



ACE Private Risk ServicesSM

“Securing families with innovative risk management solutions”

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Q. Tell us about your company.

A: ACE Private Risk Services is a leader in serving the personal insurance needs of high net worth individuals and families. We help safeguard families’ assets by providing comprehensive insurance solutions to protect their home, auto, valuable collections, umbrella, watercraft and aviation exposures – in many cases with the simplicity of one package policy and one bill.

We are part of the ACE Group of Companies, a leading global property and casualty insurer with over \$70 billion in assets, which was recently named by *Barron’s* as one of ten stocks “that could shine over the next 10 years” in a special report on investing for retirement.

Q. How do you approach the personal insurance needs of high net worth families?

A. ACE Private Risk Services recognizes that each family is unique. As wealth increases, the complexity of risks and the ability to withstand loss also increase. This dynamic opens many potential solutions for designing custom insurance programs based on each family’s risk profile and tolerance level for risk. We offer a broad and highly flexible program of insurance coverages and services that can be tailored to match each unique situation.

Q. What are some examples of unique solutions you have developed?

A. One custom solution, the Family Blanket Policy is well-suited for multi-generational families with a need for significant asset protection. Families with multi-state locations with significant insurable value (typically in excess of \$25 million in real property, including dwellings, personal property and collections) are ideal candidates for this product.

The Family Blanket policy replaces the many policies typically used to cover all the families’ insurance needs with a single insurance solution featuring one total (or blanket) coverage limit and a consistent level of protection for all their property located in any state. By eliminating the collection of individual policies, this approach greatly reduces the potential for gaps in coverage, which could leave family members vulnerable to uncovered losses.

This approach also allows families to tailor special limits for many types of coverage that are more difficult to obtain, including flood, wind, earthquake and mold. The a la carte design of this policy also allows families to choose from a wide range of large

AT A GLANCE

Business Focus: Personal Insurance Products and Services for High Net Worth Families

Primary Product: ACE Platinum Portfolio

Financial Strength Rating:

- A+ A.M. Best
- A+ Standard & Poors

Parent Company: ACE Group

Parent Company Assets: \$70+ billion

deductible options and self-insurance to help manage the overall cost of their insurance program.

Another custom solution available for ultra high net worth families who pay annual insurance premium of \$100,000 or more, have a consistently good loss record and a high tolerance for risk is the rent-a-captive solution. In this approach, families can finance up to the first million dollars of risk or higher, if desired, through a rent-a-captive insurance facility (either on-shore or offshore), which may also offer the potential for investment income and tax benefits. If losses are as expected or lower over a number of years, profit distributions to the family can be made. In combination with the rent-a-captive program, ACE also offers:

- excess coverage for losses over and above the limits of the rent-a-captive
- fee-based claims adjustment and loss prevention services

Q. How do your clients rate your service ?

A. We regularly ask our clients to rate their satisfaction after they have had a claim. The consistent result: 99 percent of respondents are so satisfied that they indicate they would be likely to refer us to a friend.

We take equal pride in our loss prevention services. High net worth clients receive an upfront home and safety assessment based on on-site visits by our expert risk consulting representatives. We have also developed ground breaking loss prevention programs designed to protect not just a family’s assets, but the family itself. For instance, we offer access to complimentary background screening of financial advisors, construction contractors, and private staff to help families reduce the risk of kidnapping, theft, fraud, and frivolous lawsuits.

For more complete information about these products and the coverage they provide please refer to the policies themselves, which are issued by Banker’s Standard Insurance Company or one or more of its affiliates.