Willis’ Global Captive Practice employs more than 150 dedicated captive professionals located in every major captive domicile. We help our clients develop innovative, cost efficient and highly effective risk financing solutions with more than 400 captive insurance vehicles, mutual insurers, risk retention groups (RRGs) and commercial insurance companies currently benefiting from our bespoke and proactive approach. Our clients are engaged across a wide spectrum of industries, employing individual strategies and operating models designed to respond to emerging, as well as traditional risks. Clients under our management now write annual premium of $7 billion and hold assets of $52 billion.

At Willis we are experts in designing and managing captives for clients in domiciles across the world, using our global knowledge and consulting expertise.

Our approach is both questioning and innovative. For us there is no such thing as a standard captive, a routine client, or a generic solution. Our philosophy is to develop a deep understanding of your business, its objectives and goals; to embrace the issues you face that might impact on your plans, and to then develop optimum, bespoke solutions that are implemented in an efficient and effective manner.

CONSULTING SERVICES INCLUDE:
- Educating senior management on captive concepts and uses
- Captive feasibility
- Captive strategic reviews including domicile selection
- Strategic risk financing
- Capital planning and governance (including Solvency II)
- Premium setting & transfer pricing
- Premium allocation
- Loss reserving
- Ongoing captive strategic counsel
- Risk retention analysis
- Global compliance and programme delivery advice
- Captive operational consulting
- Captive exit strategies

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Captive Consulting and Analytics
Willis employs a team of 60 market-leading strategic risk consultants, actuaries, financial analysts and natural catastrophe modelers and engineers. The Global Captive Practice works in conjunction with these specialists to provide a comprehensive range of advisory services from initial feasibility studies to the identification of opportunities to drive even greater value from mature captives.

Captive Management
Willis is one of the largest global captive managers in the world and our clients rightly demand - and receive - the very highest levels of quality, security and efficiency.

We have invested heavily in our global delivery platform to ensure that our clients experience the same unrivalled standards of service irrespective of where their captive is domiciled. This infrastructure embraces common IT and communications platforms, the delivery of consistent service standards through a common approach to governance, compliance, training and staff development and a single, worldwide management reporting structure. In short, we provide everything necessary to deliver the same great service to you from every single office, and we do so with a local commitment to you and your staff.

Insurance Programme Management
Many of our clients need more than captive management. We provide actuarially determined ratings, expert reinsurance placement and effective fronting programmes. We work closely with actuaries to ensure that competitive but actuarially-sound underwriting rates are developed for sustainable insurance programmes. We negotiate the minimum collateral required to support your programme, ensuring that the financial strength and performance of your vehicle is properly reflected. Our custom-built, proprietary online rating and administration platform has been designed specifically to address the needs of high transaction count underwriting. This platform, while built initially for RRGs, can be deployed to serve risk allocations for a variety of lines of business and stakeholders, such as global property, liability, employee benefit programmes, and complex allocations for corporate risks across multiple profit centers and geographies. This unique approach is why we are now recognised as one of the most successful developers of RRGs in recent years.

WHY WILLIS
Our team comprises Chartered Insurance Practitioners, underwriters, actuaries, accountants, lawyers, risk managers and consultants, all of whom work at the very heart of the captive and insurance markets. It is this combination of technical knowledge coupled with a commitment to pragmatic, yet innovative, thinking and a single focus – the success of your business - that has allowed Willis to become the world’s pre-eminent captive manager and consultant.

The key to our success lies in our proven capacity to innovate. The world – and the environment in which your business operates – is changing at a faster rate than ever before. Only by creating a culture of innovation can we help you stay one step ahead.

We do this by linking our captive team closely with our industry specialities to ensure that we are at the forefront of developing new solutions to emerging risks and ensuring that your captive strategy is benchmarked against the best in your sector.

In addition, our determination to bring the best of our firm to every client, every time, is represented in our Connecting Willis strategy – ensuring that the rich depth and breadth of our advice is always available to you. This unique blend of expert advice and exceptional service, combined with our determination to understand and respond to the unique circumstances of your business as part of your own team is encapsured in our Trusted Advisor philosophy; to always deliver the best strategic advice and captive management services that help you to achieve your goals.

Willis can help your business. We would welcome the opportunity to show you how.

CONTACT OUR TEAM
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