Insurance Linked Securities Summit | Asia

An Introduction to Life Settlements and Cat Bonds for Asia-Pacific Investors

October 13 – 15, 2010
Sheraton Hong Kong Hotel & Towers

35+ industry leading speakers, including the following ILS thought leaders & Asian investors:

- Amir Gal-Or, Managing Partner, Infinity Private Equity HK
- Rani Virdee, Managing Director, Asia Pacific, The CarbonNeutral Company
- Madhu Gayer, Head of Investment Risk and Analytical Services, Asia, Northern Trust HK
- Ron D’Vari, CEO, NewOak Capital
- Trevor Jones, Product Specialist, Nephila Capital
- Miodrag Janjusevic, Chief Risk Officer, SAIL Advisors Limited
- Franz Schmidpeter, Managing Director, Augur Capital
- Robert Quinn, Vice President, Wells Fargo

Fresh content for Asia-Pacific:

- Asian investor perspectives on catastrophe bonds, life settlements, and other insurance-linked investments
- Academic perspectives on climate change in Asia-Pacific and the future effects of globalization
- Demographics and the future of Asian pension planning
- Modeling perspectives on Japanese earthquake risk
- The role of development banks in promoting cat bond issuance throughout the region
- A comparison of US and Asian life expectancy trends

Keynote Speakers

Climate Change and Asia-Pacific: The Likely Geographical Distribution of Climate-Related Impacts

- Junji Hatano
  Chairman and CEO, Carbon Partners Asiatica

Demographics and Asian Pension Planning: Navigating Risks and Liabilities

- Stuart Leckie
  Chairman, Stirling Financial HK

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Register by July 16th and SAVE up to $2,196!

1-800-882-8684 • www.ilsasiasummit.com
Dear Colleague,

Welcome to ILS Asia – the first ever conference to bring catastrophe bonds, life settlements, other insurance-linked securities to the Asia-Pacific investor community.

In recent years, insurance-linked securities have emerged as an important new asset class for investors in Europe and the United States. Whether in the form of catastrophe bonds, life settlements, or other event-linked investments, insurance-linked securities have become increasingly attractive due to their healthy returns and low-correlation with broader financial markets.

At a time of increasing economic uncertainty, non-correlated investments – that is, those that are entirely insulated from the greed and fear of traditional market cycles – make more sense than ever in institutional portfolios. But knowledge of ILS remains piecemeal outside the States and Europe, and many Asian investors have still not had the asset class explained to them in a satisfactory way.

IQPC has been a pioneer of conferences in this sector, helping to grow the asset class by bringing market participants into contact with a wide, diverse range of investors. Now we’re doing the same for Asia-Pacific, bringing together an elite faculty of experts in life settlements, cat bonds, and risk-linked securities for the benefit of Asian investors.

Please take a moment to look through the attached agenda, and then make the decision to join me in Hong Kong this October – an outstanding opportunity to enrich your knowledge of this important, non-correlated asset class.

Kind regards,

Alex Simon
Program Director, Finance Conferences
IQPC
An Introduction to Life Settlements for Non-Specialist Investment Audiences: Valuation, Longevity Risk, and Strategies for Portfolio Diversification

Investing in life settlements is a complicated business, with a number of critical risks that need to be addressed by the investor in order to maximize returns. This workshop will provide investors, fund managers, and others involved in the life settlements space with the tools they need to manage and reduce risk, whether it’s the risk of longevity, the risk of incorrect valuation, the risk of sub-optimal policy selection, as well as legal and liquidity risks. An unmissable workshop for those seeking to invest with confidence!

What you will learn:
- Life settlements defined
- Identifying the parties in the transaction: the policy holder, the agent, the broker, the provider
- Understanding the major risks involved in life settlements transactions: longevity, origination and currency risks
- Examining popular strategies for creating reliably-performing life settlement portfolios

How you will benefit:
- Invest in confidence
- Get a comprehensive understanding of the risks involved with investing in life settlements before you commit capital
- Walk away with the most cost-effective strategies for reducing the riskiness of your life settlement investments

Franz-Philippe Przybyl
CEO
AlphaBridge Capital

8:00 – 10:30
Registration at 7:30 (Coffee will be served)

Macro Longevity and Mortality Risk

Longevity is rapidly developing into an alternative asset class with increasing investment and trading activity in longevity investments. The transfer of macro longevity risk from pension funds and insurance companies to the capital markets is growing. Evolving population demographics, mounting regulatory pressure and yield seeking alternative investors are driving growth in longevity markets.

