

Hear from Leading
RISK MANAGERS

5th
ANNUAL
CANADIAN

Captive Insurance Strategies **SUMMIT**

Wednesday May 27th and Thursday May 28th, 2009 • Pantages Hotel Toronto Centre • Toronto, ON

**Reduce Costs | Maximize Profit | Mitigate Risk
ART Strategies | Maintain Stability**

Hear leading
RISK MANAGERS from:



John Roberts,
Director Risk and Insurance,
BC Ferry Services Inc.



Pierre Parizeau
VP, Insurance Service,
SNC Lavalin (QC)



Carol Arendall,
Senior Director
Risk Management
OfficeMax Inc. (IL)



Michael Scott,
Manager, International Insurance,
Archer Daniels Midland (IL)

In the **“Hard Insurance Market”**,
identify alternative risk strategies!

Hear 7 leading **RISK MANAGERS** from:

- 1 SNC Lavalin (Montreal)
- 2 Archer Daniels Midland (IL)
- 3 Nexen Inc. (Calgary)
- 4 OfficeMax Inc. (IL)
- 5 BC Ferry Services Inc. (Victoria)
- 6 Fleetwood Enterprises Inc. (CA)
- 7 Asurion & Harrah's Entertainment (TN)

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In the “hard insurance market”, identify alternative risk strategies to cut costs.

The financial crisis and changing market landscape is having a significant impact on your risk management strategies. **In the hard insurance market, you need to identify ways to cut costs, secure collateral and manage rising premiums.** This is the time to explore whether a captive is right for your business or how you can better maximize the benefits of your existing captive.

How can you come up to speed with the options available so you can make an informed decision?

Your first step—this conference.

Take away 6 strategies on:

1. Changes in financial reporting
2. Collateral options
3. Corporate governance excellence
4. Reinsurance and fronting
5. Bill C-37 (FICOM & OSFI update)
6. Funding employee benefits

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Pre-Conference Workshop:

The Basics in Captives From Expert Advisors

Bring your entire risk management team up to speed with our “Captives 101” program!

About this Conference:

Strategy Institute is proud to host the 5th annual Canadian Captive Insurance Strategies Summit! The only major annual event held in Canada, it brings thought-leaders from North America as well as from around the globe. This year’s summit plans to be the largest and most important in years for risk managers.

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

Register Today!

Call 1-866-298-9343, or e-mail registrations@strategyinstitute.com.



This exclusive Summit was designed for risk managers, insurance professionals and captive service providers...

Risk Managers including Current and Future Captive Owners:

- ✓ **LEARN** about the benefits and feasibility of starting a captive
- ✓ **ACHIEVE** best practices in corporate governance
- ✓ **CUT** costs and improve your organization's financial health
- ✓ **ACQUIRE** data and strategies for more effective risk management

Industry Consultants and Reinsurance Providers:

- ✓ **CONNECT** with captive owners and potential captive owners
- ✓ **SHOWCASE** your solutions and services
- ✓ **FIND OUT** the most pressing concerns and needs of risk managers

Tax Accountants and Corporate Tax Lawyers:

- ✓ **BUILD** relationships with executives from consulting firms
- ✓ **PROMOTE** your services to captive owners and potential owners
- ✓ **STAY** in the loop on the latest developments and methods

Domiciles:

- ✓ **PROMOTE** awareness of your jurisdiction
- ✓ **NETWORK** with captive owners and potential captive owners
- ✓ **ESTABLISH** your jurisdiction as an optimal choice

Delegate Testimonials:

- "Excellent speakers. The workshop was excellent." Bill O'Rourke, *SVP of Finance, Orlando Corporation*
- "Relevance. Canadian content." Lois Gardiner, *Director Risk Management, Canadian Pacific Railway*
- "Good practices and sharing from captive owners." Mark Robertson, *Director, Risk Management & Insurance, Nexen Inc.*
- "Diverse background of panelists." Anis Khan, *CFO – Risk Manager, Ciena Healthcare Management*
- "Informed commentary – understandable to the uninitiated." Rick Albert, *President, Norfolk Mobility Benefits*
- "Quite in depth and not overview which you often get at other conferences."

David Angus, *SVP, Aon Reed Stenhouse Inc.*



Send your entire team!

