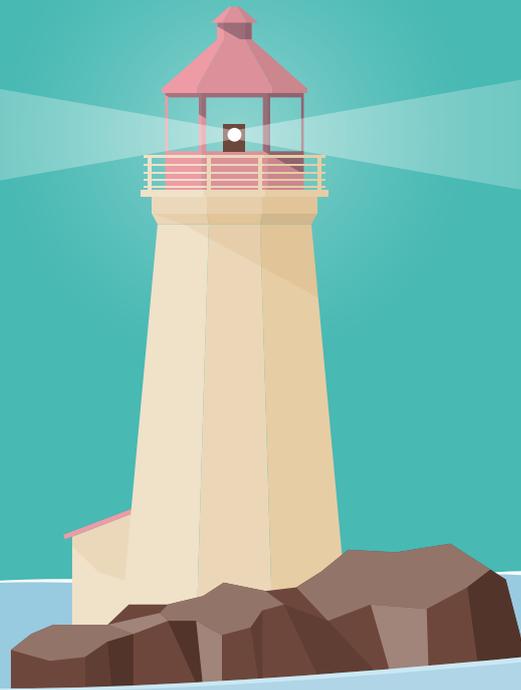


Captive Management Services



Optimising your Risk Management Programme

Establishing an efficient risk management programme is at the core of any risk strategy. Robus, as an independent insurance management and advisory firm, has the experience, expertise and specialist knowledge to help you optimise your risk financing programme with the efficient utilisation of Captive Insurance vehicles.

What is a Captive?

A Captive is a single legal entity set up as either an insurance or reinsurance vehicle, owned by a non-insurance company parent. Captives are formed to enable participation in the risk financing programme of its parent, primarily to increase efficiency and help reduce the total cost of risk.

Once established, a Captive can participate in your risk programme, just like traditional underwriting entities. A Captive will be subject to statutory and specific captive regulatory requirements of the domicile in which it is established.

Key Benefits of Utilising a Captive

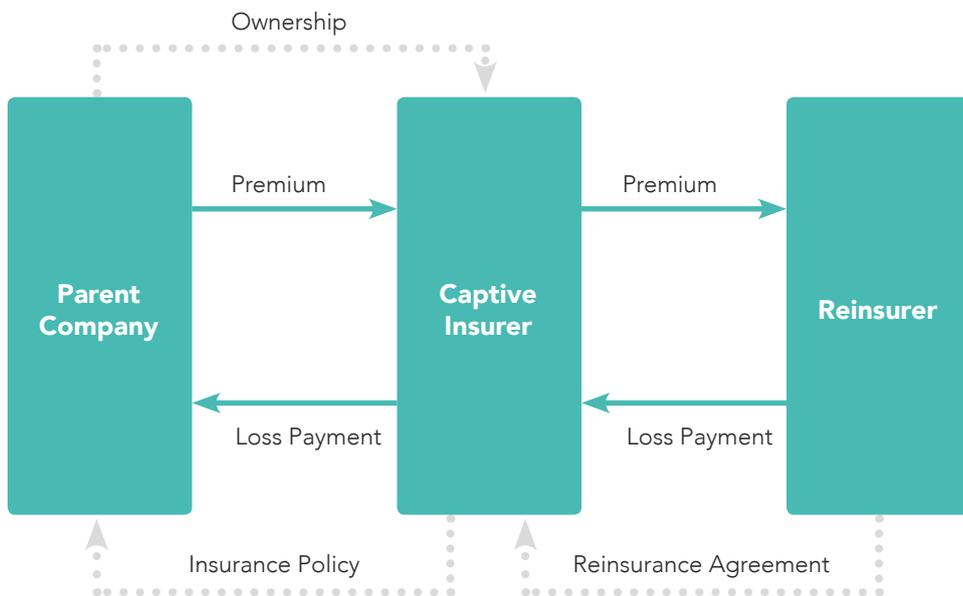
Robus delivers award-winning services. By building a deep understanding of our clients' businesses, we help them to grow and prosper. Our expertise and innovative approach help clients to unlock the following benefits from their Captive arrangements:

- + **Enhance Strategic Risk Management Environment** - Captive structures support a strong governance environment to help manage risk across an organisation through more appropriate risk data collection and analysis, which aid the promotion of higher quality risk management behaviours.
- + **Reduce the Cost of Risk** - Over the long term, using a Captive for financing low- and medium-impact risks will be more efficient and less costly than a commercial insurer.
- + **Enhance Control and Independence over Insurance Programme** - Retaining more risk in-house creates enhanced independence from capacity traditionally purchased from the insurance market. Utilising a Captive, a business can balance retention of risks, depending on market cycles.
- + **Create Direct Access to the Reinsurance Market** - Captives can enjoy a direct relationship with the reinsurance market, which offers lower prices and greater choice.
- + **Improve Claims Handling Procedures** - A Captive can facilitate faster and more flexible claims management and settlement procedures than a third-party insurance company.
- + **Enable Coverage for Non-standard or Difficult to Place Risks** - Businesses are often left no choice but to effectively self-insure risks because insurance is either unavailable at any price or at a price which is prohibitive to the business.
- + **Delivery of Cash Flow Advantages** - Premiums paid to a Captive remain within the business and generate investment income. This can improve the organisation's cash flow flexibility and contributes towards reducing the total cost of risk.

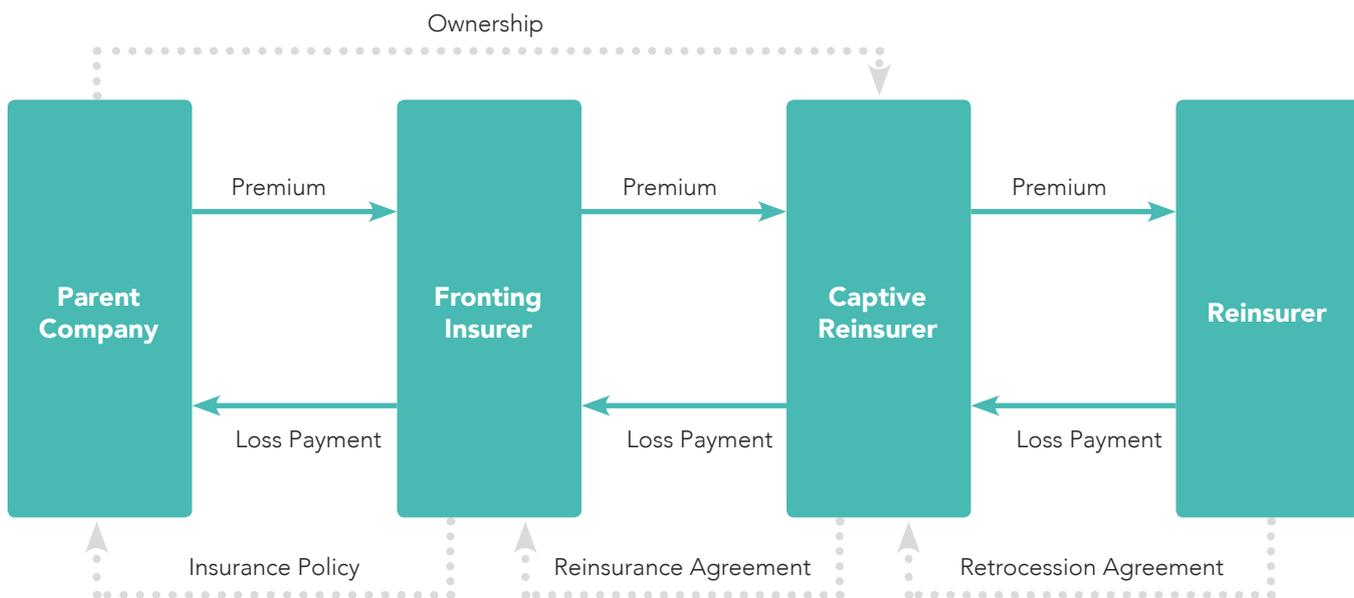
How Captives Participate

Depending on the circumstances and where your risks are located, your Captive will either operate as a direct insurer (where non-admitted insurance is permitted) or in a reinsurance capacity where locally licensed insurers are required to participate as a fronting insurer. These structures are depicted below:

Example Captive Insurer Structure – Non-admitted Insurances

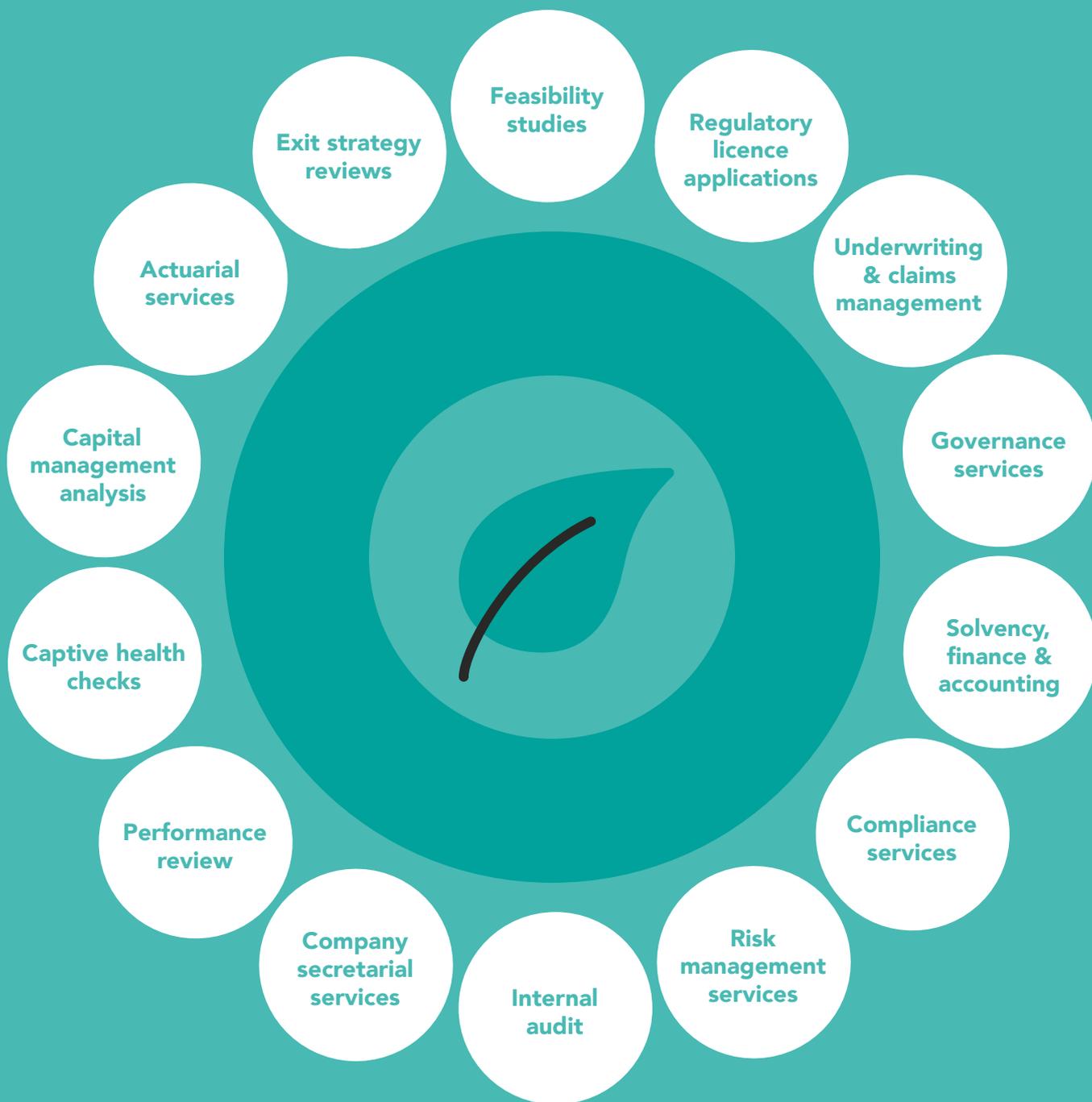


Example Captive Insurer Structure – Locally Admitted Insurances



How We Help Clients

Throughout a Captive's life cycle, Robus has the flexibility, ability and focus to support clients with all of their captive management requirements. Our key services include:



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Understand | Support | Deliver