Macro Longevity markets that are currently active include:
- UK pension scheme longevity risk hedging and investment products
- US XXX insurance companies excess reserves and investment products

What you will learn:
- What are the driving factors motivating pension funds to seek de-risking solutions
- What are the driving factors motivating US insurance companies to seek relief of excess reserve requirements

How you will benefit:
- How capital markets investors can invest in macro longevity and how changes in longevity and mortality affect expected returns.

Vilas Kuchinand
Vice President
Deutsche Bank

11:00 – 1:30
Registration at 10:30 (Lunch will be served)

The Science and Art of Medical Underwriting of Life Expectancy

Life expectancy is the single most important variable in the return from life settlement investments. Attendees at Mike Fasano’s dinner workshop will gain an understanding of the details of medical underwriting and life expectancy analysis that will allow them to make more informed investment decisions.

What you will learn:
- Examining the debit methodology - an application of actuarial science
- Converting excess mortality from research literature into debits, or percentages, that are applied to mortality tables
- Development of Mortality Tables: The importance of understanding differences in mortality associated with different demographic profiles and different populations
- Adjustments for risk factors and other clinical variables
- Research based clinical judgment – The combination of research literature and clinical, medical experience:
  - Examining the impact of drug and other treatment developments on longevity: AIDS
  - Chronic Myelogenous Leukemia: The dramatic impact of Gleevec in extending longevity
  - The need for diversification by impairment

How you will benefit:
- Forecast longevity more effectively
- Become a savvier life settlements investor
- Negotiate more effectively, and enhance your returns

Mike Fasano
President
Fasano & Associates

Dr. John Iacovino
Medical Director
Fasano & Associates

2:00 – 4:30
Registration at 1:30

Augur Capital: New Opportunity in the U.S. and German Life Settlements Market

5:00 – 6:30
Registration at 4:30

Sponsors:
Roger Tafoya
COO
ISC Services

Rich Jimenez
Managing Director
Deutsche Bank

Hasan Qureshi
Actuary
Fasano & Associates

Mike Fasano
President
Fasano & Associates

Franz Schmidpeter
Managing Director
Augur Capital

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7:00 Registration & Coffee

7:45 Chairperson’s Opening Remarks
Robert Quinn
Vice President
Well Fargo

8:00 KEYNOTE GUEST ADDRESS
Demographics and Asian Pension Planning: Navigating Risks and Liabilities
- Identifying the factors that will have an impact on Asian pension planning:
  - Population growth
  - Changes in demographics and age distributions
  - Income and GDP shifts
- Translating economic and demographic pressures into asset allocation strategies for Asian pension plans
- Examining the role of alternatives in future pension fund investment strategies
Stuart Leckie
Chairman
Stirling Financial

8:45 Separating Fact from Fiction: The Top 10 Myths About Life Settlements
- The top 5 positive myths about life settlements
- The top 5 negative myths about life settlements
- Understanding how both positive and negative myths about life settlements are propagated by the media
Robin Willi
Chief Investment Officer
Rigi Capital Partners

9:30 Life Settlement Derivatives - The Pro’s and Con’s
- Ramping portfolios
- Funds, notes, swaps
- Tax
- Residual Risks (legal, carrier credit, min coi)
- Counterparty credit risk
Chris Hodgeman
Head of Longevity Markets Group, Asia
Credit Suisse

10:15 Morning Networking Break

11:00 Risk Management for Life Settlements: Strategies for Mitigating Interest Rate, Currency, Credit, Origination and Longevity Risk
- Understanding – and prioritizing – the risks associated with life settlement investment strategies
- Examining the policy selection process – safeguarding against insurable interest and other potential procurement issues
- The valuation process – how this can help to mitigate extended longevity risk in a life settlement portfolio
- Pan-Asian perspectives on the suitability of various fund structures
- Liquidity risk – using synthetics to manage liquidity including how to hedge liquidity and currency/credit risks associated with a life settlement portfolio
Moderator:
Jack Kettler
CEO
21st Services

