

INSURANCE

M&A Advisory

Representative Strategic Engagements and Services

- Board of Director Reports and Disclosures
- Brand Development and Protection
- Business Strategies and Plans
- Competitor Analysis
- Financial Projections
- IP Commercialization and Value Optimization
- Market and Consumer Demand Analyses
- Mergers and Acquisitions Support
- Portfolio Risk Assessments
- Product Demand and Analysis
- Strategic Scenario Development and Analysis
- Transformational Strategies

In today's complex global and dynamic environment, client strategies and their propositions delivered to markets must be fact-based in order to be relevant, attractive and profitable. FTI Consulting Global Insurance Services understands this imperative, and provides the necessary consulting and technical capabilities to help clients gain insights from disparate external and internal information sources in order to make informed decisions.

Our consultants bring the necessary business experience, expertise and technical tools to enable timely analysis, development and implementation of strategies and plans that support business goals and objectives, including those related to M&A, restructuring, customer propositions, product development, and outperforming competitors. We help clients understand strategic options, construct accurate business cases, develop clear and precise customer propositions, and create fully supported implementation plans.

M&A Advisory

Our transaction advisory consultants are senior partners and dedicated professionals with specific industry expertise that offer a forward-looking perspective and track record of success across the entire transaction life cycle. Our consultants have intimate knowledge of unique transaction structures, providing innovative ideas and strong execution capabilities that deliver creative, cost-effective, and marketable solutions to our clients. Whether representing buyers, sellers or lenders, we offer comprehensive pre and post transaction lifecycle services and support in evaluating and structuring opportunities across the risk/return spectrum. Our Services include:

- Comprehensive due diligence — strategic, financial and operational
- Contract and valuation processes
- Financial analysis, requirements assessment and projections
- Integration services
- Key value driver and risk factor assessment
- Offering memorandums
- Purchase price dispute services
- Tax and accounting structures
- Valuations — balance sheet, enterprise and impairment analysis

Restructuring Advisory

We advise clients on restructuring related to a variety of requirements, including company turnarounds, and in the UK, Schemes of Operations, Part VII Transfers and Schemes of Arrangement. Our turnaround services are focused on helping clients with business and operational strategies, organizational structures, and project management to achieve financial and operational objectives, including performance improvement.

We advise clients on the content of Schemes of Operation required by the regulator. In particular we review the business, advise on the business assumptions required and assess their objectivity. We are able to provide financial modeling under differing scenarios and to advise on strategy for the business. We have deep experience and knowledge of insurance and the regulatory and legal processes related to Part VII Transfers in various venues.

We often serve as independent experts, producing the required reports or analyzing the work of other experts; and as consultants, managing the process, or advising on aspects of matters such as cross border mergers, sale of portfolios, reorganization, and improvement in capital efficiency. Our executives have extensive experience dealing with Solvent Schemes of Arrangement. Our work has ranged from providing strategic advice, managing schemes and fulfilling the roles filled by independent professionals with relevant qualifications.

Business Planning

We help client boards and senior executives meet strategic objectives by developing comprehensive business plans that are executable and measurable. Our consultants are experienced in all facets of insurance financial and operational functions and work collaboratively with client resources to ensure that business plans take into account appropriate situational analyses, strengths and weaknesses and opportunities and risks. In developing business plans we take into account board and executive strategic objectives, and develop fact-based external and internal intelligence essential to creating robust and credible business plans.

Competitive Analysis & Planning

We help clients effectively compete with existing and new products in existing and new markets by conducting fact-based research and analysis. Using our iSuite Advanced Intelligence & Analytics platform, our professionals are able to quickly deliver reliable and actionable information for executive planning and decision making.

- Market characteristics
- Customer profiles
- Products, pricing and profitability estimates
- Character and depth of resources
- Distribution mechanisms
- Success/failure profiles

Marketing & Distribution Analysis & Planning

Differentiation and ease of customer interaction are quickly becoming the hallmarks of successful insurers and brokers. We help clients gain greater intelligence and insight upon which to achieve these capabilities and build and gain competitive advantage. We help clients understand the impact of various marketing and distribution schemes within the context of specific targeted customers, and within the perspective of the organization's business and financial objectives.

Working in collaboration with our research colleagues, and using our iSuite Advanced Intelligence & Analytics platform, we help clients acquire the right information, process it, and transform it into visually actionable information for executive planning and decision making.

Product Analysis & Planning

Product analysis and planning is tightly integrated with underwriting, policy management and claims, as well as an understanding of one's own business objectives and capabilities and the market environment - customers, customs, economy, regulations, competition, products and pricing, risk factors and other considerations - both from an historical perspective and forward-looking perspective.

We address product analysis and planning based on a fact-based, data-driven body of information that takes into account the above factors. Using our iSuite Advanced Intelligence & Analytics platform, we enable clients to compare various product configurations and pricing alternatives and their outcomes. The insights gained allow clients to make informed decisions, develop business and implementation plans and tracking reports for involved stakeholders.

Strategic Communications

FTI Consulting Global Insurance Services draws on communications professionals within the FTI Consulting Strategic Communications practice to provide independent communications advice and services in the normal course of business and in crisis situations. We develop communications strategies, create financial and corporate communications, and provide public affairs services and creative services.

Our integrated approach to strategic communications uniquely positions us to advise boards of directors, executive teams and other senior decision makers on how to address, from a communications perspective, the opportunities, threats and challenges that affect enterprise value.



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EXPERTS WITH IMPACT

About FTI Consulting

FTI Consulting, Inc. is an independent global business advisory firm, dedicated to helping organizations manage change and mitigate risk: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. Connect with us on [Twitter \(@FTIConsulting\)](#), [Facebook](#) and [LinkedIn](#).

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