



DRAFT AGENDA

* By: Strategy Institute

Day One – Wednesday, May 16th, 2012

7:30 AM Registration and Continental Breakfast

Bill Morgan, Managing Director, AON Insurance Managers

8:30 AM Keynote Address

Forecast & Captive Strategies to Handle the Current and Future Market Conditions

9:15 AM Risk Management Panel

Understand the Challenges of Corporate Risk Management to Strengthen Stability and Reduce Costs

Rising premiums, changing regulations, and multi-national exposures are some of the challenges facing risk managers today. Hear first-hand from risk management leaders and share best practices to implementation:

- Define your captive's responsibility and needs in day-to-day business operation
- Integrate risk management into your corporate insurance and governance
- Prepare for the hard insurance market with ARTs and captives

Take away practical insights what it takes to deliver a successful corporate insurance program.

10:00 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.

10:30 AM Case Study: Spectra Energy

Using Your Captive in Innovative Ways to Advance Company Goals

Captives can cover all sorts of risk and fund the expected losses you retain. But they can also serve as a vehicle

to advance your company's overall business goals. Get an inside look at how this captive owner is matching his risk retention goals with overall business objectives.

- Learn how to structure your captive to achieve new goals
- Understand when to take on third party risk to maintain your company on schedule
- Expand the operations of your captive to reduce excess premium costs

Know the potential of your captive to achieve your company goals

Ruth Fletcher, Manager Captive Insurance, Spectra Energy Corp.

11:15 AM Domicile Selection

Evaluate the Advantages of Each Domicile to Meet Your Insurance Objectives

Assess what are the advantages and disadvantages of each domicile. Take a virtual tour of the largest and fastest growing onshore and offshore domiciles. Pinpoint the right fit for your organizational objectives, and source information on:

- Regulatory environment for licensing and administration
- Security requirements and captive asset management
- Implications of TIEA, OECD standards and Solvency II to Canadian parents

Determine what domicile is the best investment for your captive.

12:00 PM Networking Luncheon

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

1:15 PM Case Study: Ace Hardware Inc.

Develop a Capital Model to Growing a Healthy Captive

Captives looking to grow must assess whether existing retained earnings are sufficient to withstand potential "black swan" events. Determine the factors for viable and sustainable captive growth strategy.

- Quantify your asset, credit, reserve and underwriting risks
- Determine the overall health of your captive
- Develop a roadmap to strategically grow your captive

Acquire the right tactics to safely grow your captive.

William Montanez, Director, Risk Management, Ace Hardware Inc.

2:00 PM Reinsurance Panel

Assess the Market Realities for Canadian Parents and Captives

While the soft market continues, the world has experienced a wave of natural disasters. Gauge the reinsurance market realities, conditions and expectations with reinsurance market leaders.

- Review the reinsurance current and expected market conditions
- Estimate the market's capacity and availability for reinsurance
- Calculate the reinsurance pricing trends

Take back to your office knowledge to enhance and fine-tune your reinsurance buy.

2:45 PM Mid-Afternoon Networking Break

Interact with conference speakers and fellow attendees.

3:15 PM Captive Taxation

Navigate the Tax Treatments and Implications for Your Captive Structure

More and more companies are looking into captive formation or expansion. Understanding the impact of tax intricacies and implications is key. Get your roadmap to captive taxation today.

- Captive taxation primer and regulations to be aware of
- Regulatory captive tax audit and common pitfalls to avoid
- New Canadian tax information exchange agreements

Achieve compliance and realize substantial monetary savings with tax planning.

4:00 Case Study: Egg Farmers of Canada (EFC)

Resolving Consumer Product Supply Risks via a Reciprocal Alternative Risk Transfer Strategy

Canadian egg farmers are constantly facing risks of on-farm diseases. In October 2010, Egg Farmers of Canada decided to bolster its risk management strategy with a national reciprocal insurance program. Operational since

August 2011, the reciprocal protection supports the integrity and sustainability of Canada's egg supply. Experience Egg Farmers Canada's on-going journey to reciprocal insurance program first hand.

- Evaluate the business logic behind the reciprocal formation
- Determine the benefits to reciprocal members and to society as a whole
- Overcome regulatory and collaboration challenges

Take away valuable lessons for your ART strategy.

