Captive & RRG Success Stories

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Presenters
Anne Marie Towle, SVP, Willis
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CASE STUDY
WHY DID YOU FORM YOUR CAPTIVE?
Evolution of OFIC

- OrthoForum loosely organized national group who shared benchmarking data in 4 regional groups of approximately 80 Orthopaedic Practices
- Membership in OFIC limited to OrthoForum members

- Due Diligence took a committee of 8 two years to complete
- Due Diligence was three stages focusing on Feasibility and Service Provider Selection
16th Annual Executive Educational Conference

OFIC membership

### Premium by State

<table>
<thead>
<tr>
<th></th>
<th>AL</th>
<th>AR</th>
<th>CA</th>
<th>CO</th>
<th>FL</th>
<th>GA</th>
<th>IN</th>
<th>MD</th>
<th>MO</th>
<th>NV</th>
<th>NY</th>
<th>VA</th>
<th>Grand Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>OFICRRG Written Premium</td>
<td>$413,548</td>
<td>$547,423</td>
<td>$426,360</td>
<td>$457,696</td>
<td>$1,056,449</td>
<td>$597,413</td>
<td>$192,981</td>
<td>$324,071</td>
<td>$586,180</td>
<td>$874,856</td>
<td>$2,087,024</td>
<td>$353,765</td>
<td>$7,917,765</td>
</tr>
<tr>
<td>Reinsurance Premium</td>
<td>$165,419</td>
<td>$107,020</td>
<td>$93,799</td>
<td>$156,742</td>
<td>$146,197</td>
<td>$131,431</td>
<td>$965</td>
<td>$71,296</td>
<td>$128,960</td>
<td>$192,468</td>
<td>$697,261</td>
<td>$123,818</td>
<td>$2,015,376</td>
</tr>
</tbody>
</table>
Why an RRG?

Ownership in Multiple States

Ability to write direct policies

Ease of policy issuance in multiple states

Federal Regulatory Stability

Domicile offered supportive environment
HAVE YOU EXPANDED YOUR CAPTIVE?
# Expansion of OFIC

<table>
<thead>
<tr>
<th>At Inception – May 2012</th>
<th>Currently</th>
</tr>
</thead>
<tbody>
<tr>
<td>14 Orthopaedic Practice Owners</td>
<td>20 Orthopaedic Practice Owners (several pending acceptance)</td>
</tr>
<tr>
<td>350 physician &amp; mid-level insureds</td>
<td>950+ physician &amp; mid-level insureds</td>
</tr>
<tr>
<td>7 board members consisting of:</td>
<td>9 board members consisting of:</td>
</tr>
<tr>
<td>*4 Administrators</td>
<td>*4 Administrators</td>
</tr>
<tr>
<td>*2 Physicians</td>
<td>*4 Physicians</td>
</tr>
<tr>
<td>*1 South Carolina resident director</td>
<td>*1 South Carolina resident director</td>
</tr>
</tbody>
</table>
CAPTIVE EDUCATION

BOARD GOVERNANCE

SUCCESSION PLANNING
Future

Past
QUESTIONS