11:45 An Introduction to Cat Bonds for Non-Specialist Investment Audiences: Correlation, Diversification & Tail Risk
- Catastrophe bonds defined
- Identifying the parties within the transaction – the sponsor, the structurer, and the investors – and understanding their motivations
- Correlation: are cat bonds truly uncorrelated with broader financial markets? If not, why not?
- Getting to grips with optimal diversification strategies
Trevor Jones
Product Specialist
Nephila Capital

12:30 Networking Luncheon for All Attendees

1:30 Life Settlements – An Appropriate Asset Class for Asian Pension Plans?
- A closer look at the risk-reward profile of life settlements, and their suitability for Asian pension plans
- Strategies for managing the asset-liability mismatch
- Clarifying the role that life settlements should play within an institutional portfolio
Moderator:
Jack Kettler
CEO
21st Services
Speakers:
Brendan O’Flynn
Director, Life Finance Group
Credit Suisse
Vince Granieri
CFO & Chief Actuary
21st Services
Franz-Phillipe Prysbyl
CEO
AlphaBridge Capital
Andrew Plevin
Co-CEO
Broadriver Asset Management

2:15 A Market in Recovery: Expanding the Investor Universe for Life Settlements
- Evaluating the performance of the asset class over the past few years
- Understanding which risks have been solved by the marketplace, and which still remain
- Combining life settlements with alternatives to generate a unique investment product
- Examining the future role of asset managers in the life settlements space
Franz Schmidpeter
Managing Director
Augur Capital
Paul Moe
CEO
Living Benefits Financial Group

3:00 Asian Investment Perspectives on the Life Settlements Value Proposition
- Understanding the role played by life settlements within an institutional portfolio
- Identifying cultural issues surrounding the asset class for an Asian investor base
- How life settlements can provide for seniors
- Life settlements after the crisis: a more transparent market
Miodrag Janjusevic
Chief Risk Officer
SAIL Advisors Limited
Main Conference Day Two

Friday, October 15, 2010

7:45  Registration & Coffee

8:30  Chairperson’s Opening Remarks
Robert Quinn
Vice President
Well Fargo

8:45  KEYNOTE ADDRESS: Climate Change And The Asia-Pacific Region: Examining The Likely Climate-Related Impacts on the Region’s Business
• Assessing how climate will reshape the business landscape across Asia-Pacific
• Identifying the major sources of disagreement and uncertainty regarding climate change negotiations
• Understanding the implications for financial markets, insurance companies and governments

Junji Hatano
Chairman and CEO
Carbon Partners Asiatica

9:30  Portfolio Construction Techniques: Considerations On The Most Effective Strategies For Sourcing, Managing, And Blending A Portfolio Of Longevity Risks
• Determining whether to invest synthetically or through the cash market
• Evaluating the importance of sourcing clean collateral, and establishing the clearest indicators that your collateral is clean
• Diversification within the longevity mix: Identifying the most effective combinations of impairment types, L4s, and policy values
• Understanding the most effective strategies for “blending” life settlements into a portfolio of alternative investments

Chris McGlashan
Managing Director
Citigroup

Dimitry Stambler
Director
Citigroup

10:15  Morning Networking Break

11:00  Solving the Collateral Problem: Structuring Solutions for New Cat Bond Issuances
• Examining the collateral structures of recent catastrophe bonds
• Comparing the advantages of the Triparty repo with government-guaranteed collateral solutions like treasuries and KfW floating notes
• Focus on Triparty-Repo structures
• Focus on government-guaranteed solutions
• A look at the collateral structures on the cards for 2011s cat bond issues

Robert Quinn
Vice President
Wells Fargo

11:45  A Macro Look At Life & Non-Life Asset Allocation Strategy For Foundations, Endowments & Large Pensions
• An examination of distressed life settlement investments for large funds
• Introducing the non-traditional investment strategy to the Asian Institutional Marketplace.
• Asset class investment decisions from a macro viewpoint

Moderator:
Jean-Michel Paul
CEO
Acheron Capital

Speakers:
Alex Wise
CEO
Orchard Harbour

Jan-Eric Samuel
Chairman
Litai Assets, LLC

Chris McGlashan
Managing Director,
Citigroup

12:30  Networking Luncheon for All Attendees

1:30  The Future of the Asia-Pacific Insurance Industry: Understanding the Need for Leadership
• Forecasting the future impact of climate change on the future of the Asian insurance and reinsurance industries
• Understanding the Prisoner’s Dilemma as it related to the Asian insurance industry
• Examining the need for leadership from the Asian insurance industry

