

TRADING
Risk

AWARDS 2012

ENTRY FORM



ENTRY FORM – DEADLINE: 31 MARCH 2012

Thursday 21 June 2012
The HAC, Armoury House, City Road, London, EC1Y 2BQ



Welcome to the Trading Risk Awards 2012

Trading Risk, the leading publication dedicated to the convergence of the (re)insurance industry with the capital markets, is proud to present its annual awards celebrating excellence and innovation.

Building on the success of the past three years – during which the awards gained huge market support, demonstrated by the high calibre and quantity of entries – I hope the *Trading Risk* Awards 2012 will raise the benchmark of professionalism and achievement in this fast developing market.

As the publishing editor of *Trading Risk*, I am constantly impressed by the determination of those in our sector to develop the traded (re)insurance risk universe.

These awards – which will be decided by an independent panel of industry figures – are a way of acknowledging and rewarding the hard work and dedication that is cementing this sector in the (re)insurance and capital markets landscape.

Indeed, *Trading Risk* has fast become the leading publication dedicated to insurance-linked securities (ILS), exchange and OTC-traded risk, loss warranties, sidecars and all non-traditional forms of risk transfer. It provides the ideal platform for our awards.

We look forward to your involvement.

Yours faithfully

Rebecca Bole, Publishing editor

Award categories 2012

Young Meteor of the year

Entry criteria: Candidates will be an individual, aged 35 or under on 31 December 2011, and working in the convergence sector. Although young, the winner would already have made a significant contribution to the sector, clearly demonstrating a solid contribution to the future of the convergence market. Candidates must be nominated, or supported by, their departmental manager.

Initiative of the year

Entry criteria: Candidates will be from any sector within the convergence market, whose specific initiative – including new trading technology, IT development, modelling innovation, new product, or introduction of new parties to the convergence market – has significantly aided its development. The winner of this broad category will be a corporation or a team whose specific innovation has made an outstanding contribution to improving the way that (re)insurance risk is transferred in the past year.

Market Facilitator of the year

Entry criteria: Candidates will be professional advisers to the convergence sector – including legal, professional services, actuarial and risk modelling firms – broker-dealers, risk transformers and other facilitators of insurance-linked transactions.

The winner will have played a pivotal role in developing either a new trading risk technology or instrument or in developing the convergence sector.

Investor of the year

Entry criteria: Candidates will be institutions, individuals or investment teams that have made an outstanding contribution to the development of the ILS investor community in the previous year.

The winner will have demonstrated either a continued, deep commitment to the ILS sector, success in attracting new investors to the sector through a fund, an innovative or pioneering approach or the commitment to research and understand the sector.

Manager of the year

Entry criteria: Candidates will be investment banks, capital markets divisions within broking houses or (re)insurance companies that provided an outstanding service to the ILS space in the past year.

The winner will be a company or a team which has either demonstrated an ongoing commitment to the convergence sector through consistently managing ILS transactions and/or the successful launch of new trading risk technology, or a newcomer to the market that has enriched the sector through its involvement.

Outstanding Contributor of the year

Entry criteria: Candidates will be an individual working in the convergence sector.

The winner will have made an outstanding contribution to convergence in the past year, and consistently over the market's development of this sector.

Life Transaction of the year

Entry criteria: Nominations will be welcomed for a life risk transfer transaction – including life and longevity securitisations, swaps, pension buy-ins or buy-outs – which either breaks boundaries in life risk transfer, or cements the foundations of a core life transaction.

The winner will be an efficiently structured, well priced and successfully executed transaction, with the recipient either the individual or team that structured the transaction.

Non-life Transaction of the year

Entry criteria: Nominations will be welcomed for a non-life peril insurance-linked securitisation that either breaks boundaries in ILS innovation or cements the foundations of a core ILS transaction.

The winner will be an efficiently structured, well priced and successfully executed transaction, with the recipient either the individual or team that structured the transaction.

