



# Insurance Linked Securities Summit | Asia

An Introduction to Life Settlements and Cat Bonds for Asia-Pacific Investors

Finance iQ

October 13 - 15, 2010 **Sheraton Hong Kong Hotel & Towers** 



35+ industry leading speakers, including the following ILS thought leaders & Asian investors:



Amir Gal-Or, Managing Partner, Infinity Private **Equity HK** 



Miodrag Janjusevic, Chief Risk Officer, SAIL Advisors Limited



Rani Virdee, Managing Director, Asia Pacific, The CarbonNeutral Company



Madhu Gayer, Head of **Investment Risk and** Analytical Services, Asia, **Northern Trust HK** 



Ron D'Vari, CEO. NewOak Capital



Franz Schmidpeter, Managing Director, **Augur Capital** 



Trevor Jones, Product Specialist, **Nephila Capital** 



Robert Quinn, Vice President, Wells Fargo

### Fresh content for Asia-Pacific:

- Asian investor perspectives on catastrophe bonds, life settlements, and other insurance-linked investments
- Academic perspectives on climate change in Asia-Pacific and the future effects of globalization
- Demographics and the future of Asian pension planning
- Modeling perspectives on Japanese earthquake risk
- The role of development banks in promoting cat bond issuance throughout the region
- A comparison of US and Asian life expectancy trends

### Keynote Speakers

**Climate Change and Asia-Pacific: The Likely Geographical Distribution** of Climate-Related Impacts



Junji Hatano Chairman and CEO, Carbon **Partners Asiatica** 

**Demographics and Asian Pension Planning: Navigating Risks and** Liabilities



Stuart Leckie Chairman, Stirling **Financial** HK

Sponsors:



















































## **Insurance Linked** Securities Summit | Asia

An Introduction to Life Settlements and Cat Bonds for Asia-Pacific Investors

October 13 - 15, 2010 Sheraton Hong Kong Hotel & Towers

Dear Colleague,

Welcome to ILS Asia – the first ever conference to bring catastrophe bonds, life settlements, other insurance-linked securities to the Asia-Pacific investor community.

In recent years, insurance-linked securities have emerged as an important new asset class for investors in Europe and the United States. Whether in the form of catastrophe bonds, life settlements, or other event-linked investments, insurance-linked securities have become increasingly attractive due to their healthy returns and low-correlation with broader financial markets.

At a time of increasing economic uncertainty, non-correlated investments – that is, those that are entirely insulated from the greed and fear of traditional market cycles – make more sense than ever in institutional portfolios. But knowledge of ILS remains piecemeal outside the States and Europe, and many Asian investors have still not had the asset class explained to them in a satisfactory way.

IQPC has been a pioneer of conferences in this sector, helping to grow the asset class by bringing market participants into contact with a wide, diverse range of investors. Now we're doing the same for Asia-Pacific, bringing together an elite faculty of experts in life settlements, cat bonds, and risk-linked securities for the benefit of Asian investors.

Please take a moment to look through the attached agenda, and then make the decision to join me in Hong Kong this October – an outstanding opportunity to enrich your knowledge of this important, non-correlated asset class.

Kind regards,

**Alex Simon Program Director, Finance Conferences IQPC** 

### **Confirmed Speakers**



**Miodrag Janjusevic** SAIL Advisors Limited



Amir Gal-Or Managing Partner Infinity Private Equity HK



Junji Hatano Chairman and CEO Carbon Partners Asiatica



Rani Virdee Managing Director, Asia The CarbonNeutral Company



Madhu Gayer Head of Investment Risk and Analytical Services, Asia, Northern Trust HK



