

TILLINGHAST, A TOWERS PERRIN COMPANY

Tillinghast, a Towers Perrin company, is an international consulting organization specializing in actuarial and management services to life and casualty insurance companies and related enterprises and in risk management services to businesses, institutions and government agencies.

Tillinghast provides life and health insurance actuarial services to insurance companies and other financial services organizations and regulatory bodies, as well as to health care providers such as Blue Cross/Blue Shield organizations and HMOs. Our services include development of financial, operational and profitability projections; analysis and revision of product lines and marketing programs; review of operations, actuarial systems and procedures; and development of health care cost-containment and medical management programs.

In the property and casualty insurance area, we provide actuarial services to casualty insurers, reinsurance companies, self-insurers, purchasers of insurance products or services, regulators, associations, law firms and brokers. Our services include analysis of casualty loss reserves and loss reserve practices and of cost allocation systems; modeling and development of financial projections; design of reinsurance programs; review of prospective and retrospective rating plans; and valuation of insurance companies for purposes of merger/acquisition and tax liquidation programs and procedures.

Our corporate management practice concentrates on counseling insurance companies and related organizations in strategy formulation and the achievement of corporate goals. Our services include feasibility studies; strategic and long-range planning; policy formulation; assistance in acquisitions and divestitures; financial analysis; projections and modeling; and the evaluation and revision of organizational structure.

Tillinghast's risk management activities include the design and evaluation of programs to protect assets and earnings against accidental financial loss. Our services include complete audits of risk financing and insurance programs; loss control programs; claims administration and loss reserves; and total risk management systems. We also determine the feasibility of various insurance arrangements, e.g., captive insurance and pooling; evaluate brokerage and underwriting services; assist in loss settlements; develop corporate risk-retention strategies; and analyze risk management departments. In addition, we design insurance contracts and risk management operation systems; train personnel and conduct client seminars; prepare and analyze competitive bids; and assist in the formation of subsidiary insurance companies and agencies.

Tillinghast was formed in 1977 as the result of the merger of Tillinghast & Company, Inc. and Nelson and Warren, Inc. The former was founded in Atlanta in 1962; the latter, in St. Louis in 1945. In 1986, the firm merged with TPF&C. Tillinghast has offices in Atlanta, Boston, Chicago, Dallas, Denver, Hartford, Jacksonville, Kansas City, Los Angeles, Milwaukee, Minneapolis, New York, Philadelphia, St. Louis, San Francisco, Seattle, Stamford and Washington, as well as in Bermuda, London, Melbourne, Montreal, Paris, Stockholm, Sydney, Toronto and Vancouver. In addition, we cooperate with TPF&C and Cresap offices around the world to provide clients with a unique set of consulting capabilities for any given assignment.

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Our professional staff includes more than 200 actuaries. They hold memberships in one or more internationally recognized actuarial associations in the United States, Canada, the United Kingdom and Australia. Other staff members have specialized degrees and experience in marketing, law, accounting and finance, insurance, engineering, communication, computer science and general management. This range of expertise enables us to apply our skills individually and collectively to serve varied client needs. Personal creativity and group interaction combine to foster an innovative problem-solving approach to all our consulting engagements.

We approach each professional assignment with independence and objectivity, and we maintain strict adherence to the highest ethical and professional standards. Our goal in every assignment is a client/consultant relationship that leads to mutual responsiveness and trust and maximum results.

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