



Oxford Underwriting and Policy Overview

The underwriting process with Oxford is without question the most important aspect of Captive formation. The gathering of data will be a collaborative effort between Oxford, the business owner and the business owner's trusted advisors. The individuals who best understand the risk profile and business operations of the insured operating company(s) should be involved in the underwriting process. That will include the owners of those companies, and likely, executive management and any internal risk control employees. Externally, Oxford encourages property and casualty agent(s) who handle the business insurance also be part of the feasibility phase of implementation. At a minimum, the agent should provide the requested information below and conduct an industry review to confirm that comparable enterprise risk coverage is either unavailable or unaffordable elsewhere in the commercial marketplace. Oxford also encourages the agent to attend the business owner's underwriting call to help develop a clear picture of the risk profile of the operating company(s) looking for enterprise risk coverage from the Captive. Below is an outline of that process.

Oxford will work with the team to assemble requested underwriting information and organize an underwriting call to:

1. Identify uninsured exposures
2. Document any potential economic loss history for requested coverage
3. Obtain any additional data needed for our third-party actuarial firms to underwrite the requested coverage
4. Discuss appropriate policy limits

This information will be consolidated and sent to a third-party actuary who will prepare an assessment of a company(s) current insurance coverage, uninsured exposures and risk profile. Upon completion and review of that report, everything assembled throughout the underwriting process will be sent to an independent actuarial firm. Our third-party credentialed actuaries formulate rates within domestic market underwriting standards. When they have finished their underwriting and peer-review process, Oxford will then return with a custom-tailored portfolio of Enterprise Risk Coverage for evaluation by the business owner(s) and their team.

Following the first year Feasibility, Implementation, and as a client of Oxford, our Client Services Department will coordinate the ongoing responsibilities of maintaining the Captive Insurance structure. During the earlier part of the year, we will conduct a Renewal call to discuss coverage that clients maintain, inquire as to any developing claims activity, provide any important industry updates and answer any questions that may have arisen since the Captive closing took place. A date will be set in the later part of the policy year for the formal Annual Business Meeting to review the Captive's operations and discuss the official policy renewal. The Annual Business Meeting will include staff from our independent Captive Management Firm and Client Services team. Topic items on the call will include reviewing the Profit & Loss and Balance Sheet of the Captive, addressing the coming year's coverage needs, gathering data for the annual re-pricing of coverage and checking again on any claims development. Our Client Services Department will also be the "go-to" team throughout the year for any information or document requests in conjunction with the Captive.

What can you expect in Underwriting?

Gathering supporting documents for an in-depth call with underwriting requires assembling critical information specific to your business operations, a crucial step to forming your private insurance company. A snapshot of documents you or your Property & Casualty agent will be asked to provide include:

- Three Year Summary of Insurance
- Full copies of ALL Current Primary Commercial Insurance Policies
- Schedule of Fixed Assets listing equipment and its value
- Corporate P&L/Balance Sheet
- Schedule of Values listing properties owned or leased
- Sample Warranty Coverage offered on a Sale, Lease and/or Rental Contract
- Key Man Life Insurance Policy
- Sample Contract(s) that reflects what most of your contracts look like.
 - a. Customer Contract
 - b. Franchise Agreement
 - c. Rental/Leasing Contract (for Companies with Rental Properties/Tenants)
 - d. Supplier/Vender Contract
 - e. Subcontractor Contract/Indemnity Agreement Five Year Loss Runs
- Business Continuity and/or Disaster Recovery Plan

Upon engagement with Oxford to form your insurance company, a more detailed list and accompanying questionnaires will be provided.