**Stuart Leckie** Chairman Stirling Financial HK



**Trevor Jones** Product Specialist Nephila Capital

Ron DíVari



NewOak Capital Mike Fasano Fasano & Associates



**Robert Quinn** Vice President Wells Fargo



Vince Granieri FO & Chief Actuary 21st Services



Jack Kettler 21st Services



Acheron Capital Managing Director Tranen Capital

Jean-Michel Paul



Franz Schmidpeter Managing Director Augur Capital



**Eduard Held** Head of Products Perils AG



Robin Willi Chief Investment Officer Rigi Capital Partners



Franz-Philippe Przybyl AlphaBridge Capital



**Roger Tafoya** ISC Services



Dr. John Iacovino Medical Director, Senior Consultant Fasano & Associates



Hasan Oureshi Fasano & Associates



Brendan O'Flynn Director, Life Finance Group



**Andrew Plevin Broadriver Asset Management** 

Managing Director Highland Capital Management

**Chris Hodgeman** Head of Longevity Markets

Group, Asia Credit Suisse Jan-Eric Samuel

Chairman Litai Assets, LLC

**Paul Moe** 

Living Benefits Financial Group **Harvey Athwal** 

**Managing Partners** 

**Vilas Kuchinand** ice President Deutsche Bank

**Rich Jimenez** Managing Director Deutsche Bank

Chief Underwriting Officer Juniperus Capital

Alex Wise Orchard Harbour

Chris McGlashan Managing Director Citigroup

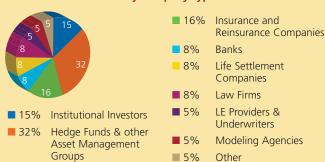
**Dimitry Stambler** Directo Citigroup

Vishal Bhuyan Managing Director V.B. Bhuyan & Co.

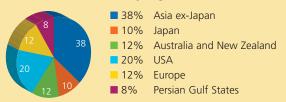
Scott Grossfeld President and Chief Financial

Living Benefits Financial Group

#### Attendee Breakdown by Company Type:



#### Attendee Breakdown by Region:



## **Pre-Conference Workshops**

Wednesday, October 13, 2010



8:00 - 10:30

### An Introduction to Life Settlements for Non-Specialist Investment Audiences: Valuation, Longevity Risk, and Strategies for Portfolio Diversification

Investing in life settlements is a complicated business, with a number of critical risks that need to be addressed by the investor in order to maximize returns. This workshop will provide investors, fund managers, and others involved in the life settlements space with the tools they need to manage and reduce risk, whether it's the risk of longevity, the risk of incorrect valuation, the risk of sub-optimal policy selection, as well as legal and liquidity risks. An unmissable workshop for those seeking to invest with confidence!

#### What you will learn:

- Life settlements defined
- Identifying the parties in the transaction: the policy holder, the agent, the broker, the provider
- Identifying the parties that aid the transaction: the LE provider, the asset servicer, the law firm,
- Understanding the major risks involved in life settlements transactions: longevity, origination

and currency risks

Examining popular strategies for creating reliably-performing life settlement portfolios

#### How you will benefit:

- Invest in confidence
- Get a comprehensive understanding of the risks involved with investing in life settlements before you commit capital
- Walk away with the most cost-effective strategies for reducing the riskiness of your life settlement investments



Franz-Philippe Przybyl

AlphaBridge Capital



Roger Tafoya ISC Services



11:00 - 1:30

#### Macro Longevity and Mortality Risk

Longevity is rapidly developing into an alternative asset class with increasing investment and trading activity in longevity investments. The transfer of macro longevity risk from pension funds and insurance companies to the capital markets is growing.

Evolving population demographics, mounting regulatory pressure and yield seeking alternative investors are driving growth in longevity markets

#### Macro Longevity markets that are currently active include:

- UK pension scheme longevity risk hedging and investment products
- US XXX insurance companies excess reserves and investment products

#### What you will learn:

- What are the driving factors motivating pension funds to seek de-risking solutions
- What are the driving factors motivating US insurance companies to seek relief of excess reserve requirements

#### How you will benefit:

How capital markets investors can invest in macro longevity and how changes in longevity and mortality affect expected returns.

Vilas Kuchinand Vice President **Deutsche Bank** 

Rich Jimenez **Managing Director** Deutsche Bank



Registration at 1:30

#### The Science and Art of Medical Underwriting of Life Expectancy

Life expectancy is the single most important variable in the return from life settlement investments. Attendees at Mike Fasano's dinner workshop will gain an understanding of the details of medical underwriting and life expectancy analysis that will allow them to make more informed investment decisions.