(Re)insurer/Sponsor of the year

Entry criteria: Candidates will be (re)insurers that have either demonstrated an ongoing commitment to the convergence sector through consistent ILS issuance and/or adoption of new trading risk technology, or a newcomer to the market that has researched the sector and sponsored an innovative deal.

Judging panel



Dan Ozizmir

Ozizmir spent almost a decade building Swiss Re Capital Markets (SRCM) – the firm's market leading ILS investment banking operation.

Ozizmir left Swiss Re in 2009, having joined from Greenwich Capital in 2000, where he helped build its mortgage business and held senior positions in trading and management. Ozizmir graduated from Columbia College in 1985 with a BA in political science and economics.



Morton N Lane, PhD – President, Lane Financial LLC. Director, Master of Science in Financial Engineering, University of Illinois

Lane is president of Lane Financial LLC, a registered broker-dealer specialising in insurance-linked securities, and was named Outstanding Contributor at the *Trading Risk* Awards 2010.

He is a published author on the subject of convergence and has taught at a number of business schools.



Simon Cloney – Managing director, Asia Pacific, Beach & Associates

Cloney has almost 30 years of (re)insurance experience, specialising in treaty reinsurance prior to joining convergence intermediary Beach & Associates in 2005 to develop a capital markets capability. With Beach & Associates – a leader in working with hedge funds and other non-traditional sources of capital – Cloney has worked on collateralised ILWs, collateralised sidecars and whole account retro indemnity excess of loss private placements.



Kevin Callahan - Founder KR Callahan & Co LLC

Callahan's convergence career spans more than four decades. Highlights include founding broker Aon's capital markets arm in 1996, completing the first modern-day ILS for St Paul re during his 17-year career at Goldman Sachs, where he also founded reinsurance intermediary GS Risk Advisors to securitise reinsurance risk into the capital markets. He has also held a number of senior positions at insurance companies, most recently as chairman and CEO of Affirmative Insurance Holdings.



Rebecca Bole – Publishing editor, Insider Publishing Ltd

An insurance professional with more than 10 years financial institutions underwriting experience in the London market, Bole joined Insider Publishing in 2007 and launched *Trading Risk* in January 2008.

As publishing editor of Insider Publishing's varied insurance-related titles, she is also publishing editor of *Trading Risk* and has a unique perspective on the convergence landscape.



How to enter

All entries should be emailed to rebecca@insuranceinsider.com, detailing which category you are entering, and marked for the attention of Rebecca Bole, Publishing editor of *Trading Risk*

Entry criteria

Entries can be accepted from the nominee, or you can nominate a candidate for an award. The panel will then contact the candidate and suggest that they enter for the category. If the panel believes there is an outstanding candidate that has not been nominated for an award, they reserve the right to make a nomination. The entry period for review for all categories is from 1 January through to 31 December 2011. If you are entering more than one category a separate entry for each is required.

Entry statement

The entry should be a maximum of 800 words, laying out clear, succinct evidence of achievement or explanation as to why the achievement is significant or innovative. The entry statement can be accompanied by relevant background material, but remember to keep to the simple formula of statement first, background second. The most important point to focus on when preparing any background material and supporting evidence is that it is quality and relevance that matters, not quantity. All the information contained in the entries will be treated as confidential, and will not be released without the permission of the entrant/nominee.

For further information...

...about the *Trading Risk* Awards 2012 or if you need assistance with your entry please contact:

Aimee Pitt
Insider Publishing
Asia House
31-33 Lime Street
London
EC3M 7HT

Tel: +44 (0)207 397 0619
Email: aimee@insuranceinsider.com

...on how you can be involved with the *Trading Risk* Awards 2012 please contact:

Spencer Halladey
Insider Publishing
Asia House
31-33 Lime Street
London
EC3M 7HT

Tel: +44 (0)207 397 0613
Email: spencer@insuranceinsider.com