



Overview

In Force Solutions

No other management team in the industry has more experience with conceiving, structuring and executing In Force Management Solutions

Addressing Client Needs

Wilton Re is an industry leader in developing reinsurance-based solutions to help clients achieve their capital and financial management, operational efficiency and risk management goals. Through a unique merger of traditional reinsurance and administrative process outsourcing, Wilton Re In Force Solutions benefits clients by:

- **Capital Efficiency and ROE Improvement:** Release capital that is trapped behind legacy business for strategic purposes
- **Legacy Systems Conversion:** Transfer old business from inefficient and fragile systems to current technologies for improved service and savings
- **Operational Efficiency:** Reduce operating expenses and achieve the lower, variable cost savings of business process outsourcing (BPO) environments for administration of legacy blocks
- **Risk Management and Cost Control:** Mitigate financial and operating risks of the underlying business, guaranteeing cost and increasing value
- **Customized Solutions:** Achieve a range of benefits through flexible, customized solutions developed by Wilton Re for your unique circumstances

Complex Issues-Tailored Solutions

Managements are challenged with a host of issues and questions across their current In Force portfolios:

- Are there elements within the company's in force that are not core to the company or its profitability?
- Is the underlying capital performing or would it be best deployed to more strategic initiatives?
- Does the business fit management's current risk and product appetite? Does the business limit new business initiatives due to risk tolerances, financial requirements, or operational constraints?
- Is the business supported by legacy systems that require investment and remediation? Are those costs material to the expected profitability of the business?
- Is customer service impacted by legacy systems and issues of system functionality, fragility and sustainability?
- Are there added risks due to outdated operating controls and regular work-arounds?
- Do legacy system and business issues affect other processes and oversight including product management, financial reporting, actuarial, and risk management?
- Would management time be more effectively allocated to strategic business initiatives?

Solutions that achieve financial, capital management and operating efficiency goals of our clients

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Legacy Systems Conversion is as little as nine months through Wilton Re's leading process and BPO platform

Who We Are

The Wilton Re management team has an average of more than 20 years of life insurance industry experience and has completed over 50 In Force transactions. Through collective expertise in reinsurance, acquisitions, conversion management, business process outsourcing oversight and operations management, Wilton Re provides clients with tailored solutions to address their most complex financial and operational needs. Wilton Re provides advice on all aspects of in force management including transaction structuring, valuation, integration, cost management, and operations.

Wilton Re Solutions

- Reinsurance-based transactions or stock acquisitions of in force business
- Administrative services to capture expense savings and improve service
- Full transfer of financial and/or operational risk depending on client's objectives
- Increased business valuation and ceding commission based on anticipated expense savings
- Guaranteed cost of system and operations conversions, fixed operating expenses for the life of the business
- Experienced managers for conversions and BPO oversight

Talk to Wilton Re today to find out more about the versatility of our in force management solutions

Wilton Re's management team helped pioneer administrative reinsurance in the mid-1990's through the utilization of strategic BPO partners. Clients benefit from cost guarantees, expense savings, updated technology, and enhanced service quality

Contacts

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