

Questions to consider

Choosing a Collateral Trust Provider

Many companies have successfully leveraged a collateral trust to satisfy the collateral requirements to meet a certain insurance obligation, rather than a letter of credit (LOC). Key to their success is having the right client service team in place when closing and negotiating a form of agreement that all parties agree to, otherwise the process can be a complex and time-consuming endeavor.

The next time you need help with a new trust agreement, consider these five questions when choosing a collateral trust provider:

1 Independent & Conflict-Free

Is the trust provider a neutral third-party to all parties involved or are they linked to one of the parties?

At Computershare Corporate Trust...

Our third-party status ensures that we are always in a position to prioritize and protect our clients' interests.



The negotiation of a collateral trust agreement requires the guidance of an independent third-party that can ensure all terms and conditions are met to the satisfaction of all parties.

2 Market Segment Specialization

Are collateral trust services the provider's core business and do they have a dedicated team covering different insurance markets?

At Computershare Corporate Trust...

We partner with clients across multiple industries to ensure their collateral requirements are met. Our collateral trust team offers over 75 years of combined experience building collateral solutions to support the ILS, Captive Insurance and Surety markets.



A dedicated team that works with multiple industries provides the needed exposure to see different types of business structures and refine their subject matter expertise.

3 Knowledge & Effectiveness

Does the provider leverage process efficiencies such as market-accepted agreements and terms, and streamline appropriate Know Your Client (KYC) requirements?

At Computershare Corporate Trust...

Our business negotiations team is nimble and efficient in this regard, which can potentially allow for time savings and faster turn-around on the agreement.



A dedicated service team that's aware of potentially time-consuming requirements can act faster with full control over the process, as opposed to one that relies on a centralized team elsewhere in the organization.

4 Trust Agreement Optimization

Is the provider able to offer proactive suggestions and work to find solutions that meet the unique needs of your business?

At Computershare Corporate Trust...

Our business negotiations consultants have the experience necessary to spot potential pitfalls before they arise, potentially saving you both time and money.



Language for an agreement can be checked for provisions that could create inflexibility in the future, thereby avoiding unnecessary paperwork or required amendments at a later date.

5 Innovative Deal Administration

Does the provider leverage the latest technology in transaction reporting and tracking?

At Computershare Corporate Trust...

We leverage both a dedicated team and technology services, including online account management, to ensure the expedient setup of your collateral trust account and to meet your funding deadlines.



Tools like online access for account details, viewing trust balances, and tracking transactions can provide on-demand transparency for stakeholders

How well does Computershare check the boxes?

 computershare.com/corporatetrust

We encourage you to ask these same questions to the Computershare Corporate Trust team. Visit our website and contact our team online, or reach out to your local Computershare contact.

Some of the Experts You'll be Working With



Michael Alfano

VP, Business Development
Insurance Linked Securities

"The best part about spending the last ten years in the corporate trust world is the client relationships I have developed. I enjoy helping clients meet their financial objectives by building Collateral Trust solutions for the Insurance Linked Securities market (ILS), which is my area of expertise. Despite being a relatively new asset class, ILS provides investors with an opportunity for diversification that is uncorrelated with financial markets, making this a very exciting component of the capital markets."



Charles Baker

SVP, Business Development
Captive and Surety Trusts

"Computershare's 'Know Your Customer' approach gives our clients a key advantage by ensuring we can establish their accounts quickly and proficiently to meet their transaction's timeline. This gives me great confidence as I work to create collateral trust solutions for captive owners and fronting carriers, which can often be a potentially cost-saving alternative to a Letter of Credit."



Adam Metzinger

VP, Business Development
Collateral Trusts

"When negotiating a tri-party agreement, there are often variables in play that the client may not be aware of that could cost them more time down the road. With over fifteen years of experience in the collateral trust space I am familiar with many of these and can assure my clients that their transaction will close as scheduled, to the satisfaction of all parties involved."

As one of the largest providers of Collateral Trusts, Computershare understands the challenges and costs associated with posting collateral. Experienced and knowledgeable, we invest time to understand your deal's requirements and address your transaction's specific needs.