#### What you will learn:

- Examining the debit methodology an application of actuarial science
- Converting excess mortality from research literature into debits, or percentages, that are applied to mortality tables
- Development of Mortality Tables: The importance of understanding differences in mortality associated with different demographic profiles and different populations
- Adjustments for risk factors and other clinical variables
- Research based clinical judgment The combination of research literature and clinical, medical experience:
- Examining the impact of drug and other treatment developments on longevity:
  - AIDS

The need for diversification by impairment

#### How you will benefit:

- Forecast longevity more effectively
- Become a savvier life settlements investor
- Negotiate more effectively, and enhance your returns



Mike Fasano President Fasano & Associates



Chronic Myelogenous Leukemia: The dramatic impact of Gleevec in extending

Hasan Qureshi Actuary Fasano & Associates

Dr. John Iacovino Medical Director Fasano & Associates



Registration at 4:30

#### Augur Capital: New Opportunity in the U.S. and German Life Settlements Market



Mike Fasano President Fasano & Associates

FASANO ASSOCIATES derwriting Centra



Franz Schmidpeter Managing Director Augur Capital



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# **Main Conference Day One**

## Thursday, October 14, 2010

#### 7:00 Registration & Coffee

#### 7:45 Chairperson's Opening Remarks

Robert Quinn Vice President Well Fargo

### 8:00 KEYNOTE GUEST ADDRESS

#### Demographics and Asian Pension Planning: Navigating Risks and Liabilities

- · Identifying the factors that will have an impact on Asian pension planning:
  - Population growth
  - Changes in demographics and age distributions
  - Income and GDP shifts
- Translating economic and demographic pressures into asset allocation strategies for Asian pension plans
- Examining the role of alternatives in future pension fund investment strategies



Stuart Leckie Chairman Stirling Financial

## 8:45 Separating Fact from Fiction: The Top 10 Myths About Life Settlements

- The top 5 positive myths about life settlements
- The top 5 negative myths about life settlements
- Understanding how both positive and negative myths about life settlements are propagated by the media



Robin Willi Chief Investment Officer Rigi Capital Partners

#### 9:30 Life Settlement Derivatives - The Pro's and Con's

- · Ramping portfolios
- Funds, notes, swaps
- Tax
- Residual Risks (legal, carrier credit, min coi)
- · Counterparty credit risk

Chris Hodgeman Head of Longevity Markets Group, Asia Credit Suisse

#### 10:15 Morning Networking Break

# 11:00 Risk Management for Life Settlements: Strategies for Mitigating Interest Rate, Currency, Credit, Origination and Longevity Risk

- Understanding and prioritizing the risks associated with life settlement investment strategies
- Examining the policy selection process safeguarding against insurable interest and other potential procurement issues
- The valuation process how this can help to mitigate extended longevity risk in a life settlement portfolio
- · Pan-Asian perspectives on the suitability of various fund structures
- Liquidity risk using synthetics to manage liquidity including how to hedge liquidity and currency/credit risks associated with a life settlement portfolio

#### Moderator:



Jack Kettler CEO 21st Services

#### Panelists:



Roger Tafoya COO ISC Services



Vince Granieri CFO & Chief Actuary 21st Services

# 11:45 An Introduction to Cat Bonds for Non-Specialist Investment Audiences: Correlation, Diversification & Tail Risk

- · Catastrophe bonds defined
- Identifying the parties within the transaction the sponsor, the structurer, and the investors – and understanding their motivations
- Correlation: are cat bonds truly uncorrelated with broader financial markets? If not, why not?
- · Getting to grips with optimal diversification strategies



Trevor Jones Product Specialist Nephila Capital

#### 12:30 Networking Luncheon for All Attendees

## 1:30 Life Settlements – An Appropriate Asset Class for Asian Pension Plans?

- A closer look at the risk-reward profile of life settlements, and their suitability for Asian pension plans
- · Strategies for managing the asset-liability mismatch
- Clarifying the role that life settlements should play within an institutional portfolio

#### Moderator



Jack Kettler CEO 21st Services

#### Speakers:



Brendan O'Flynn Director, Life Finance Group Credit Suisse



Vince Granieri CFO & Chief Actuary 21st Services



Franz-Phillipe Prysbyl CEO AlphaBridge Capital



Andrew Plevin Co-CEO Broadriver Asset Management

#### 2:15 A Market in Recovery: Expanding the Investor Universe for Life Settlements

- Evaluating the performance of the asset class over the past few years
- Understanding which risks have been solved by the marketplace, and which still remain
- Combining life settlements with alternatives to generate a unique investment product
- Examining the future role of asset managers in the life settlements space



Franz Schmidpeter Managing Director Augur Capital

Paul Moe CEO

**Living Benefits Financial Group** 

## 3:00 Asian Investment Perspectives on the Life Settlements Value Proposition

- Understanding the role played by life settlements within an institutional portfolio
- Identifying cultural issues surrounding the asset class for an Asian investor base
- · How life settlements can provide for seniors
- Life settlements after the crisis: a more transparent market



Miodrag Janjusevic Chief Risk Officer SAIL Advisors Limited



Arthur Bowen **Managing Director** Tranen Capital

Vishal Bhuyan **Managing Director** V.B. Bhuyan & Co.

