



# Runoff Deal Market Forum

MAYER | BROWN



Virtual Event

June 9, 2021

10:30 am -1:00 pm (Program)

1:00 pm – 1:30 pm (Networking Rooms)

All Times Eastern

AIRROC and Mayer Brown are pleased to present the 4<sup>th</sup> annual Runoff Deal Market Forum. Panelists will candidly share their own experiences and insights, lessons learned, highlights and tips for success. Views on the landscape in the midst of COVID-19, the market players, recent deals and deal trends, and a session to highlight lesser known developments that will impact our deals in the coming years.

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## Schedule

**10:30 am**

**Welcome**

David Alberts | Partner, Co-Leader Global Insurance Industry Group, Mayer Brown LLP  
Carolyn Fahey | Executive Director, AIRROC

**“Deal Climate” :: Runoff is Hot!**

The panel will describe the current runoff deal market, including current and anticipated deal demand, the landscape of buyers, and capital needs and availability. How has COVID-19 impacted the runoff deal market?

**Panelists:**

Linda Johnson | Head of Legacy Practice, TigerRisk Partners  
Laura Pearson | Liability Restructuring Manager, PwC UK

**11:10 am**

**Break – Panel Switch**

**11:15 am**

**“Under the Radar Potential Game Changers” :: Were you aware of these??**

A focused look at some less obvious developments that will likely impact the runoff deal landscape. Selected legal, regulatory and NAIC developments will be covered, such as selected Long-Term Care developments, continued evolution of US Credit for Reinsurance and collateral requirements, impacts of the US-EU Covered Agreement, evolving NAIC investment law changes, and other items to watch.

***Panelists:***

Larry Hamilton | Partner, Leader US Insurance Regulatory & Enforcement, Mayer Brown

James Mills | Vice President, Legal Counsel, Enstar US

Andy Schallhorn | Deputy Commissioner of Financial Regulation and Chief Actuary |  
Oklahoma Insurance Department

**11:55 am Break**

**12:00 pm “Acquirer Insights” :: Perspectives on The Market, The Deals and The Trends**

Hear from some of the major players in the current market who are actively acquiring business. What are their thoughts on deal and capital/buyer market trends on deals? What is impact of the influx of new money/financial backers raised by existing players and new entrants? Hear their insights on the deal-making process. Compare and contrast views on auctions vs. private deals and entity vs. portfolios. Panelists will share experiences and examples from actual deals they have been involved in.

***Panelists:***

Eleni Iacovides | Chief Development Officer, Compre Group

Mayur Patel | Head of M&A and Reinsurance Transactions, Catalina Holdings

Tom Solomon | Group Chief Financial Officer, Randall & Quilter Investment Holdings

***Moderator:***

David Alberts | Partner, Co-Leader Global Insurance Industry Group, Mayer Brown LLP

**1:00 pm Speaker/Sponsor Zoom Drop In Rooms**

Presenting firms and speakers will have informal zoom sessions – stop in if you have questions, want to have the chance to connect virtually with a speaker or a company, or just to catch up.

**Hosting Companies:**

AIRROC

Mayer Brown

Enstar

PwC

TigerRisk

**1:30 pm Event Ends**