

## OUR TEAM – DELIVERING RESULTS

- 300 specialists worldwide with a range of disciplines of insurance and reinsurance.
- Expertise in the US, UK, Continental Europe, Australasia, and the Far East,
- Results through management and execution of a variety of issues.

## PRODUCTS

- Experienced management of international legacy issues
- International audit
- Reinsurance asset collection
- Commutation services
- Debt purchase solutions
- Broker collection services

## OFFICES

- US New York Boston
- UK London Gloucester
- EU Madrid Milan



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Thinking delivered  
**PRO IS, Inc.**

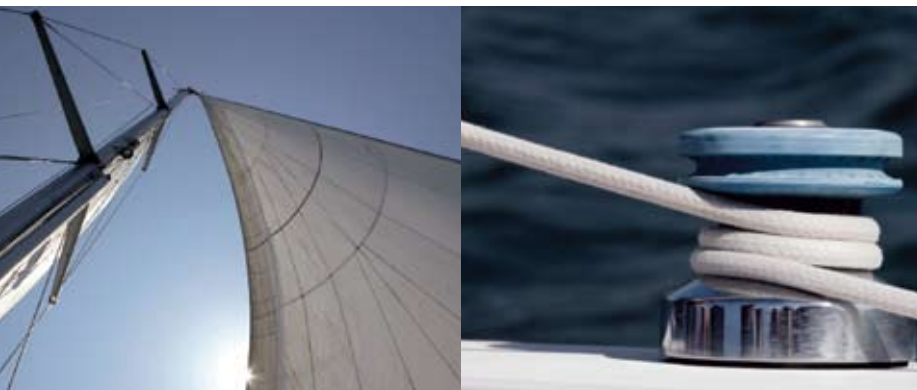
PRO provides a clear and uncompromising focus on the needs of our clients. We build partnerships with clients to understand their requirements and create solutions in the challenging world of business.



Our people have extensive and in-depth knowledge of the global insurance and reinsurance industries, encompassing run-off management and a whole range of specialist consultancy and management services.

The service offered to our clients is both comprehensive and tailored exactly to their needs. This enables clients to focus on their core business, safe in the knowledge that their insurance and reinsurance issues are in the best possible hands.

### Committed to performance



### Benefits

Our services can provide your company:

- Improved balance sheet positioning by releasing reserves and management time
- Protection against reinsurance credit risk
- Reduction in the size of portfolios in preparation for finality solutions
- Improved understanding of the business
- Dispute resolution
- Limit to financial liabilities, reducing potential for claims deterioration
- Improved liquidity and cash flow
- Finality solutions

Engaging PRO brings these additional benefits:

- Access to established relationships with global insurance and reinsurance markets
- Global coverage with specifically localized expertise in the US and London Market
- Range of flexible resources in specialist areas
- Fees based upon alignment of interest
- Selection of partner companies for provision of finality solutions
- Reputation and Swiss Re ownership

## Discontinued business solutions

Skilled run-off specialists can focus on managing discontinued liabilities to extract maximum value from the balance sheet in a manner that protects the reputation of our clients. We understand the key business drivers and can provide innovative solutions and add value at all stages of the run-off cycle. PRO has a market-leading focus on developing strategies that bring finality to discontinued liabilities, allowing clients to achieve closure of portfolios and, where possible, release surplus capital.

Tailored solutions may incorporate:

- Traditional Run-Off
- Accelerated Run-Off
- Finality through Reinsurance Solutions
- Sale of the Company

## Debt purchase – reinsurance recoverables

Assignment of reinsurance debts to PRO can improve a company's performance to create certainty of outcome, minimize financial costs and increase focus on core business.

- Purchase of policies from Creditors of insolvent estates; Residual debt arising from portfolios; and Reinsurance recoveries and contingent reinsurance assets (outstanding loss and IBNR values)
- Elimination of future administrative costs
- Improved management of bad debt reserve

## Audit and inspection – areas of focus

- Adherence to Underwriting guidelines and agency agreements
- Pre-risk and loss mitigation programs
- Valuation of exposures pre-commutation
- Premium, accounting and transaction processes
- Appropriateness and adequacy of claims management, reserves, procedures and financial controls
- Protecting and maximizing reinsurance recoverables
- Supporting litigation and arbitration proceedings
- Regulatory/contract requirements

## Reinsurance asset recovery – specialists

- Collection specialists targeting geographical areas, insolvencies and UK schemes
- Review of reinsurance security, including the adequacy of bad debt provisioning
- Recovery of reinsurance assets from US, London and other international reinsurers and brokers
- Dispute resolution via collection, arbitration, mediation, debt trading or commutation

## Commutation – experts

- Key contacts with brokers and international counterparties including Lloyd's
- Detailed understanding of all non-life business classes including aviation, casualty and marine, specializing in asbestos, environmental and health hazard losses
- Expert execution of commutations including scope definition, reconciliation, pricing alternatives, negotiation and agreement

## Run-off solutions modelling

To determine the best solution for a portfolio, the use of our modelling techniques can give a clear picture of the potential outcomes from each finality solution. We can, where necessary, match clients' requirements with capital from a selection of partner companies.

Our models present estimated timescales, resource levels and costs for the associated solution which can be used as a road map for the client to implement the closure solution that represents the best return of capital.

## Fees – aligned to client goals

- Competitive hourly rates
- Fixed budgets
- Contingent fees on a performance basis linked to common goal
- Proposals are provided at no cost for a client's consideration.