of this opportunity to hear why captives choose to get rated and some lessons learned.

- Explore the advantages and disadvantages of captive ratings
- Assess if a captive rating is the right fit for your organization
- Meet stringent regulatory requirements in certain jurisdictions
- Avoid some of the pitfalls that may arise when captives are rated

Explore how your captive can benefit from being rated.



Jim Fowler,
Business Development Manager – Rating Services,
AM Best

11:15 AM **Industry Expert**

Navigate the Evolving Tax Landscape for Your Captive to Maintain Compliance

A major component of a captive strategy will involve addressing and monitoring the tax implications of your captive structure. Learn the latest developments in international tax rules that may affect your captive, discuss strategies to mitigate tax risks, and realize tax opportunities. Achieve critical insights into how you can:

- Assess the latest changes to domestic and international tax rules that will affect captives
- Address tax implications to parent companies for captive arrangements
- Prepare for tax audits and be primed for contingencies in advance

Achieve compliance and realize substantial monetary savings for your organization with tax planning.



Paul Vienneau,
Partner, Tax Corporate Advisory,
Deloitte LLP

12:00 PM **Networking Luncheon**

Join the conference speakers and your peers for a relaxing luncheon.

About this conference

Strategy Institute is proud to host the **11th Annual Canadian Captives & Corporate Insurance Strategies Summit**. As Canada’s only conference on captive and corporate insurance, this annual event earned its reputation by gathering thought leaders from around the globe.

This summit provides an exceptional forum for risk managers and insurance professionals to build knowledge and enhance decision-making. In an exclusive setting, senior executives connect with peers in this rare opportunity to exchange ideas, best practices, and insights.

Implement Guidelines to Benchmark Your Captive and Boost Your Performance

Common misconceptions that captives, once set up, can run themselves can cause you to fall behind your peers. Investigate how to measure the quality of your captive's policies, programs and performance against captive peers to prevent captives becoming complacent. Establish a roadmap to:

- Identify potential problems, trends and patterns
- Benchmark your program structure, policies, and claim duration
- Examine market trends and typical large losses for your industry
- Assess possible solutions to identified problems as well as new opportunities to save money

Keep your captive on track and improve its overall performance.

2:00 PM **Case Study**

Implementing a Strategic Captive Plan to Respond to Emerging Global Risks

New threats continue to emerge at the global level, exposing companies to previously unforeseen risks. Counter your risk exposure through a prudent and comprehensive captive strategy that accounts for all contingencies. Build your captive strategy to control emerging risks by:

- Ascertaining where the greatest threats exist
- Exploring how a captive can tackle emerging risks
- Employing new forms of captives that insure against emerging risks

Bolster your response to global risks through a comprehensive captive.

2:45 PM **Mid-afternoon Networking Break**

Interact with conference speakers and fellow attendees.

3:15 PM **Case Study:
Kenan Advantage**

Improve Your Operational and Cost Efficiency with an In-house Claims Management Model

The success of your captive will depend to some extent in its ability to manage claims effectively. Learn how you can set up a claims administration program in-house, increase your costs savings, and accelerate the processing cycle while providing superior service to your insured. This session will analyze:

- Benefits and challenges of setting an in-house claims administration
- Claims resolution and inventory management strategies
- Claims data and scenarios for loss prevention

Develop a progressive, cost-effective claims management model.



Todd Allen,
Former VP Risk Management,
Kenan Advantage Group

4:00 PM **Conference Adjourns**

Staying at the hotel has Advantages

Sheraton Centre Toronto



Located in the heart of vibrant downtown Toronto, in the financial and entertainment districts, the CAA/AAA four diamonds Sheraton Centre Toronto enjoys an unparalleled location on Queen St. West, directly across from City Hall and Nathan Phillips Square.

Directly connected to the city's famed underground "PATH" network, a veritable underground city, linking 16 miles of shops, services and offices most of Toronto's favourite attractions are mere steps away.

Benefits of staying at the hotel include...

Networking: Onsite social activities for conference attendees and speakers

Upscale Amenities: Fitness centre, largest heated indoor/outdoor pool in downtown Toronto, spa salon and much more

Accommodations: Luxurious guest rooms: each room offers the plush comfort of Sheraton Sweet Sleeper™ Bed.