Ensure that all the relevant departments of your organization share a common understanding of the issues at hand. Take advantage of special team pricing – see back page for details.

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—be visible at this premier event! Select sponsorship packages are still available. To learn more contact Himani Dureja, **1-866-298-9343 ext. 269**, or dureja@strategyinstitute.com.

Day One

Wednesday May 27th, 2009

8:00 AM Registration and Continental Breakfast

8:30 AM Opening Comments from the Chairperson



Bill Morgan,
Managing Director,
Aon Insurance Managers (BC)

8:45 AM **Financial Crisis Briefing: Surviving and Thriving in a Hard Insurance Market**

How have the recent financial stresses affected the insurance market and where is the industry in terms of market cycle? Find out the projected outlook and plan accordingly.

- ▶ Indicators for immediate hard market vs. longer transition
- ▶ Longer prospects for continuing softening vs. market turnaround
- ▶ Impact on pricing and availability
- ▶ Implications to captives and captive strategies

Source intelligence to help you get the right business plans in place.



Ian Matheson,
Chief Development Officer & Director,
Aon Reed Stenhouse

9:30 AM **Risk Manager Panel Using ARTS to Effectively Meet An Organization's Risk Management Needs and Reduce Costs**

Multi-national exposures, increasing premiums and the various types of risk coverage required are just some of the challenges facing risk managers. Join our executive panel members as they share their thoughts and experiences.

- ▶ Role of risk manager in exploring ARTS
- ▶ Challenges, unexpected and success factors with captives
- ▶ Corporate governance and relationships

Hear first hand from leaders in risk management and share best practices for implementation.



Carol Arendall,
Senior Director
Risk Management,
OfficeMax Inc. (IL)

William F. McMahon,
ARM, RPA, Risk Manager,
Fleetwood Enterprises, Inc. (CA)



Mark Robertson,
Director,
Risk Management
and Insurance,
Nexen Inc. (Calgary)

10:30 AM Mid-Morning Networking Break

Interact with conference speakers and fellow attendees.

11:00 AM **Using Your Single-Parent Captive as a Capital Management Tool**

While a captive can minimize the long-term cost of risk, it also has the ability to become an integral part of the company's capital management strategy. Find out how it's possible to enhance the captive's value beyond initial expectations.

- ▶ Put your captive's "underemployed" capital & surplus to work
- ▶ Walk through a detailed example using financial language & terminology
- ▶ Judicious use of this technique could add "profit center" to the standard list of captive benefits (without adding 3rd party business)

Learn a new application for your captive and contribute positively to the bottom line.



Donald J. Riggan, CPCU, ARM,
Practice Leader, Alternative Risk,
Albert Risk Management Consultants

11:45 AM **Fronting Arrangements: What's New and Are They Still Needed?**

This session will tackle the most important developments in fronting and provide answers to some pressing questions on the relevance and significance of creating and maintaining fronting relationships.

- ▶ Recent developments and trends
- ▶ Benefits and drawbacks of fronting
- ▶ Changing tax regulations and effect on captive fronting

Take away information to help you decide if fronting arrangements are still needed and what's right for you.

Dean Cox,
Vice President, Alternative Risks,
Zurich Insurance Company

12:30 PM Networking Luncheon

Join the conference speakers and your peers for a relaxing luncheon. This is your opportunity to make new contacts and discuss the ideas presented in the morning.

1:45 PM **Choosing a Domicile: Evaluating the Benefits to Maximize Your Profits and Match Your Needs**

With 50+ domiciles available, how will you decide? This session will help you stay up to speed on developments on the largest and fastest growing jurisdictions around the world. Source information to help you pinpoint the right fit.

- ▶ Onshore vs. offshore: licensing and administrative issues
- ▶ Regulatory changes affecting your domicile choice
- ▶ Assess options and associated benefits

Determine the best investment domicile for your captive.

Ricardo Knight, Representative, **Invest Barbados**

George M. Mangion, Senior Partner, **PKF Malta**

Bruce P. Flexman, MBA, FCA, President, International Financial Centre, **British Columbia**

Thomas Roberts, Representative, **St. Lucia**

Register Today!

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Day Two

Thursday May 28th, 2009

2:30 PM **Collateral Panel**

Strategies to Improve and Maintain Access in the New and Uncertain Credit Environment

Captive insurance companies are generally required to demonstrate their ability to pay claims, even in the worst of times.

