

How To Buy an Insurance or Reinsurance Company

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Why Buy?

- New entrant to the sector
- Expand presence
- Better than organic growth??

Which one?

- How to decide a “good fit”
- What is for sale?

How much is it worth?

- Depends on who's buying
- Depends on other potential uses of capital
- Depends what you plan to do with it
- Depends on technical valuation
- What are you actually buying?

How do you actually do it?

- First contact
- Memorandum of Information
- Bidding process or Exclusivity
- Due Diligence
- Agree Price
- Sign Contracts
- Completion

What then?

- Integration

How can actuaries add value to the above process, either by representing the Buyer, the Seller or an intermediary?

The workshop will aim to give an overview of the main technical and commercial issues and the participants will have the opportunity to bid for a fictitious reinsurer.