




MIB Actuarial and Statistical Group

Turning information into insights
for the insurance industry.







Managing mortality, morbidity and longevity risk in today's insurance markets is more challenging than ever. The judgments made about risk are often the difference between a profitable line of business — and one that's not.

That's why risk management executives turn to MIB, one of the industry's most trusted partners, to provide a clearer and more focused understanding of the risks associated with life insurance, ACA-based health insurance, annuity and pension products.

MIB's Actuarial and Statistical Group (ASG) distills industry experience data and company information into analyses that provide actionable insights, so risk managers can successfully address the issues they face.

- Actuaries price new products with greater precision based on the specialized studies we conduct for the Society of Actuaries (SOA).
- Regulators rely on our industry expertise, data management and stringent security to benchmark insurance companies' financial health.
- Health plans selling ACA-based products can better identify members with chronic medical conditions for risk adjustment, pricing accuracy and to fast-track them into disease management and wellness programs.
- Risk managers benchmark their enterprise against industry experience with the analytic insights revealed from our custom studies.
- Reinsurance executives manage operational risk using Audit Focus to identify performance improvements.
- Analysts and industry stakeholders trust the MIB Life Index for the industry's earliest measure of monthly performance.

With in-depth relationships extending to virtually every major life insurer and reinsurer in North America, and professional industry and trade organizations, ASG is uniquely positioned and widely recognized as the objective thought leader in mortality and longevity research and analyses. The knowledge, tools and products we develop help the industry ***Manage Mortality and Longevity Risk with Precision.***



THE EXPERTISE TO ADDRESS AN ARRAY OF RISK MANAGEMENT ISSUES

MIB's Actuarial and Statistical Group blends a unique industry position with deep actuarial expertise to help address different issues for a diverse range of clients.

Society of Actuaries Studies

U.S. Pension Mortality Experience Study will help plan sponsors better manage longevity risk by establishing specialized mortality tables reflecting the pension industry's experience.

Guaranteed/Simplified Issue Life Insurance Experience Study provides data to establish mortality and persistency experience tables and valuation tables for guaranteed and simplified issue life insurance products.

Long-Term Care Evaluation Study creates a new valuation method for LTC liabilities and defines its business rules and specifications.

Private Placement Bond Study analyzes and reports the loss experience by institutional investors on private placement bonds that are often held in life insurance investment portfolios.

In-depth analytics for major industry studies

Society of Actuaries. For nearly 30 years, the Society of Actuaries has relied on the ASG's expertise to perform its peer-reviewed, industry-wide experience studies around mortality, longevity and morbidity risk. These studies underpin the industry's understanding of these risks as well as the SOA's life insurance, annuity and disability tables.

The insights garnered from these studies then shape the decisions of leading insurers, regulators, legislators, consultants, financiers, analysts and industry stakeholders. (www.mibgroup.com/industrystudies)

Active involvement in industry-wide research

Mortality Risk Analysis Committee (MRAC). MIB underwrites and supports the industry's Mortality Risk Analysis Committee (MRAC), a collaborative research effort among industry veteran underwriters, actuaries and medical directors. This research examines the impact emerging medical advances have on life underwriting practices to ensure medically defensible and accurate risk classification. Findings are published for the benefit of MIB members and the industry at large.

Statistical agent for insurance regulators

Life Statistical Services. As the life industry's first statistical agent, Life Statistical Services assists insurers with their reporting requirements for principles-based reserving under various state insurance department regulators. MIB's ability to gather and validate massive amounts of insurance data securely and accurately and standardize reporting makes us a valued partner in this area. (www.mibsolutions.com/lss)



Filling in the gaps in enrollee health data

HealthRisk ID. HealthRisk ID is an innovative service developed for ACA-based insurance that assists health plans in identifying chronic medical conditions among their new members for risk adjustment, pricing accuracy and to fast-track those who can immediately benefit from disease management and wellness programs. HealthRisk ID provides a window into unforeseen risk so health plans can improve their members' health through preventative programs and case management, thereby managing health care costs. (www.healthriskid.com)

Identify excess mortality risk at underwriting

Audit Focus. Reinsurance executives and risk managers rely on Audit Focus to evaluate and monitor mortality risk in ceded policies from direct writers across their entire portfolio of business. This unique diagnostic tool uses the MIB database and lab test results to review 100 percent of newly issued policies and identify excess mortality risk — insights that let reinsurers better manage vital relationships and monitor their business for consistent performance.

