



MIB Actuarial and Statistical Group

Turning information into insights
for the insurance industry.





Managing mortality 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, 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.
- Risk managers benchmark their enterprise against industry experience with the analytic insights revealed from our custom studies.
- Underwriting 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.

Active involvement in industry-wide research

Mortality and Morbidity Liaison Committee (MMLC). MIB underwrites and advises the industry's Mortality and Morbidity Liaison Committee (MMLC), a collaborative effort among the SOA, the American Academy of Insurance Medicine (AAIM) and the Academy of Life Underwriting (ALU). This research examines the impact emerging medical advances have on life underwriting practices to ensure medically defensible and accurate risk classification.

Statistical agent for insurance regulators

Life Statistical Services.* As states continue to reshape insurance legislation, both regulators and insurers will need to rely on a proven expert to help modernize and streamline statutory reporting and reserve requirements.

MIB is already assisting the New York State Insurance Department to do just that, having been appointed its Life Statistical Agent. The combination of our technology, capabilities and expertise to validate massive amounts of complex insurance data positions us as a trusted and credible resource to help guide and develop reporting standards.

*Life Statistical Services is an offering of MIB Solutions, Inc.



Risk profiles for specific blocks of business

Specialized Mortality Tables. Standard mortality tables and assumptions may not be adequate to predict the unique performance of a particular block of business. Closed blocks of policies may contain underwriting anomalies that could severely skew actual experience.

That's why reinsurers and direct writers involved in M&A activities, investment firms that bundle insurance instruments, and pension fund managers turn to MIB's Actuarial and Statistical Group for specialized mortality tables. Our mortality expertise and actuarial analytics build greater transparency into unique blocks, so you can more accurately assess the specific mortality risk.

Identify excess mortality risk at underwriting

Audit Focus. Underwriters, actuaries, risk managers and executives rely on Audit Focus to evaluate and monitor how actual underwriting performance aligns with their companies' risk assumptions. 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 allow insurers to improve their underwriting 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. Read more about this valuable tool at: www.mib.com/lifeindex.



- The go-to metric for 6,000 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.



Impairment Study Capture System (ISCS) Tool

Database and reporting tool that:

- Gathers information on medical impairments.
 - Refines underwriting guidelines for specific impairments, such as diabetes and cardiac disease.
 - Provides insights into combinations of impairments or other populations that are critical to assessing risk.
-

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 CrossCheck** — In response to a New York State Insurance Department mandate, MIB delivered a timely solution that efficiently matched millions of policyholder records against the Social Security Death Master File. MIB's name search technology accurately matched a company's policyholder records both with and without SSN. CrossCheck's speed and precision gave insurers a leg up in their efforts to identify potential benefits due.
- **ReSHIP (Reinsurance Study of Highly Insured Persons)** — MIB analyzed millions of life insurance policies to help the industry better understand, detect and quantify STOLI and jumbo-limit risk — and sought to find a solution for these challenging issues.

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.

- **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.

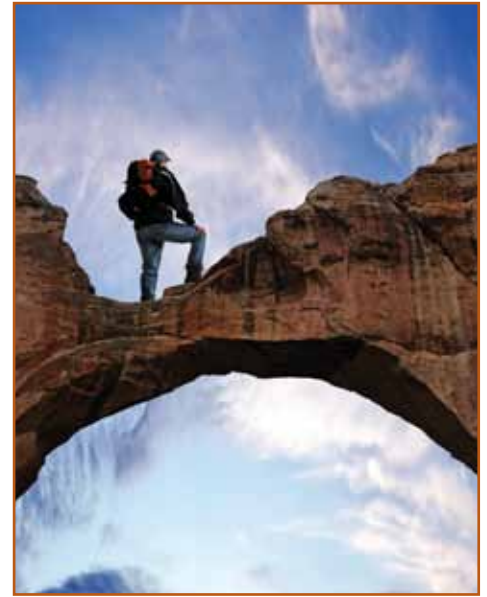
Dedicated to mortality, longevity and morbidity risk

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, longevity and morbidity risk.

Extensive industry alliances

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

- Society of Actuaries (SOA)
- National Association of Insurance Commissioners (NAIC)
- American Council of Life Insurers (ACLI)
- Life Insurance Council of New York, Inc. (LICONY)
- The American Academy of Insurance Medicine (AAIM)
- Canadian Institute of Actuaries (CIA)
- Hooper Holmes, ExamOne, Clinical Reference Laboratory (CRL)



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.mibsolutions.com/riskanalytics or email info@mibsolutions.com.

MIB's Actuarial and Statistical Group (ASG) is a business unit of MIB Solutions, Inc., a subsidiary of the MIB Group, Inc.



50 Braintree Hill Park, Suite 400 • Braintree, MA 02184-8734 • www.mib.com