#### 3:45 **Afternoon Networking Break**

#### 4.15 Trends in Asian Life Expectancy: A Comparison with the United States

- · Understanding how life expectancy trends are distributed across Asia-
- · Measuring the impact of "lifestyle Westernization" on Asian longevity
- · Forecasting future life expectancy trends: should we expect unstoppable LE extension, a levelling off, or a reversal?
- Identifying the major divergences between US and Asian mortality behavior, and incorporating understanding of these differences into life settlement investment strategies



Mike Fasano President Fasano & Associates



Dr. John lacovino **Medical Director, Senior Consultant** Fasano & Associates

Hasan Oureshi **Actuary** Fasano & Associates

#### **Trigger Types in ILS Transactions** 5:00

- Different trigger types
- · Benefits of index-linked investments for re/insurers and investors
- · Impact of new indices on the development of new ILS markets
- · Growth prospects for index-linked instruments in Asia



**Eduard Held Head of Sales & Products PERILS AG** 

5:45 **End of Main Conference Day One** 

Cocktail Reception - All Attendees Welcome! 6:00



# **Main Conference Day Two**

Friday, October 15, 2010

- **Registration & Coffee** 7:45
- Chairperson's Opening Remarks 8:30

**Robert Quinn** Vice President Well Fargo

- **KEYNOTE ADDRESS: Climate Change And The** Asia-Pacific Region: Examining The Likely Climate-Related Impacts on the Region's
  - Assessing how climate will reshape the business landscape across Asia-**Pacific**
  - Identifying the major sources of disagreement and uncertainty regarding climate change negotiations
  - Understanding the implications for financial markets, insurance companies and governments



Junii Hatano **Chairman and CEO Carbon Partners Asiatica** 

- **Portfolio Construction Techniques: Considerations** 9.30 On The Most Effective Strategies For Sourcing, Managing, And Blending A Portfolio Of Longevity
  - · Determining whether to invest synthetically or through the cash
  - Evaluating the importance of sourcing clean collateral, and establishing the clearest indicators that your collateral is clean
  - Diversification within the longevity mix: Identifiying the most effective combinations of impairment types, LEs, and policy values
  - Understanding the most effective strategies for "blending" life settlements into a portfolio of alternative investments

Chris McGlashan **Managing Director** Citigroup

**Dimitry Stambler** Director Citigroup

10:15 Morning Networking Break

#### Solving the Collateral Problem: Structuring Solutions for **New Cat Bond Issuances**

- Examining the collateral structures of recent catastrophe bonds
- Comparing the advantages of the triparty repo with governmentguaranteed collateral solutions like treasuries and KfW floating notes
- Focus on Triparty-Repo structures
- Focus on government-guaranteed solutions
- A look at the collateral structures on the cards for 2011s cat bond issues



Robert Ouinn Vice President Wells Fargo

#### A Macro Look At Life & Non-Life Asset Allocation Strategy For Foundations, Endowments & Large Pensions

- An examination of distressed life settlement investments for large funds
- Introducing the non-traditional investment strategy to the Asian Institutional
- Asset class investment decisions from a macro viewpoint



Jean-Michel Paul CEO **Acheron Capital** 

#### Speakers:





Jan-Eric Samuel Chairman Litai Assets, LLC

Chris McGlashan Managing Director, Citigroup

#### 12:30 Networking Luncheon for All Attendees

#### The Future of the Asia-Pacific Insurance Industry: **Understanding the Need for Leadership**

- Forecasting the future impact of climate change on the future of the Asian insurance and reinsurance industries
- Understanding the Prisoner's Dilemma as it related to the Asian insurance
- Examining the need for leadership from the Asian insurance industry