Sponsors:
**Registration Information**

**Venue & Accommodations**
Sheraton Hong Kong Hotel & Towers
20 Nathan Road, Kowloon, Hong Kong, China
Phone: +011 852 2369 1111
Website: http://www.starwoodmeeting.com/StarGroupsWeb
/conferences/Event/CN-10214

IQPC has secured a reduced rate room block at the Sheraton Hong Kong
Hotel & Towers for participants of the ILS Summit Asia of HK$2200 +
10% tax & fees. (Exchange rate to USD estimated at approximately $283 +
10% Please note this is an estimate only.) Please identify you are part of
the IQPC-ILS Summit Asia to ensure the special rate. Note that you are
eligible for this rate three days prior and three days post the event based
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to cancellation.

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**Interactive Champagne Roundtable Discussions**
After a jam-packed day of big picture keynotes, panel discussions, case studies, and presentations, ILS Asia gives you the chance to meet and brainstorm with small groups of your peers during our interactive champagne roundtable discussions. This is a great opportunity to make valuable contacts from your area of interest, and to deep-dive into the tricky details that you may have missed in the course of the day’s sessions – all while sipping a chilled glass of bubbly!

Delegates will choose from the following roundtables. Moderations are to be announced. For updates, please check the website at www.ilsasiasummit.com.

1. **What Asian Investors Need to Know about the State of US Life Settlements Regulation**
   - Defining key regulatory terms: STOLI and “insurable interest”
   - Understanding how life settlements regulation varies from state to state, and examining the implications for foreign purchasers of 2nd hand life insurance policies
   - Regulatory changes on the horizon: the evolving dynamic between the NAIC and NCOIL regulatory models, and the possible involvement of the federal government

2. **Longevity Swaps**
   An Effective Risk Management Tool for Asian Pension Funds?
   - Examining the recent growth of the longevity swaps market in the United Kingdom
   - Comparing the situation of Asian pension funds with their counterparts in the UK
   - How suitable is the longevity swap transaction as a liability-offload mechanism for Asian pension funds?
   - Possible issues around counterparty credit risk and pricing

3. **Examining the Role of Development Banks in Promoting Cat Bond issuance in Asia**
   - Understanding the role of the World Bank in promoting cat bond issuance in Asia
   - Examining the prospects for sovereign cat bond issuance by the Philippines, Indonesia, China and India
   - Development bank perspectives on the timelines for the development of the market, and the most suitable categories of investor

4. **Insurers’ Roundtable: Is ILS a Suitable Risk Management Tool for Asian Insurers?**
   - Comparing the risk management needs of Asian insurance companies with their counterparts in Europe and the United States
   - Identifying the unique advantages and disadvantages of ILS from the perspectives of Asian insurers
   - Regional perspectives on the choice of trigger: Modeling challenges and the pros and cons of idemnity, parametric, and hybrid loss triggers
   - Considerations on the kinds of risk most suitable for securitization in Asia

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**End of Conference**

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**Perspectives on Valuations in the Life Settlement Marketplace**
- Detailed analysis of opportunities and challenges associated with the valuation process
- How valuation plays into the risk mitigation process
- Ensuring optimal relationships between issuers and investors

Scott Grossfeld
President and Chief Financial Officer,
Living Benefits Financial Group

Ron D’Vari
CEO
New Oak Capital

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**Investor Perspectives on Insurance-Linked Securities: Gauging the Suitability of ILS for Asian Investor Groups**
- Identifying the most attractive characteristics of ILS from the perspective of Asia-based investors
- The perspective of Asian investor groups to the asset allocation process and the role of alternatives
- Quantifying the non-correlation benefit
- Incorporating ILS into an institutional portfolio: The need for a dedicated investment unit
- Investor perspectives on the manager selection process

Amir Gal-Or
Managing Partner
Infinity Private Equity Hong Kong

Madhu Gayer
Head of Investment Risk and Analytical Services, Asia
Northern Trust Company of Hong Kong

