

GLOBAL INSURANCE SERVICES PRACTICE

TRANSACTION ADVISORY SERVICES

Corporate Finance/Restructuring

► Forensic and Litigation Consulting

Economic Consulting

Strategic Communications

Technology

Insurance industry executives are continually seeking strategic advisory, M&A and capital-raising services as a way of addressing growth, globalization and intense competitive and regulatory pressures.

In order to succeed in today's complex global capital market and regulatory environments, executives require advisors with a deep understanding of strategy, opportunity and financial operations.

Our senior-level insurance industry experts have intimate knowledge of unique transaction structures and execution, providing innovative ideas and strong execution capabilities to deliver creative, cost-effective, and marketable solutions to our clients.

REPRESENTATIVE TRANSACTION ADVISORY SERVICES AND ENGAGEMENTS

Clients rely on our team of transaction experts to assess, advise, and develop solutions to meet a broad range of critical needs.

- Advice and Restructuring
- Capital Management Advisory
- Due Diligence and Related Services
- Financing and Capital Formation
- Franchise Reputation
- Industry Best Practices
- Portfolio Assessment
- Stock Performance
- Strategy and Positioning
- Valuation and Fairness Opinions

INTRODUCTION

FTI Consulting's Insurance Industry Services, in alliance with Torsiello Capital Advisors (TCA), provides a full range of advisory and private placement services to insurance executives involved in complex strategic, financial and legal transactions.

The wealth of resources and international reach of FTI Consulting, combined with the deep insurance industry transaction advisory expertise of TCA, brings unparalleled experience and structuring capabilities to serve the needs of our clients.

FTI Consulting and TCA have long-term track records of working closely with senior management and boards of directors to create value in the insurance industry. Our roles have included trusted advisory assignments, identification and evaluation of potential transactions and strategies, and provision of structural and ancillary finance-related services.

We leverage our extensive global relationships in the insurance industry and financial markets to serve the critical needs of boards and executives.

While our reach is global, our service is based on a deep understanding of the local environment, delivered with a personal dedication to each individual client.

STRATEGIC ADVISORY

Our combined strategic advisory services help identify and implement strategies to maximize shareholder value, with a strong focus on optimizing opportunity risk and mitigating down-side risk. We examine a range of strategies, including acquisitions, divestitures, capitalization requirements, asset diversification, product/service realignment, and distribution alternatives. Our approach fully considers growth and liquidity needs, as well as management and shareholder objectives. Our combined skills have been fine-tuned over the years executing on a number of highly complex transactions.

MERGERS AND ACQUISITIONS

Our global reach and unparalleled intelligence-gathering provides intimate knowledge of current M&A and financing environments. This understanding of current deal flow activity is our foundation for analyzing opportunities in dynamic market conditions. Our intelligence gathering, analytical expertise, and deal-making experience, combined with our structured transaction methodology, ensure that transactions are accomplished with minimal disruption to operations. As important, our strategic insights and focus on objectives help ensure successful target or buyer identification, flawless execution and post-transaction success.



CRITICAL THINKING
AT THE CRITICAL TIME.™

VALUATIONS

We draw on years of complex international valuation experience and the application of advanced analytical techniques to provide valuation advisory services for:

- Merger and Acquisition Transactions
- Strategic Planning
- Fixed Asset Valuation
- Fairness Opinions
- Goodwill-Impairment Testing
- Purchase-Price Allocations
- Causation /Attribution Analyses

Our valuation professionals adhere to the highest ethical and professional standards of the American Institute of Certified Public Accountants and The American Society of Appraisers.

RESTRUCTURING

We focus on complex situations requiring innovative strategies to ensure value preservation and long-term sustainability, including asset disposition, as well as financial, operational and marketing realignment. We bring our extensive legal, financial and operational experience to bear in performing our restructuring services to ensure that all alternatives are analyzed and leveraged.

CAPITAL FORMATION

We draw on our internal resources and capital market alliances to advise on all aspects of capital formation and optimizing capital structure. Our relationships span commercial banks, pension funds,

finance companies, hedge funds, mezzanine funds, venture capital funds and private equity groups. We have ready access to capital and financial structuring including senior debt, subordinated debt, mezzanine capital, preferred stock, common stock, asset-based loans, senior cash flow loans, institutional private placements, equipment and mortgage financing, asset securitizations, operating or capital leases, and subordinated debt.

LITIGATION SUPPORT AND EXPERT WITNESS TESTIMONY

Complex commercial litigation related to transactions requires the insight of experienced professionals who understand the practical application of traditional and emerging financial theories. Our team has both field and courtroom experience in accounting, finance, economics, valuation, computer forensics and fraud investigation.

Our roster includes individuals with doctorates in economics, restructuring and insolvency accountants, Certified Public Accountants, Chartered Financial Analysts, Certified Fraud Examiners, Certified Valuation Analysts, Accredited Senior Appraisers and Registered Representatives and Securities Principals. Our professionals assist in researching relevant economic, industry and market data; discovery requests and responses; the formulation of deposition questions; preparing expert opinions, affidavits and reports; and examining opposing expert opinions.

During the discovery phase, we help our clients analyze key issues by finding relevant documentation and uncovering critical information. We also help gather pertinent information during interrogatories and depositions by determining areas of inquiry and by formulating the structure of key questions.

ADDITIONAL GLOBAL INSURANCE PRACTICE SERVICES

Other specialized services delivered by our Global Insurance Services Practice are described in the following brochures.

- Actuarial Consulting
- Claims Consulting
- Enterprise Performance Improvement
- Enterprise Risk Solutions and Technology
- ESI Readiness, Management and Compliance
- Information Quality Improvement
- Intellectual Property Services
- Litigation Support and Expert Testimony
- Solvency II Consulting

Visit FTI Consulting Global Insurance Industry Services website to download our brochures, articles and white papers: <http://www.fticonsulting.com/industries/insurance>



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About FTI Consulting

FTI Consulting, Inc. is a global business advisory firm dedicated to helping organizations protect and enhance enterprise value in an increasingly complex legal, regulatory and economic environment. With more than 2,500 professionals located in most major business centers in the world, we work closely with clients every day to anticipate, illuminate, and overcome complex business challenges in areas such as investigations, litigation, mergers and acquisitions, regulatory issues, reputation management and restructuring. More information can be found at www.fticonsulting.com.