

SIIA Endeavors

SIIA held its annual International Conference at the Condado Vanderbilt Hotel in San Juan, Puerto Rico April 18th-19th.



This event focused on helping U.S.-based companies identify and understand potential business opportunities related to self-insurance/captive insurance in key countries throughout Latin America and the Caribbean. In addition, the event also provided a truly unique networking environment to connect U.S. attendees with attendees from Latin America for purposes of exploring partnership and/or business development opportunities.





A group of attendees kicked off the event by going on a pre-conference tour of the Bacardi Distillery. They took a tour of the Distillery and had a lesson on how to prepare three legendary Bacardi cocktails.

The educational program covered topics such as

The Latin American TPA

Experience - *Erwin Padinger*, Chairman of Meditar S.A. and *Kay Boettcher*, CEO of the A. MaKLeR Group discussed running a TPA in an international environment.

Puerto Rico Captive Manager

Panel Discussion - *David Kirkup*, Chief Operating Officer of Captive Alternatives, LLC, *Les Boughner*, Chairman, Advantage Insurance Management, *Ken Kotch*, Principal, Ryan, and *Joseph Taussig*, Chairman, Stature II, discussed their experience with setting up captive programs in this domicile and the advantages/disadvantages relative to other domicile options.





Medical Travel Trends – *Miressa Rivera Gerena*, Associate Administrator at Auxilio Mutuo Hospital, *Dr. Carlos H. Martinez*, President of Health and Wellness Network, *Massimo Manzi*, Executive Director of PROMED and *Bob Repke*, President, Passport for Health highlighted the latest medical travel trends and opportunities.

Puerto Rico Financial Services Environment – Advantages For Off-Shore Companies - *Ignacio Álvarez*, President and COO, Popular, Inc. and *Erick G. Negrón*, Counsel, Rexach & Picó provided a general overview of Puerto Rico's economic situation in different areas including banking, international insurance and export of services. The session provided investors, executives and entrepreneurs with the latest information on Puerto Rico's investment opportunities, tax incentives and competitive advantages of investing in Puerto Rico.



International Insurance Center

(Act 399 Overview) - *Ruben N. Gely*, Director of International Insurance Center; *Walter Keenan*, CEO, Advantage Insurance; *Pedro I Vidal*, Vidal, Nieves & Bauza, and *Marc Jacobs*, CEO, Captive Alternatives discussed Puerto Rico's International Insurance Center, its benefits and growth as a domicile for Captive Insurance Companies and Private Placement Life Insurers.

Export of Services and Investor Relocation (Act 20 & 22 Overview)

- *Carlos Asilis*, Co-Founder & Chief Investment Officer, Glovista Investments LLC, *Denisse Flores*, Shareholder, BDO Puerto Rico and *Jose Merheb*, Senior Vice President, Banco Popular de Puerto Rico discussed Act 20, Known as the "Export Services Act" and intended to promote the exportation of services by providing great resources and opportunities for U.S. companies to bring their business to Puerto Rico and make it a service center for the World. They also discussed will also include Act 22 known as "Relocation of Investors", legislation focused on attracting individual investors to Puerto Rico through the offering of tax incentives.

Big Data Solutions for the International Insurance Buyer

- *Phillipe de Dreuzy*, President, MSH International and *Stephen Caulk*, FSA, MAAA, Vice President, Aon Health & Benefits described how to develop and leverage the right metrics for current use and predictive models in the self-insured healthcare environment. Dashboard usage and issues with organizational alignment, business process, workflow triggering, and adoption of an in-demand "disruptive innovation" that drive better decisions were also showcased through case studies and application examples.



Evolving Regulatory Environment for Self-Insured Health Plans in Latin America

- *Simon Owen*, President/CEO, TEP provided an overview of a regulatory perspective on self-insurance business opportunities in key Latin American countries and the Caribbean. ■