Miodrag Janjusevic
Chief Risk Officer
SAIL Advisors Limited

Claudius Tsang
Executive Director
Franklin Templeton Investments

Phil Hall
Managing Director
Highland Capital Management

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**3:45 End of Conference**

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Authority by virtue of being the Appointed Representative of Sturgeon Ventures LLP. in mainland Europe and the City of London where its subsidiary, MPL Investment Management manages a number of collective investment schemes and regulated mutual funds. MPL has offices where it is recognised by the Cayman Islands Monetary Authority as a Fund Manager where it years’ collective experience in asset and fund management. MPL is registered in the Cayman Islands of risk management and capital preservation. Our philosophy is based upon a preference for seeking to improve and develop our methodology, our primary focus remains on the twin-pillars where policies would be held until maturity, and an alternative arrangement whereby policies are behind the transactions for which we are asked to be trustee. Additionally, our deposit product options give our clients an enhanced rate of return and the safety and liquidity required in these transactions while keeping their money safe and free from market value fluctuations. To discuss our trust product with Wells Fargo directly please contact Robert Quinn at robert.g.quinn@wellsfargo.com.

Wells Fargo is a leading provider of collateral solutions in the ILS space. In the past five years, Wells Fargo has established billions of dollars of trust accounts used in lieu of insurance and ILS related letters of credit. Our trust team is dedicated to the insurance and ILS trust concept and work only on such transactions. Key to our success is our desire not only to understand the trust concept, but also to understand the business behind the transactions for which we are asked to be trustee. Additionally, our deposit product options give our clients an enhanced rate of return and the safety and liquidity required in these transactions while keeping their money safe and free from market value fluctuations. To discuss our trust product with Wells Fargo directly please contact Robert Quinn at robert.g.quinn@wellsfargo.com.

Utilizing the various benefits of Life Insurance products, Tranen Capital operates a diversified strategy by managing variables of value, maturity and projected maturities, carrying the strategy forward by selecting from two options of the realization of profits, being a classic buy and hold strategy, where policies would be held until maturity, and an alternative arrangement whereby policies are structured as managed portfolios for resale into the secondary market. While we are constantly seeking to improve and develop our methodology, our primary focus remains on the twin-pillars of risk management and capital preservation. Our philosophy is based upon a preference for consistency and sustainable growth while reducing volatility and aggressive, short-term tactics. www.tranencapital.com

Managing Partners Limited (MPL) is a highly reputable, multi-disciplined investment house that specializes in managing alternative assets classes. MPL is a market leader in the field of traded policy funds (in particular LTPUs) an asset class that is renowned for its low risk, inherent guarantees and balanced growth characteristics. The board of MPL and it subsidiaries has over 70 years’ collective experience in asset and fund management. MPL is registered in the Cayman Islands where it is recognised by the Cayman Islands Monetary Authority as a Fund Manager where it manages a number of collective investment schemes and regulated mutual funds. MPL has offices in mainland Europe and the City of London where its subsidiary, MPL Investment Management Limited is based. MPL Investment Management Limited is regulated by the Financial Services Authority by virtue of being the Appointed Representative of Sturgeon Ventures LLP.

RMS RiskMarkets provides expertise in catastrophe risk management to the insurance-linked securities (ILS) market through its dedicated team of 30 full-time professionals. RMS supports transaction issuance through auditing, validation and expert verification of process or risk analysis results to help companies effectively manage their catastrophe risk in the capital markets. Over the last decade, RMS has helped launch over 50 catastrophe bonds, and has used this experience to develop the RMS Miu Platform, its market-leading ILS portfolio management software, and Paradox, a suite of parametric industry loss indices. The Miu Platform is a complete solution that manages and manages ILS portfolio risk, combining software and service to demystify catastrophe risk and provide access to state-of-the-art analytics. RMS has characterized every live cat bond in the market, and characterizes each new bond as it is issued. RMS Paradox offers a suite of industry indices – currently covering Japan Earthquake, US Earthquake, US Hurricane, and Europe Windstorm – to efficiently transfer catastrophe risk to the capital markets. Each index utilizes measurements from catastrophe event s – such as wind speeds and ground motions – to estimate insured industry losses. Paradox provides all aspects of the service needed to structure and trigger a parametric transaction. https://www.rms.com/CapitalMarkets/Defaul
t.asp

21st Services was created in 1998 with the goal of creating a new standard of excellence in life expectancy analysis. To accomplish this goal, 21st Services produced the first-ever software program for evaluating life expectancies. This innovative program helped transform the evaluation process from a subjective “guest” to a more objective, consistent methodology. Since then, 21st Services has continued to innovate and refine the evaluation process. Now 21st is expanding its services in new markets. Based in Minneapolis, Minnesota, we offer quality diagnostics through a team of experienced underwriters and catastrophe software that provides industry-leading tools for evaluating life expectancy.