• How every Asian insurance company can become part of the solution



Rani Virdee Managing Director, Asia Pacific The CarbonNeutral Company

#### **Investor Perspectives on Insurance-Linked Securities:** Gauging the Suitability of ILS for Asian Investor Groups

- · Identifying the most attractive characteristics of ILS from the perspective of Asia-based investors
- The perspective of Asian investor groups to the asset allocation process and the role of alternatives
- Quantifying the non-correlation benefit
- Incorporating ILS into an institutional portfolio: The need for a dedicated investment unit
- Investor perspectives on the manager selection process



Amir Gal-Or **Managing Partner** Infinity Private Equity Hong Kong



Madhu Gayer Head of Investment Risk and Analytical Services, Asia Northern Trust Company of Hong Kong



Miodrag Janjusevic Chief Risk Officer **SAIL Advisors Limited** 



Claudius Tsang **Executive Director** Franklin Templeton Investments

**Phil Hall Managing Director Highland Capital Management** 

#### **Perspectives on Valuations in the Life Settlement** 3.45 Marketplace

- Detailed analysis of opportunities and challenges associated with the valuation process.
- How valuation plays into the risk mitigation process
- · Ensuring optimal relationships between issuers and investors

Scott Grossfeld President and Chief Financial Officer, Living Benefits Financial Group

Ron D'Vari CEO **New Oak Capital** 

## **Interactive Champagne Roundtable Discussions**

After a jam-packed day of big picture keynotes, panel discussions, case

studies, and presentations, ILS Asia gives you the chance to meet and brainstorm with small groups of your peers during our interactive champagne roundtable discussions. This is a great opportunity to make valuable contacts from your area of interest, and to deep-dive into the tricky details that you may have missed in the course of the day's sessions - all while sipping a chilled glass of bubbly!

Delegates will choose from the following roundtables. Moderations are to be announced. For updates, please check the website at www.ilsasiasummit.com.

#### 1. What Asian Investors Need to Know about the State of US Life **Settlements Regulation**

- · Defining key regulatory terms: STOLI and "insurable interest"
- Understanding how life settlements regulation varies from state to state, and examining the implications for foreign purchasers of 2nd hand life insurance policies
- Regulatory changes on the horizon: the evolving dynamic between the NAIC and NCOIL regulatory models, and the possible involvement of the federal government

#### 2. Longevity Swaps

An Effective Risk Management Tool for Asian Pension Funds?

- · Examining the recent growth of the longevity swaps market in the United Kinadom
- · Comparing the situation of Asian pension funds with their counterparts in the UK
- How suitable is the longevity swap transaction as a liability-offload mechanism for Asian pension funds?
- · Possible issues around counterparty credit risk and pricing

#### 3. Examining the Role of Development Banks in Promoting Cat **Bond Issuance in Asia**

- · Understanding the role of the World Bank in promoting cat bond issuance in Asia
- Examining the prospects for sovereign cat bond issuance by the Philippines, Indonesia, China and India
- · Development bank perspectives on the timelines for the development of the market, and the most suitable categories of investor

#### 4. Insurers' Roundtable: Is ILS a Suitable Risk Management Tool for Asian Insurers?

- Comparing the risk management needs of Asian insurance companies with their counterparts in Europe and the United States
- Identifying the unique advantages and disadvantages of ILS from the perspectives of Asian insurers
- Regional perspectives on the choice of trigger: Modeling challenges and the pros and cons of idemnity, parametric, and hybrid loss triggers
- Considerations on the kinds of risk most suitable for securitization in

#### **End of Conference**

# **Registration Information**

Pricing	Register and	Register and	Register and	Standard	
	Pay by 07/16/10	Pay by 08/13/10	Pay by 09/10/10	Price	
Conference	USD \$999	USD \$1,299	USD \$1,599	USD \$1,799	
All Access Pass	(save USD \$2,196)	(save USD \$1,896)	(save USD \$1,596)	(save USD \$1,396)	
	USD \$1,799	USD \$2,099	USD \$2,399	USD \$2,599	
Workshop(s) Only	\$549 each	\$549 each	\$549 each	\$549 each	

All Access Pass includes all 4 pre-conference workshops and the main conference

Please note multiple discounts cannot be combined

A \$99 processing charge will be assessed to all registrations not accompanied by credit card payment at the time of

#### MAKE CHECKS PAYABLE IN U.S. DOLLARS TO: IOPC

\* CT residents or people employed in the state of CT must add 6% sales tax.