Book your accommodations at the Sheraton Center Toronto by **Monday May 11th, 2015** for an exclusive rate of **\$269/night** by mentioning "**Captives Summit by Strategy Institute**"; when you call 1-888-627-7175

Sheraton Centre Toronto
123 Queen Street West
Toronto, Ontario
M5H 2M9
Canada

Direct: +1 (416) 361-1000
Reservations: 1-888-627-7175



Captives & Corporate Insurance Strategies Summit

Wednesday May 27th & Thursday May 28th, 2015 | Sheraton Centre Toronto

ATTENTION MAILROOM: If undeliverable to addressee, please forward to:
**Chief Risk Officer, Risk Manager, Insurance Director, CFO,
Controller/Treasurer, Tax Director**



Attend for
FREE!

Send 3 delegates and the 4th
delegate attends for **FREE!**

Please register this person for:

11th Annual Canadian Captives & Corporate Insurance Strategies Summit

1

Conference Pricing

	Risk Manager Rate	Regular Investment
Conference only	<input type="checkbox"/> \$ 995	<input type="checkbox"/> \$1,995
Conference + Workshop	<input type="checkbox"/> \$1,490	<input type="checkbox"/> \$2,490
Workshop only	<input type="checkbox"/> \$ 695	

EARLY BIRD SAVINGS
SAVE \$200
Register by Apr. 10

HOW TO REGISTER:

- 1-866-298-9343 ext. 200
- registrations@strategyinstitute.com
- www.captivesinsurance.com
- Strategy Institute
401 Richmond St. West. Suite 401
Toronto, Ontario M5V 3A5

2

Contact Details

DELEGATE NAME: _____ TITLE: _____

COMPANY/FIRM: _____

ADDRESS: _____

CITY: _____ PROV/STATE: _____ POSTAL CODE: _____

TELEPHONE: () _____ FAX: () _____

MOBILE: () _____ EMAIL: _____

APPROVING MANAGER'S NAME: _____ TITLE: _____

Risk Manager Rate: \$995 (Plus 13% GST)

To be eligible for the Risk Managers rate of \$995 (plus 13% GST), you must be responsible for the internal risk management of your employer. GROUPS NOT ELIGIBLE: Those who work for domiciles, consultants lawyers, accountants, reinsurance professionals, brokers, insurers, and other captive service providers. Strategy Institute reviews all registrations and reserves the right to determine special pricing privileges.

Registration fee:

The registration fee is \$1,995 (plus 13% HST). This investment includes luncheon, refreshments, networking breaks, continental breakfast, and original course materials. Payment is required in advance and can be made by company cheque, VISA, MasterCard, American Express. Please make cheques payable to Strategy Institute Inc.

Early Bird special:

Expires on April 10th, 2015. Cannot be used with group discount.

Group Discount:

A Group Discount is offered for this conference (not in combination with any other offer). To be eligible for the Group Discount, delegates MUST register at the same time. The total discount per delegate (including applicable group discounts, etc.) MUST not exceed 25% of the regular conference costs.

Cancellations:

Cancellations must be received in writing by May 13th, 2015. Cancellations received by this date will be eligible for a prompt refund less a \$495.00 (plus HST) administration fee. If you register for the program and do not attend, you are liable for the full registration fee unless you cancel according to the terms stated above. If you are unable to attend, delegate substitution is permitted up to, and including, the day of the conference.

CONFERENCE CODE: 115011

3

Method of Payment

☐ VISA ☐ MasterCard ☐ American Express ☐ Payment Enclosed ☐ Please Invoice Me
(Invoice due upon receipt)

CARD HOLDER'S NAME: _____

CARD NUMBER: _____ EXPIRATION DATE: _____ / _____

SIGNATURE: _____

Disclaimer: Strategy Institute reserves the right to change or adjust the agenda without notice.

Admission Policy: Strategy Institute reserves the right to restrict entry to the conference to any individual. Any such person requested to leave the conference site shall do so immediately upon request, whether previously issued a badge permitting entry. There is no refund payable with respect to anyone refused entry. Any information obtained at the conference cannot be relied upon for any particular set of circumstances, cannot be taken as professional advice or opinion. Attendees must consult with the appropriate professional before acting in response to information obtained at the conference. Evening Social Activities: Please drink responsibly. Strategy Institute shall not be liable for any consequential damages and/or personal injuries caused by excessive or irresponsible alcohol consumption.