Ongoing tracking of industry trends

MIB Life Index. The MIB Life Index is the industry standard and the timeliest measure of U.S. application activity for individually issued life insurance. Industry analysts and insurance executives use the Index as the definitive source for new business trends and benchmarking.

(www.mibgroup.com/lifeindex)



- The go-to metric for 8,500 subscribers, including *The Wall Street Journal*, A.M. Best and leading financial analysts.
- The data source used by insurers for market share analysis and to measure channel effectiveness for marketing KPIs.

INNOVATIVE SOLUTIONS TO ADDRESS TIMELY ISSUES

Because risks can develop quickly and situations can change rapidly, MIB is agile and can proactively assist industry leaders with analytical information that helps address these challenges.

Some examples of how we've recently responded to timely issues include:

- ***MIB Cross Check*** — Accurately identifies deceased policyholders and annuitants so life insurers can prevent fraud and meet their obligations under unclaimed life insurance benefits statutes. (www.mibgroup.com/crosscheck)
- ***ReSHIP (Reinsurance Study of Highly Insured Persons)*** — Biennial industry study aggregating millions of high-face life insurance policies from direct writers and reinsurers to create a more complete picture of the complex intra-company relationships for highly insured individuals. ReSHIP provides transparency into jumbo limit issues in advance of any claim, revealing risk that otherwise would remain unforeseen.

Meaningful thought leadership on key issues

MIB is at the forefront of industry research. Our in-house experts provide thought leadership and extensive studies on relevant trends affecting insurance practices and performance. (www.mibgroup.com/thoughtleadership)

- ***Credibility Theory Practices*** — co-author of a leading academic paper that outlines a more precise method for estimating anticipated mortality experience from actuarial assumptions.
- ***Principles-Based Valuation Regulation*** — in which MIB provided expert consultation, along with professional actuarial organizations, to help form the NAIC Model Regulation.



INSPIRING CONFIDENCE IN EVERY DECISION

MIB's Actuarial and Statistical Group offers comprehensive expertise on risk as well as tremendous focus in the industry.

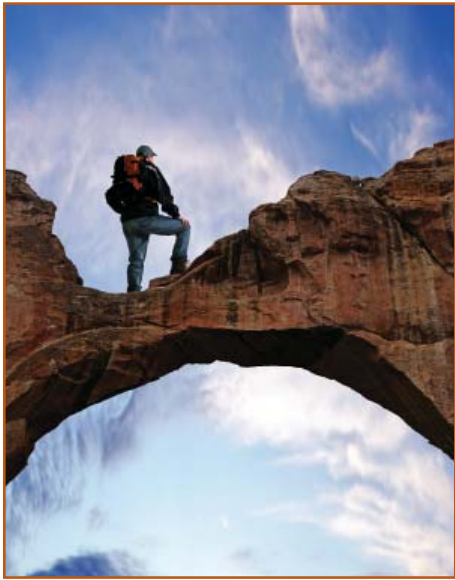
Dedicated to mortality, morbidity and longevity risk

Because we are uniquely positioned at the forefront of industry research, our team can offer timely and in-depth insights on how current trends and medical advances affect mortality, morbidity and longevity risk.

Extensive industry alliances

MIB has developed strong working relationships with many industry-leading organizations, including:

- American Council of Life Insurers (ACLI)
- Association of Home Office Underwriters (AHOU)
- Canadian Institute of Underwriters (CIU)
- Society of Actuaries (SOA)
- Canadian Institute of Actuaries (CIA)
- Association of Life Insurance Counsel (ALIC)
- Life Insurance Council of New York, Inc. (LICONY)
- Life Office Management Association (LOMA)
- National Association of Insurance Commissioners (NAIC)
- Association for Cooperative Operations Research and Development (ACORD)
- The American Academy of Insurance Medicine (AAIM)
- Life Insurance Association of Massachusetts (LIAM)



MIB is privileged to serve as a trusted resource for so many within our industry — from actuaries and regulators to risk managers and underwriting executives. To learn more about how our Actuarial and Statistical Group can help you better manage risk, call 781-751-6330, visit www.mibgroup.com/riskanalytics or email info@mibsolutions.com.

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MIB HealthRisk ID is provided exclusively for members of the MIB Group, Inc. for their Disease Management and Risk Adjustment purposes.

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