Team Discounts: For information on team discounts, please contact IQPC Customer Service at 1-800-882-8684. Only one discount may be applied per registrant.

**Special Discounts Available:** A limited number of discounts are available for the non-profit sector, government organizations and academia. For more information, please contact customer service at 1-800-882-8684.

Details for making payment via EFT or wire transfer: JPMorgan Chase - Penton Learning Systems LLC dba

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Reference: Please include the name of the attendee(s) and the event number: 18624.001

#### Venue & Accommodations

#### **Sheraton Hong Kong Hotel & Towers**

20 Nathan Road, Kowloon, Hong Kong, China Phone: +011 852 2369 1111

Website: http://www.starwoodmeeting.com/StarGroupsWeb /res?id=1008060986&key=9D214

IQPC has secured a reduced rate room block at the Sheraton Hong Kong Hotel & Towers for participants of the ILS Summit Asia of HKD 2200 + 10% tax & fees. (Exchange rate to USD estimated at approximately \$283 + 10%. Please note this is an estimate only.) Please identify you are part of the IQPC-ILS Summit / Asia to ensure the special rate. Note that you are eligible for this rate three day prior and three days post the event based on availability. Please make your reservation before September 20, 2010 in order to ensure you are eligible for the group rate

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Augur Capital has two business segments: insurance arbitrage & private equity Augur Capital acts as an asset manager and investment advisor for US and German life insurance policies. Augur issued a couple of funds

investing in US and German life policies. With it's worldwide partners and investments (e.g. cash.life, the market leader in German secondary life insurance policies) Augur offers unique services as an independent asset manager to investors. In the private equity sector Augur Capital is Germany's leading firm with focus on investments in banks, insurance companies and other financial services business in Europe, www.augurcapital.com

Wells Fargo is a leading provider of collateral solutions in the ILS space. In the past five years

Wells Fargo has established billions of dollars of trust accounts used in lieu of insurance and ILS related letters of credit. Our trust team is dedicated to the insurance and ILS trust concept and work only on such transactions. Key to our success is our desire not only to understand the trust concept, but also to understand the business

behind the transactions for which we are asked to be trustee. Additionally, our deposit product options give our clients an enhanced rate of return and the safety and liquidity required in these transactions while keeping their money safe and free from market value fluctuations. To discuss our trust product with Wells Fargo directly please contact Robert Quinn at robert.g.quinn@wellsfargo.com.

www.wellsfargo.com



Utilizing the various benefits of Life Insurance products, Tranen Capital operates a diversified strategy by managing variables of value, contestability and projected maturities, carrying the strategy forward by

selecting from two options of the realization of profits, being a classic buy and hold strategy, where policies would be held until maturity, and an alternative arrangement whereby policies are structured as managed portfolios for resale into the secondary market. While we are constantly seeking to improve and develop our methodology, our primary focus remains on the twin-pillars of risk management and capital preservation. Our philosophy is based upon a preference for consistency and sustainable growth while reducing volatility and aggressive, short-term tactics. www.tranencapital.com

Managing Partners Limited Managing Partners Limited (MPL) is a highly reputable, multi-disciplined investment house that specialises in managing alternative assets classes. MPL is a market leader in the field

of traded policy funds (in particular TLPs) an asset class that is renowned for its low risk, inherent guarantees and balanced growth characteristics. The board of MPL and it subsidiaries has over 70 years' collective experience in asset and fund management. MPL is registered in the Cayman Islands where it is recognised by the Cayman Islands Monetary Authority as a Fund Manager where it manages a number of collective investment schemes and regulated mutual funds. MPL has offices in mainland Europe and the City of London where its subsidiary, MPL Investment Management Limited is based. MPL Investment Management Limited is regulated by the Financial Services Authority by virtue of being the Appointed Representative of Sturgeon Ventures LLP. www.managing-partners.com

