

*Standing out* from the competition

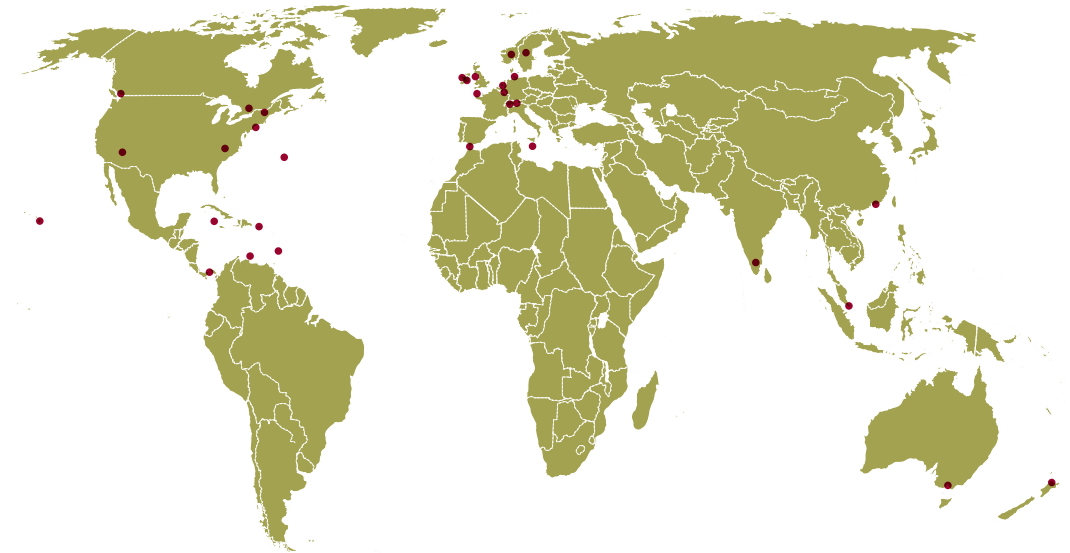
## World Leaders in Captive Management

Aon Global Insurance Managers (AGIM) is the world's largest captive and insurance management service provider. AGIM is proud to manage more than 1,300 insurance vehicles in over 30 locations worldwide. We deliver services to more clients, operate across a larger number of domiciles and have access to a greater depth of resource than any other manager. AGIM clients generate total annual premiums of more than \$19 billion per annum through managed insurance vehicles with total assets in excess of \$50 billion.

With many of our client relationships dating back to the origins of the captive industry, our leadership position has been earned by delivering distinctive client value through:

- Our unmatched experience and insight
- The innovative abilities of more than 470 captive management experts
- Our service excellence

**Where confidence is key, AGIM is trusted to manage more captives than any other provider**



- |                |               |                      |                |             |
|----------------|---------------|----------------------|----------------|-------------|
| Arizona        | Dublin        | Luxembourg           | Norway         | Switzerland |
| Australia      | Gibraltar     | Malta                | Panama         | Vancouver   |
| Bangalore      | Guernsey      | Montreal             | Puerto Rico    | Vermont     |
| Barbados       | Hawaii        | Netherlands          | Shannon        |             |
| Bermuda        | Hong Kong     | Netherlands Antilles | Singapore      |             |
| Cayman Islands | Isle of Man   | New York             | South Carolina |             |
| Denmark        | Liechtenstein | New Zealand          | Sweden         |             |

# Standing out from the Competition

We continually strive to add value for our clients and have developed a range of enhancement products and services to help the companies under our management achieve their full potential in terms of efficiency and utilization.

## The Best Innovation

AGIM has created a Dynamic Financial Analysis (DFA) process to fully optimize a captive's potential. We believe that to better respond to its parent company's needs, a captive should adopt a disciplined approach and routinely address the issues of risk retention, capital efficiency, underwriting philosophy and strategy, thereby equipping it to meet the inevitable challenges that arise in a changing trading environment.

AGIM prides itself as the market innovator that applies a "first-to-market" approach. Many of our clients have taken advantage of solutions provided by White Rock Insurance, an Aon-owned protected cell facility that offers a more cost-effective alternative to open-market insurers for fronting into European Economic Area (EEA) countries.

In 2001, AGIM appointed Barclays Global Investors to provide a cash management product for its clients. Barclays Private Clients International on the Isle of Man was also appointed to provide low cost Letter of Credit (LOC) facilities. This product offering is exclusive to the clients of Aon worldwide and currently issues

in excess of \$750 million of Letters of Credit. Recently we implemented an additional LOC facility with Royal Bank of Scotland International.

We have developed captive reinsurance capacity through a leader in the captive insurance company risk transfer market, which is rated by A.M Best as A- (Excellent). Since its formation in 1975, this reinsurer has worked exclusively with AGIM clients to structure property, casualty, marine, miscellaneous classes and aggregate stop-loss solutions that are tailored to the unique needs of captive insurance companies.

We understand that a company's risk financing requirements evolve over time and in some instances a captive exit strategy needs to be developed and implemented. In these circumstances, we bring a unique body of knowledge and experience to our clients, guiding them through the options and delivering the best solution.

### Our clients agree

"I appointed Aon Insurance Managers in the early part of 2006 to manage a particularly complex captive insurance project that involved the relocation of a self managed captive from Bermuda to an Aon managed captive in Gibraltar. The project also involved the sale and commutation of residual liabilities.