ISC Services was founded in 2005 with the goal of becoming the “market leader” in providing high quality, customized life expectancy assessments. To support this effort, ISC Services assembled a team of experienced and highly qualified medical underwriters, actuaries and physicians whose primary goal is to deliver consistently accurate assessment using the most reliable data and results. To support its professional staff, ISC Services has developed a proprietary LE calculator, an electronic underwriting manual, and a software system to efficiently manage the flow of business and create seamless and secure communications. ISC Services is unique in its ability to use table ratings, extra deaths, temporary flat extras, and to provide individual mortality based on implication specific ratings. ISC Services calculator includes the unique capabilities to ‘wear off’ the excess mortality and correctly ‘age-up’ LEs by re-entering the mortality curve, at the right time, when re-rating an LE.

Nephila was founded in London by Frank Majors and Greg Haggard in 1999 as part of Wells Limited, the world’s third largest reinsurer. As part of its growth strategy, the company relocated to Bermuda in 1999 to establish a local presence and to deepen existing relationships in the world’s largest catastrophe reinsurance center. The investment philosophy is based on the premise that institutional investors are attracted to the non-correlated, relatively high-yielding returns offered by insurance-linked instruments. The instruments in which Nephila invests have evolved over time, along with investors’ risk appetite. The company currently manages multiple investment vehicles and managed accounts exclusively for sophisticated institutional investors. In addition to insurance linked instruments (which are predominantly focused on natural catastrophe risk) the company has built trading weather risk since 2000 and launched a dedicated weather vehicle in 2005.

Established in 1971 the Bermuda Stock Exchange (BSX) is now the world’s leading fully electronic offshore securities market, with a current market capitalization (excluding mutual funds) in excess of US$200 billion. There are 650 securities listed on the BSX of which nearly 350 are offshore funds and alternative investment structures. Trading occurs daily and settlement on a rolling T+3 basis using BEST, the BSX’s Central Common settlement vehicle which is integrated with the Exchange’s clearing, settlement and depository platforms. The success of the BSX lies in its innovative approach to new products and markets and its ability to offer a ‘commercially sensible’ regulatory environment. The Exchange specializes in listing and trading of capital market instruments such as equities, debt issues, funds (including Hedge Fund structures), derivative warrant programmes and Insurance Linked Securities, including Catastrophe Bonds. www.bsx.com

Fasano Associates is a leading underwriting firm, serving the life, annuity and life settlement markets, with particular expertise in over-65 and impaired life mortality. Fasano’s estimates of life expectancy are considered the most accurate in life settlement market, with an industry-dependent accuracy of 96% estimated in two successive independent actuarial evaluations. Contact Fasano at www.fasanoassociates.com.

Deutsche Bank’s ‘BEST’ is a leading global investment bank with a strong and profitable private clients franchise. A leader in Germany and Europe, the bank is continuously growing in North America, Asia and key emerging markets. With Euro 1,079 billion in assets and 67,474 employees in 73 countries, Deutsche Bank offers unparalleled financial services throughout the world. The bank competes to be the leading global provider of financial solutions for demanding clients creating exceptional value for its shareholders and people. Deutsche Bank Securities Inc., member NYSE, NASD and SIPC, is the investment banking and securities arm of Deutsche Bank AG in the United States. www.db.com

Hyperion Capital, LLC is a registered investment advisor (RIA) that specializes in life settlements. Over the years, it has developed significant expertise in the asset class by providing sophisticated investment advice and customized solutions for its targeted client base—high net worth individuals, family offices, and institutional investors. Through its deep and long-standing ties to all the major market participants, Hyperion has often unique access to investment opportunities that can provide attractive risk-adjusted returns in a largely non-correlated, non-volatile, and high credit quality asset.
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