Garry McDonell, National Director, Global Risk Consulting, AON Reed Stenhouse Inc.
Andre Patry, Senior Business Analyst, Egg Farmers of Canada

4:45 PM Conference Adjourns to Day Two

5:00 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 17th, 2012

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

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

Bill Morgan, Managing Director, AON Insurance Managers

8:30 AM **Case Study: Government of British Columbia**

Successfully Reduce the Cost of Risk and Risk Retention Through Risk Pooling Programs

Facing increasing public healthcare sector insurance costs in the 1980s, the Government of British Columbia looked to self-insurance as a remedy. Today, the province self-insures the entire public healthcare sector, the K-12 public school sector, 21 colleges/universities, 12 Crown corporations and approximately 10,000 service providers. Hear how this public entity manages its risks in house to mitigate them and reduce overall costs.

- Review risk pooling programs, including public-private partnerships
- Mitigate risks through loss control programs and in-house claims management
- Compare the costs and savings of captive insurance vs. risk pooling

Expand your risk management tool-box with insight into risk pooling programs.

Phil Grewar, Executive Director, Risk Management Branch and Government Security Office, Government of British Columbia

9:15 AM **Self-Insurance Panel**

Understanding When a Captive Make Sense and When You Should Self-Insure Your Risk

Captives are great tool, but they do not always make sense. Understanding what your alternatives are is top of mind for risk managers today. Join this session to better understand the world of alternative risk financing.

- Identify the kind of risk you can retain and the associated costs
- Assess alternatives retention strategies that work
- Understand the difference in savings between self-insurance and captive structures

Capitalize on your risk retention strategies to minimize your costs.

Kenneth Ledger, Vice President, ERM, Pason System Corporation
More to come...

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

Interact with conference speakers and fellow attendees.

10:30 AM **Pre-Assessment & Feasibility Study**

Assess the Early Stage Captive Formation Process and Develop a Roadmap to Your Upcoming Feasibility Study

Captives are great risk management tool, but not all companies have what it takes. Avoid common pitfalls by understanding how each piece of the feasibility study puzzle comes together.

- Analyze current insurance program, organization and industry hurdles
- Understand your company's risk appetite and ability to retain risk
- Review your company's historical loss exposure and patterns, severity and frequency
- Determine your captive's structure, ownership configuration, maintenance costs

Understand the ins and outs of the first stages to your captive formation.

11:15 AM Case Study

Strengthen Your Risk Control Strategy through a Proactive Loss Control Program

A successful risk retention strategy requires attention to your losses. Implementing a loss control program to control your risk can prove to be a proactive plan to manage your retained risks.

- Keep your loss experiences low and improve your bottom line
- Address the capital reserves requirements to support your loss control program
- Increase your control over the claims settlement process

Assess how your captive can support your risk control strategy.

12:00 PM Networking Luncheon

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

1:15 PM Investment Options

Adopt Innovative Investment Opportunities to Secure Your Captive's Viability

Ensuring the company's ability to retain risk will depend to the financial viability of its captive. Risk managers need to understand what are their options to grow capital and ultimately secure their captive's funds.

- Determine the most appropriate investment policy in the current market
- Manage your CFO's expectation and monitor investments outcomes
- Assess the current capital market outlook and expected returns

Secure the future of your captive with a sound investment strategy.

Gordon Anderson, President, Cidel Trust

2:00 PM Case Study: Nissan North America

Master the Process Behind Merging & Closing Inactive Captives

With company acquisitions and changes in strategy, inactive captives can be a burden to your bottom line. Understanding when to close or merge your captives successfully is an invaluable tool.

- Identify when its is necessary to close a captive
- Assess the factors, players and costs at play when your captive comes to an end
- Be aware of common challenges and solutions to your exit strategy

Arm yourself with tools to optimize your captive strategy transition.

2:45 PM Mid-Afternoon Networking Break

Interact with conference speakers and fellow attendees.

3:15 PM Case Study: MGM Resorts International

Diversify Risk and Create a Profit Centre Out of Your Captive Insurance Program

Captives are usually used to fund high frequency-low severity parent risk. Covering third party risk will diversify your risk portfolio and generate additional profits. Take away strategies to:

- Identify sources of additional revenue for your captive
- Review the requirements to cover related and unrelated risk in your captive

Take your captive to the next level.

Paula Gentile, SVP, General Counsel, Risk Management, MGM Resorts International

4:00 PM Conference Adjourns