I was particularly impressed with the overall project management supplied by Aon that has helped Tate & Lyle achieve a smooth transition to our new arrangements and an optimal captive strategy"

*Richard Storey*  
Group Insurance Manager, Tate & Lyle

## The Best Service

Service quality and efficiency are integral to our value proposition and in meeting the needs of our clients. Our teams are supported by state-of-the-art web-based systems, specifically designed to facilitate efficient data management and to provide clients with secure on-line access to their captive information.

Our geographic spread offers flexibility and the advantage of multiple locations. AGIM's focus on efficiency has led to the creation of dedicated processing centers, offering cost benefits through economies of scale and geographical efficiencies.

We have developed sophisticated statistical data that provides specific knowledge and benchmarking capability across our portfolio of clients. Our research includes analysis of captive utilization by the world's 1,500 largest organizations, delivering key insights into trends and practices across geographical locations and industry sectors.

To further our commitment, we host an annual conference for our clients, bringing together a broad spectrum of risk professionals to provide a forum where education and sharing best practice is the key driver for participation. We also run "Introduction to Captive" courses, which are well attended and often used to brief non-insurance professionals on the mechanics of a captive insurance company.

### Our clients agree

"Foster Wheeler Ltd has maintained a Bermuda captive for over 25 years and the manager of that Captive had been the same up until June 2007. We interviewed at least 3 other firms and chose Aon based on the outstanding management history they had in Bermuda.

Changing a manager after 25 years could have been a daunting task... however Aon Bermuda has made this a seamless transition."

*Lisa C. Nargi*  
Vice President, Corporate Risk Management, Foster Wheeler

## The Best People

Our professionals are mobile, diverse, well qualified and adopt common standards to ensure consistency across our operations. Through succession planning we reduce the risk of critical dependency on key individuals to accounts. Our flexibility allows us to cope well with resourcing for growth in all new and emerging captive domiciles.

The exceptional intellectual caliber of our teams is combined with backgrounds in insurance, accounting, legal and actuarial services. More than 60% of our staff have recognized professional qualifications, such as CA, ACII/FCII or CPCU. Our diversity in human capital is unique and stems from attracting colleagues from different business cultures, providing a wide range of language and interpersonal skills. Our colleagues advise regulators and government ministers, participate on committees that develop policy and practice and frequently speak at captive forums to help shape attitudes and thinking on current issues.

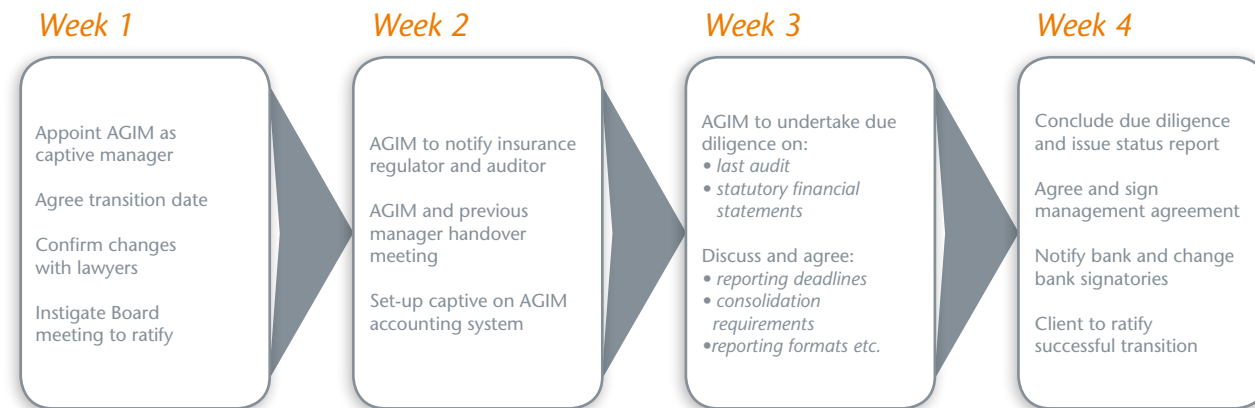
## Confidence in our Management Controls

The issue of Compliance and Corporate Governance is a high priority at AGIM. We focus on mitigating the operational and financial risk environment for our clients and ensuring that their increasingly complex regulatory obligations are met. We achieve this through a combination of embedded controls, a strong compliance culture and a robust internal audit program.

## Making the Change

We understand that changing your captive manager is a strategic business decision that requires careful deliberation. Moving to AGIM is low risk and our proven transition process will ensure that a transition manager is assigned to your account, minimizing any disruption to your organization. The costs of transition management are absorbed by AGIM and our process is tailored to reflect the individual requirements of each domicile.

### Transition Management Process



Our transition process is flexible and can include:

- Captive redomiciliation
- A financial health check
- De-risking strategies such as loss portfolio transfers and risk commutation transactions
- General operational reviews and actuarial valuations

Many of our clients begin their relationship with AGIM by requesting a captive review or audit in advance of transitioning the account. We can provide these advisory services whilst with your existing captive manager. However, it is important for the captive owner to ask key questions of the service provided by

their captive manager, such as:

- What value do I generate through the captive?
- How can I optimize captive usage?
- What regulatory or tax challenges am I likely to face in the next three years?

AGIM can help answer these questions to optimize the value delivered by your captive. We appreciate that management services are not a commodity purchase and accommodate flexible and innovative fee structures, including performance-related fees to benefit our clients.

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