- ▶ Assess merits of collateral types: L/C, trust and funds withheld
- ▶ Examine your investment and banking relationship
- ▶ Develop strategies to improve and maintain access

Take away information to help you manage your company's need for collateral during financial turmoil.

Ross Neilson, *Vice President, Global Trust Services, BNY Trust Company of Canada*

Peter Little, *Senior Manager, Investment, RBC (Barbados)*

Ian Matheson, *Chief Development Officer & Director, Aon Reed Stenhouse*

3:15 PM Mid-Afternoon Networking Break

3:45 PM **Captive Reinsurance:**

Thriving Amidst Chaos to Enhance Your Buy

One of the most important decisions in setting up or ongoing management of captive operations is that of reinsurance. This session will provide you with:

- ▶ Survival Guide for a chaotic market
- ▶ Who's actually reinsuring captives
- ▶ Techniques for reinsuring

Take away information to enhance and fine-tune your reinsurance buy.



Michael Woodroffe,
President,

Kirkway International Limited (Bermuda)

4:30 PM Exploring How IFRS Will Affect Accounting Procedures for Captives

International Financial Reporting Standards (IFRS) and Solvency II are changing the way companies and regulators look at financial statements and capital requirements all over the world.

- ▶ Understand the literature available and what it means
- ▶ Process and developments of IFRS in Canada
- ▶ Assess the more direct implications for Canadian-parented captives

Develop an appreciation of how upcoming changes in financial reporting will impact your business.



Eric Watt,
Senior Partner & Insurance Practice Leader,
KPMG LLP

5:15 PM **DRAW! - Invest Barbados**

Keep the networking going!

Join us for complimentary appetizers in the hotel lounge.**



8:00 AM Registration and Continental Breakfast

8:30 AM Recap of Day One by the Chairperson



Bill Morgan,
Managing Director,
Aon Insurance Managers (BC)

8:45 AM **FICOM & OSFI**

Understanding Bill C-37 and its Implications

In April 2007 Bill C-37, an Act to amend the law governing financial institutions came into force. This Act proposes to change part XIII of the federal Insurance Companies Act which will shift OSFI's regulatory focus to the location of the insurance transaction rather than the location of the underlying risk.

- ▶ Impact of changes on Canadian marketplace
- ▶ Federal and provincial regulatory framework harmonization
- ▶ Interpretation and address issues

Adjust to the complexities of the new regime that will come into effect in 2010.



Douglas B. McLean,
Executive Director,
Insurance, FICOM



Philippe A. Sarrazin,
Director, Legislation
and Policy Initiatives,
OSFI

9:30 AM **Case Study: BC Ferries**

Using Captives to Effectively Meet An Organization's Risk Financing Needs

As the primary provider of coastal ferry service in British Columbia, BC Ferries needs to insure its physical assets as well as legal liability for injuries and damage. In addition to conventional insurance, BC Ferries also established a captive which began operations in April 2005. Hear how it all came together.

- ▶ From consideration to implementation
- ▶ Benefits in using a captive and disadvantages
- ▶ Buy-in from the board and corporate governance issues

Learn how a captive could help your organization more effectively allocate the cost of risk.



John Roberts,
Director, Risk and Insurance,
British Columbia Ferry Services Inc.

10:15 AM Mid-Morning Networking Break

Enjoy a cup of coffee or tea and interact with the speakers and fellow attendees. Share your experiences and expertise on captives.

Agenda Continues (see next page)



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Call 1-866-298-9343, or e-mail registrations@strategyinstitute.com.



10:45 AM **Green Captive:** **Managing Your Environmental Responsibilities and Risks**

With increasing media, investor and regulatory scrutiny, businesses can no longer afford to ignore the risks associated with climate and environmental change. Find out if a green strategy is right for your business and reputation.

- ▶ Assess the environmental risks applicable to your business
- ▶ Existence of "green" captive and self insuring
- ▶ Green coverage for damaged property or replacement

Explore if a "green" captive is a fit and contribute positively to your business.

11:30 AM **Case Study: Archer Daniels Midland** **Funding Employee Benefits Through a Captive to Maximize Efficiency and Cost Savings**

A growing number of organizations have started to or are exploring funding employee benefits through a captive. Join a leading agricultural processor with hands-on experience and learn how the organization worked through the process for success.

