



Delivering Your Recovery Assets...

We'll help you chart your course in the "New World" of recovery.



Alternative Risk Transfer

In today's competitive insurance market, it is difficult to sustain or grow profits without exploring innovative solutions. Latitude Capital Solutions, LLC offers a unique ability and viable alternative for profitable alternative risk transfer by monetizing underperforming assets and enhancing revenues.

Turning Illiquid Assets into Cash

Latitude Capital Solutions, LLC ("LCS") provides companies the opportunity to liquidate their recovery assets without incurring the costs associated with collection or the risk.

The most innovative insurance carriers and self-insured entities are constantly searching for performance solutions. When it comes to subrogation, they are the companies that explore alternatives in this specialized arena. Assistance may come from studying best practices or benchmarking or by using specialized subrogation and collection outsourcing services for increased efficiencies. Alternatively, companies may weigh the advantages of a capital transaction for their recovery portfolio value.

Evaluating Risk

An insurance entity deals with several types of risk:

Credit Risk

Insurable Events

Asset Liability (interest rates)

Operational (expense guarantees)

One of the overlooked risks is the uncertainty of recovery and the inherent value of subrogation and collection assets. Monetizing your subrogation assets essentially transfers this risk to a third party by the selling of your recovery rights. LCS can evaluate your portfolio to determine a purchase price related to the Anticipated Recovery Value (ARV).

Steps to a Capital Transaction

Companies interested in a capital solution may start with an outsourcing arrangement with Latitude Subrogation Services, LLC to align both parties' interests and to understand the true value of portfolios.



Secondly, once a portfolio is identified, it is scored to arrive at the Anticipated Recovery Value (ARV).

LCS will provide a bid to purchase the recovery rights up front. Modifications may include examining closed files, and/or future recoveries with a model that includes an advance of funds, with gain-sharing on the back-end of collection.

Advantages of a Capital Transaction for Recovery Assets

There are several advantages including:

- *Reducing Operational Expense*
- *Improving the Balance Sheet (P & L)*
- *Additional Operating Capital*
- *Increase in Surplus*
- *Enhancement to Revenues*
- *Run-off Solutions*
- *Increased Profits*
- *Reduce Equity Investment*
- *Reduce Debt Leverage*
- *Improve Ratings*
- *Cash for Neglected Recovery Opportunities.*



Wind in your Sails

Selling your recovery rights today can mean positioning your company to win the game with a significant advantage. With a capital solution, you will have the wind in your sails to reach your destination ahead of schedule.





Latitude Companies:

Latitude Capital Solutions – Providing funding for purchase and alternative financing of recovery assets.

Latitude Subrogation Services – Providing outsourcing solutions for personal and commercial lines of automobile, property and workers compensation subrogation claims.

To learn more about our services or to request an evaluation of your portfolio, contact:

Paul Webb, CSRP
Vice President, Client Services

Latitude Subrogation Services
1760 S. Telegraph Road, Suite 104
Bloomfield Hills, MI 48302

Phone: 1-877-454-3400 x2260

Direct Line: 1-248-365-0070

Fax: 1-877-454-3405

E-Mail: pwebb@latitudesubro.com

www.latitudecap.com

Let us help you chart your course today and deliver your recovery assets!

