

# GOLD

## SPONSORS OF THE 19TH WORLD CAPTIVE FORUM



Founded in 1899, A.M. Best Company is a global full-service credit rating organization dedicated to serving the financial and health care service industries, including insurance companies, banks, hospitals and health care system providers. For more information, visit [www.ambest.com](http://www.ambest.com).

**Contact:** Magdalena Crouse  
Ambest Road  
Oldwick, NJ 08858  
Phone: 908-439-2200 ext. 5416  
Email: [magdalena.crouse@ambest.com](mailto:magdalena.crouse@ambest.com)



## GENERALI

Employee Benefits Network - GEB

Established in Trieste, Italy, in 1831, Assicurazioni Generali SpA (Generali) is an insurance company with over 175 years of experience. The Generali Group is one of Europe's largest insurers by market capitalization, and ranks among the top insurers in the world by global premium volume. The Generali Group operates in more than 64 countries and has more than 84,000 employees worldwide.

The Generali Employee Benefits (GEB) Network is backed by the full financial strength of the Generali Group. Established in 1966, the network's Head Office is located in Brussels, Belgium, with regional coordination offices in Brussels, Frankfurt, Vienna, London, New Jersey, Hong Kong, and Dubai. With the expertise of more than 80 international employee benefits experts fully dedicated to the Group's international corporate customers, coupled with more than 100 local network specialists in more than 90 countries, GEB is one of the leading insurance networks in the international employee benefits field.

In addition to competitive local solutions, GEB's international products include traditional pooling arrangements, Reinsurance to Captive arrangements, Mobile Employee Benefits and Corporate Pension Solutions. Pooling and Captive arrangements provide multinational parent companies with several financial advantages, increased coordination, and access to information.

For multinationals based in the Americas, the Parsippany, NJ, office serves as a single contact point and gateway to our worldwide network.

**Contact:** Marc Reinhardt  
Morris Corp. Center, Bldg. A, 4th Floor  
300 Interpace Parkway  
Parsippany, NJ 07054  
Phone: (973) 658-1024  
Email: [mreinhardt@gebusa.com](mailto:mreinhardt@gebusa.com)



Vermont has been called "the Gold Standard" of captive domiciles by industry trade press. Why? For over twenty-eight years we have offered stable, strong, consistent and flexible regulation. We have the most knowledgeable captive experts anywhere. What this means to you is honest, direct and knowledgeable advice and counsel for your specific needs. Coupled with world-class professional support services, Vermont is well positioned to respond to changing times and remains committed to offering new solutions. Vermont has the resources to expedite your captive application. Find out why forty-four of the Fortune 100 companies choose Vermont as their domicile. Contact Dan Towle, Director of Financial Services, 802-828-5232, email [dan@thinkvermont.com](mailto:dan@thinkvermont.com) or David Provost, Deputy Commissioner 802-828-3304, email [dprovost@bishca.state.vt.us](mailto:dprovost@bishca.state.vt.us) or visit us on the web at [www.VermontCaptive.com](http://www.VermontCaptive.com).

**Contact:** Daniel D. Towle  
6th Floor, National Life Building  
Drawer 20  
Montpelier, VT 05620  
Phone: (802) 828-5232  
Email: [dan@thinkvermont.com](mailto:dan@thinkvermont.com)



## ZURICH<sup>®</sup>

Zurich Financial Services ([www.zurich.com](http://www.zurich.com)) is an insurance-based financial services provider with a global network that focuses its activities on its key markets in North America and Europe. Founded in 1872, Zurich is headquartered in Zurich, Switzerland. Through its offices in more than 50 countries, approximately 60,000 Zurich employees serve clients in more than 190 countries. In North America, Zurich ([www.zurichna.com](http://www.zurichna.com)) is a leading commercial property-casualty insurance provider serving the global corporate, large corporate, middle market, small business (not offered in Canada), specialties and programs sectors.

Zurich is experienced in helping customers integrate single-parent captives effectively with the total risk management programs of individual, corporate parents, as well as group captives that share risk management and costs among different companies.

**Contact:** Kim Taitano  
1400 American Lane  
Schaumburg, IL 60196  
Phone: 847-762-7191  
Email: [kim.taitano@zurichna.com](mailto:kim.taitano@zurichna.com)

# SILVER

## SPONSORS OF THE 19TH WORLD CAPTIVE FORUM



The Global Benefits Network is a unit of Alico exclusively dedicated to multinational businesses and their employee benefits and global pension programs. The network, which spans the Alico territories, in addition to partnering with other life insurance companies, offers a wide range of group life, group medical, and pension solutions to multinational companies and their employees around the world. The Alico network is widely acknowledged as introducing the industry's first multinational pool in 1953 as well as being one of the pioneers of captive management.