- ▶ Challenges and opportunities
- ▶ Control over claims and adjudication
- ▶ Best practices and strategies in working with HR

Hear insights on how to make funding employee benefits through a captive a success.



Michael Scott,
Manager, International Insurance,
Archer Daniels Midland Company (IL)

12:15 PM **Networking Luncheon**

Compare notes with your colleagues and conference faculty over a relaxing lunch. Make new connections with those in the captives industry.



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1:30 PM **Tax Accounting:**

Recognizing the Tax Ramifications to Better Utilize Your Captive

As more companies continue to explore setting up or make more use of their captives, it's important to understand the tax intricacies involved. Join the leaders who have first-hand experience in captives.

- ▶ Canadian and international taxation of captives and updates
- ▶ Tax advantages of captives
- ▶ Compliance issues with your onshore and offshore captives

Navigate the tax treatments of captives and better take advantage of the benefits.



Fred Borgmann,
Partner,

PricewaterhouseCoopers



Earlene Huntley,
Manager,

PricewaterhouseCoopers

2:15 PM **Best Practices in Corporate Governance:** **New Regulatory Developments and Internal Business Structures**

Corporate governance requirements are a pressing development facing risk management executives. Hear best practices in internal governance and effective risk management strategies.

- ▶ Corporate governance model and benefits for captives
- ▶ Shape your captive's governance structure to meet regulator demands
- ▶ Increase transparency with risk management and evaluation

Karin Landry,

Managing Partner,

Spring Consulting Group

3:00 PM **Mid-Afternoon Networking Break**

3:15 PM Using Captives in Innovative Ways to Reduce Costs, Enhance Insurance Coverage and Develop a Profit

How can captives be employed in unusual ways to underwrite third party risks? Take away information on using captives in a strategic manner.

- ▶ Opportunities for profitable third party business
- ▶ Risks and benefits of third party business
- ▶ Benchmarking captive operations

Hear how you can benefit from using your captives in innovative ways.



Arthur G. Koritzinsky,
Managing Director, Risk Management,
Marsh (New York)

4:00 PM **Understanding the Rating Process and Evaluating Your Captive's Composite Risk Profile**

Obtaining a financial strength rating for your captive insurance operations can provide both economic and market perception benefits.

- ▶ Benefits of getting rated in the current financial and market context
- ▶ Criteria to use when choosing a rating agency
- ▶ Evaluate your captive's composite risk profile, in advance of any third party review

Explore if a captive rating is the right fit for your organization.

Bill Morgan, *Managing Director*, **Aon Insurance Managers (BC)**

4:45 PM Conference Adjourns



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

Our Conference Venue:

Pantages Hotel Toronto Centre


In the heart of one of North America's most dynamic cities is Pantages Hotel Toronto Centre - Toronto's newest boutique and lifestyle hotel. Offering luxury and refinement, Pantages Hotel Toronto Centre pairs contemporary styling with modern architecture, sophisticated décor, exceeding your every expectation and engaging all of your senses through design, art, theatre, music and energy. So much more than accommodation, Pantages Hotel Toronto Centre provides a calm and tranquil environment sure to soothe the mind, body and soul.

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Book before May 1st and mention Captive Insurance Strategy Summit to receive our conference rate of \$219 +taxes.

How to Register (see next page) 