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RMS RiskMarkets provides expertise in catastrophe risk management to the insurance-linked securities (ILS) market through its dedicated team of 30 full-time professionals. RMS supports transaction issuance through auditing, validation

and expert verification of process or risk analysis results to help companies effectively manage their catastrophe risk in the capital markets. Over the last decade, RMS has helped launch over 40 catastrophe bonds, and has used this experience to develop the RMS Miu Platform, its market-leading ILS portfolio management software, and Paradex, a suite of parametric industry loss indices. The Miu Platform is a complete solution to measure and manage ILS portfolio risk, combining software and service to demystify catastrophe risk and provide access to state-of-the-art analytics. RMS has characterized every live cat bond in the market, and characterizes each new bond as it is issued. RMS Paradex offers a suite of parametric indices – currently covering Japan Earthquake, US Earthquake, US Hurricane, and Europe Windstorm - to efficiently transfer catastrophe risk to the capital markets. Each index uses measurements from catastrophe event s – such as wind speeds and ground motions - to estimate insured industry losses. Paradex provides all aspects of the service needed to structure and trigger a parametric transaction. https://www.rms.com/CapitalMarkets/Default.asp



21st Services was created in 1998 with the goal of creating a new standard of excellence in life expectancy analysis.

To accomplish this goal, 21st Services produced the first-ever software program

for evaluating life expectancies. This innovative product helped transform the evaluation process from a subjective "guess" to a more objective, consistent methodology. Since then, 21st Services has continued to innovate and refine the evaluation process. Now 21st is expanding its service in new markets. Based in Minneapolis, Minnesota, we offer quality diagnostics through a team of experienced underwriters and cutting-edge proprietary software that provides industry-leading senior diagnostics. www.21stservices.com



ISC Services was founded in 2005 with the goal of becoming the "market leader" in providing high quality, customized life expectancy assessments. To support this effort, ISC Services assembled a team of experienced and highly qualified medical

underwriters, physicians and actuaries whose primary goal is to deliver consistently accurate assessments using the strictest quality control methods. To support of its professional staff, ISC Services has developed a proprietary LE calculator, an electronic underwriting manual, and a software system to efficiently manage the flow of business and create seamless and secure communications. ISC Services is unique in its ability to use table ratings, extra deaths, temporary flat extras, and to provide individual mortality based on impairment specific curves. ISC Services calculator includes the unique capabilities to "wear off" the excess mortality and correctly "age-up" LEs by reentering the mortality curve, at the right time, when re-dating an LE. www.iscservices.com



Nephila was founded in London by Frank Majors and Greg Hagood in 1997 as part of Willis Limited, the world's third largest reinsurance broker. As part of its growth strategy, the company relocated to Bermuda in 1999 to establish a local presence and

to deepen existing relationships in the world's largest catastrophe reinsurance center.

The investment philosophy is based on the premise that institutional investors are attracted to the non-correlated, relatively high-yielding returns offered by insurance linked instruments. The instruments in which Nephila invests have evolved over time, along with investors' risk appetite. The company currently manages multiple investment vehicles and managed accounts exclusively for sophisticated institutional investors.

In addition to insurance linked instruments (which are predominantly focused on natural catastrophe risk) the company has been trading weather risk since 2000 and launched a dedicated weather vehicle in 2005. www.nephila.com



Established in 1971 the Bermuda Stock Exchange (BSX) is now the world's leading fully electronic offshore securities market, with a current market capitalization (excluding mutual funds) in excess of US\$200 billion.

There are 650 securities listed on the BSX of which nearly 350 are offshore funds and alternative investment structures. Trading occurs daily and settlement on a rolling T+3 basis using BEST, the BSX's Central Limit Order Book trading mechanism which is tightly integrated with the Exchange's clearing, settlement and depository platforms. The success of the BSX lies in its innovative approach to new products and markets and its ability to offer a 'commercially sensible' regulatory environment. The Exchange specializes in listing and trading of capital market instruments such as equities, debt issues, funds (including Hedge Fund structures), derivative warrant programmes and Insurance Linked Securities, including Catastrophe Bonds. www.bsx.com

Underwriting Central

Fasano Associates is a leading underwriting firm, serving the life, annuity and life settlement markets, with particular expertise in over-65 and impaired life mortality. Fasano's estimates of life expectancy are considered

the most accurate in life settlement market, with an Actual to Expected accuracy ratio of 96% estimated in two successive independent actuarial evaluations. Contact Fasano at www.fasanoassociates.com.

Deutsche Bank



Deutsche Bank <NYSE: DB> is a leading global investment bank with a strong and profitable private clients franchise. A leader in Germany and

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