



# Willis Re In Partnership With LTCG

An Integrated Service Model with Proven Success

Delivering holistic solutions to targeted long term care insurers, offering reinsurance and actuarial expertise, including a TPA option

Today's market has both uncertainties and challenges – while premium rate increases and reserve adjustments are becoming more frequent, the traditional reinsurers of LTCI are not yet looking to re-enter the market. However, with new capital flowing into the sector, life reinsurers are hungry for opportunities, and many are open to challenging products. Recent market activity, including two large transactions in the second half of 2018 is evidence of a developing LTCI reinsurance market. These market complexities require an experienced team; Willis Re in partnership with LTCG brings a proven process to drive success.

Willis Re is one of the most experienced broking teams in the market, strong in actuarial skills, financial expertise, and product knowledge. LTCG is singularly focused on serving the long term care industry, and provides advanced valuation and modeling services, built upon a unique and proprietary underwriting and claims database. Together, we have a deep understanding of the concerns and challenges faced by the long term care insurer.

Willis Re's unparalleled knowledge of reinsurance and structured solutions, combined with LTCG's actuarial expertise, provides transparency and credibility to reinsurance markets.

Willis Re's unique service model is specifically designed for life insurance companies looking to execute a closed block reinsurance transaction. Our reinsurance marketplace expertise and proven process, combined with LTCG's actuarial expertise and administrative platform, offer a unique approach to mitigating carriers' concerns about their LTCI business.

We understand the requirements of a successful transaction; a partnership with our team could help eliminate problem business, find a new home for orphaned business, and reduce the headline risk of exposure to inforce, long-dated LTCI risks.

We believe that a LTCI reinsurance transaction can only be successful with a robust review, and strong models and assumptions that have been independently developed. LTCG develops multi-state models, based on first principles and data-driven experience studies, which include extensive analysis on most major blocks of business and in-depth analysis of morbidity trends using an array of approaches. Longevity is a critical risk, as LTCI liabilities are heavily driven by persistency rates. Understanding the rate at which policies are terminating is one of the top concerns among reinsurers; validating key assumptions and providing insight to rate drivers gives them comfort.

LTCI is difficult to reinsure and the market takes a critical view of insurers' inforce blocks – but, our team has a history of success with these transactions and we are not afraid of a challenge. Engaging Willis Re and LTCG together provides unmatched value, and our proven process delivers results to clients - shorter due diligence periods, higher ceding commissions and more certainty of execution. For select clients, the current market environment is an opportune time to consider reinsurance.

Mary Broesch, FSA, MAAA  
Willis Re, Life Solutions Group  
Senior Vice President  
T: +1 (212) 915-8669  
E: [mary.broesch@willistowerswatson.com](mailto:mary.broesch@willistowerswatson.com)

Ralph Donato  
LTCG  
Principal Consulting Actuary  
T: +1 (952) 826-7237  
E: [ralph.donato@ltcg.com](mailto:ralph.donato@ltcg.com)

## About Willis Re

Willis Re is one of the market's leading reinsurance advisors, that provides risk analysis, consultancy and reinsurance placement services to insurance companies around the world. Annually, the company places over \$14.9 billion in ceded reinsurance premium for more than 860 clients in 110 countries. It is the reinsurance broking arm of global, diverse Willis Towers Watson – an advisory, broking, and technology solutions company that helps clients around the world turn risk into a path for growth. Willis Re has an 180-year history, and combines the reputation and professionalism associated with being one of the largest and oldest international reinsurance intermediary businesses with an aggressive approach to creativity and innovation.



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