Essential Pre-Conference Workshop

Tuesday May 26th, 2009 | 12:00PM ~ 4:00PM

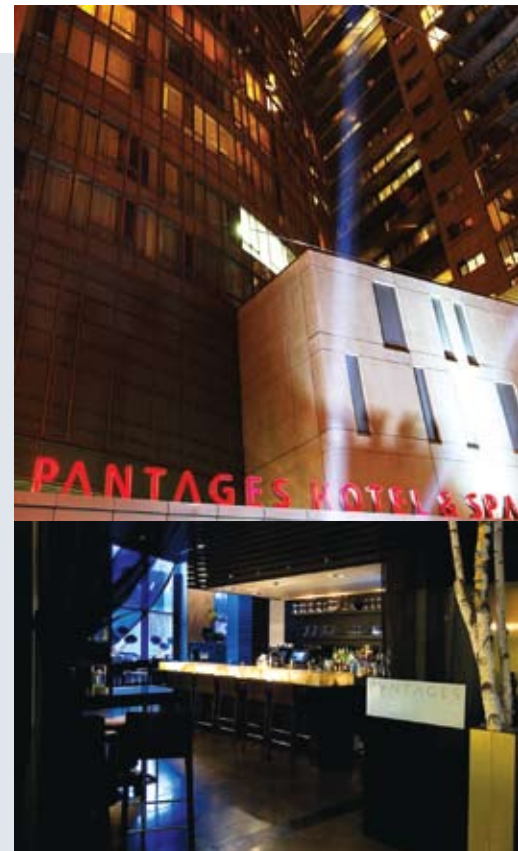
The Basics in Captives from Expert Advisors

Attend our "Captives 101" Program and bring your entire risk management team up to speed! Take away key knowledge on implementation structures, the feasibility study and more! Everything you need to make an informed decision in one place – at one time – taught by international experts! Don't miss out.

This basic workshop will take you through all the elements of a feasibility study to help you decide whether a captive structure is right for your company. Attend with your team and learn all about required resources, how to choose an appropriate domicile, steps towards implementation and best practices in accounting and governance.

Take away key lessons on risk transfer strategies and captive information to maximize company profits.

Bill Morgan, *Managing Director*, **AON Insurance Managers (BC)** and Kenneth Murphy, *Director*, Risk Management, **Research In Motion Limited**



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Captive Insurance Strategies SUMMIT

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ATTENTION MAILROOM: If undeliverable to addressee, please forward to: CEO/CFO, Chief Risk Officer, Risk Manager, Risk Analyst



Why You Should Attend:

- 1 Innovative Solutions
- 2 Mitigate Risk
- 3 Maintain Stability
- 4 Maximize Profit
- 5 Reduce Costs
- 6 ART Strategies

How to Register:



E-Mail:

registrations@strategyinstitute.com



Telephone: 416-944-9200

1-866-298-9343 (Toll-free)



Fax: 416-944-0403

1-866-298-9344 (Toll-free)



Mail: Strategy Institute

401 Richmond St. West, Suite 401
Toronto, Ontario M5V 3A8

VIP Code:

MULTIPLE ORDERS PLEASE PHOTOCOPY

Please register this person for: **Canadian Captive Insurance Strategies Summit**

1 Conference Pricing

	Risk Manager Rate*	Regular Investment
Conference ONLY	<input type="checkbox"/> \$997	<input type="checkbox"/> \$1897
Workshop ONLY	<input type="checkbox"/> \$397	<input type="checkbox"/> \$397
BEST VALUE PACKAGE: Conference + Pre-Conference Workshop	<input type="checkbox"/> \$1297	<input type="checkbox"/> \$2197

2 Contact Details

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 E-mail: _____
 Approving Manager's Name: _____
 Title: _____

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***Risk Manager Rate:** To be eligible for our special Risk Manager rate \$997 (plus 5% GST), you must be responsible for the internal risk management of your employer. **GROUPS NOT ELIGIBLE:** those groups who do not qualify for the special rate but who may register at the regular rate of \$1897 (plus 5% GST) include those who work for domiciles, consultants, lawyers, accountants, reinsurance professionals, brokers, insurers, other captive service providers. Strategy Institute reviews all registrations and reserves the right to determine special pricing privileges.

Registration Investment: The registration fee for the Canadian Captive Insurance Strategies Summit is \$1897 plus GST. This investment includes luncheon, receptions, refreshments, networking breaks, continental breakfast, and original course materials. Payment is required in advance and can be made by company cheque, VISA, MasterCard, or American Express. Please make cheques payable to Strategy Institute Inc. and write the registrant's name on the face of the cheque.

Team Discount: Send three and the 4th attends for free! The discount is not available in combination with any other offer. To be eligible for the Team Discount, delegates **MUST** register at the same time. The total discount per delegate (including applicable team discounts, etc.) **MUST** not exceed 25% of the regular conference fee.

Cancellations: Cancellations must be received in writing by May 13th, 2009. Cancellations received by this date will be eligible for a prompt refund less a \$495.00 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.

****Evening Social Activities:** You are responsible for own consumption costs.

CONFERENCE CODE: 109005