**Contact:** James Long  
80 Pine Street  
35th Floor  
New York, NY 10005  
Phone: (212) 770-1688  
Email: jim.long@aig.com



Prudential Financial, Inc. (NYSE: PRU), a financial services leader with approximately \$580 billion of assets under management as of June 30, 2009, has operations in the United States, Asia, Europe, and Latin America. Leveraging its heritage of life insurance and asset management expertise, Prudential is focused on helping approximately 50 million individual and institutional customers grow and protect their wealth. The company's well-known Rock symbol is an icon of strength, stability, expertise and innovation that has stood the test of time. Prudential's businesses offer a variety of products and services, including life insurance, annuities, retirement-related services, mutual funds, investment management, and real estate services.

Prudential's Group Insurance segment manufactures and distributes a full range of group life, group disability, long-term care and corporate and trust-owned life insurance in the U.S. to institutional clients, primarily for use in connection with employee and membership benefit plans. Particularly focus is dedicated in the areas of captive reinsurance, international benefits, GUL and Executive GVUL and alternate mechanisms to finance employee benefits including post-retiree medical. Prudential is the exclusive member in the U.S. of both the International Group Program (IGP) and Insurope networks. Through these relationships, our clients are provided the most global flexibility to maximize the potential of multinational pooling.

For more information, please visit [www.prudential.com](http://www.prudential.com)

**Contact:** David Brooker  
8484 Georgia Avenue  
Suite 300  
Silver Spring, MD 20910  
Phone: (301) 562-7821  
Email: david.brooker@prudential.com

# BRONZE

## SPONSORS OF THE 19TH WORLD CAPTIVE FORUM



The world's local bank

HSBC in Bermuda provides tailored financial services to the captive insurance industry.

Through our specialist captive banking team we offer complete integrated banking solutions from the world's largest domicile of captive insurance companies.

By maintaining a keen focus on the unique needs of captive insurance companies for the last 40 years, we have grown alongside the market to establish and consolidate relationships with key stakeholders.

### *Global Reach*

Backed by the recognition that comes with being part of the HSBC Group, clients benefit from the combination of our global footprint and local market insights, resulting in unparalleled financial expertise. While our strength lies in our extensive network of local and global resources, our reputation is built on our commitment to service excellence.

### *Expertise*

No matter where a captive is conducting business, each client enjoys access to a dedicated HSBC Relationship Manager with an in-depth knowledge of the industry's financial requirements and regulatory framework in Bermuda. They will work closely with you to customise the most appropriate financial solutions to suit your requirements. With an innovative range of products and services we are ideally positioned to present compelling propositions and capabilities for your captive business.

### *Financial Strength*

As part of a strongly capitalized and liquid global bank we are able to provide an array of financial products and solutions for our clients. With over US\$10 billion in assets in Bermuda as of December 31, 2008 our clients are backed by a strong and secure balance sheet. We remain the highest-rated bank in Bermuda with our AA-credit rating from Standard and Poor's.

**Contact:** Katrina Simons  
6 Front Street  
Hamilton, Bermuda  
Phone: 441-299-6930  
Email:Katrina.t.simons@bob.hsbc.com



*Michael Maglaras & Company*

Michael Maglaras & Company is an international insurance consulting firm specializing in providing insurance program consulting advice, including self-insurance feasibility testing and other alternatives to traditional insurance programs for a variety of health care and other clients.

Michael Maglaras & Company was founded in 1987 by its Managing Principal, Michael Maglaras. Since then, the company has been providing specialized insurance consulting services which emphasize a high degree of self-insurance and the pre-funding of anticipated loss for property and casualty as well as employee benefit programs, using one or more of the following alternatives:

- Captive insurance companies
- Rent-a-captive programs
- Qualified self-insurance and funded deductible programs
- Loss sensitive or retrospectively rated programs

Michael Maglaras & Company specializes in physician and hospital medical professional and general liability, workers' compensation, product liability and all forms of the self-insurance of employee benefit programs.

**Contact:** Michael Maglaras  
60 Long Ridge Road, Suite 202  
Stamford, CT 06902  
Phone: (203) 348-6100  
Email: maglaras@aol.com



The Randall & Quilter Group is listed on the Alternative Investment Market in London and has over 200 staff across UK, USA and Bermuda. It acquires discontinued insurance and reinsurance operations, provides services and consultancy to the insurance community and operates a Lloyd's Managing Agency. In late 2008 it acquired Quest Management in Bermuda and is expanding its captive service offerings into other jurisdictions.

**Contact:** Paul Corver, Claims Director  
Randall & Quilter Group  
9-13 Fenchurch Buildings  
London, EC3M 5HR  
United Kingdom  
Email: paul.corver@cavell.co.uk