



# Health Insurance Consulting & Advisory Services

## Who we are?



**AARC** is a team of professionals who help you find solutions to your Actuarial, Analytics and Risk challenges.

**We believe** in adding value to your growth by tailoring efficient solutions to your needs, while ensuring integrity and best practices.

**We provide** customized service & excellent support to our clients & build strong relationships by bringing a positive impact.

**Our endeavor** is to ensure the efficient estimation and management of your liabilities, while containing the cost.

**Our strength** lies in the diverse experience of more than 20 years of our team in both Indian and overseas market.

**Our uniqueness** – we combine analytical approach and actuarial techniques and find the best possible solution.



# Our Services

## Business Planning & Strategy

- ✓ Assist in preparing a **Strategy for Business Growth** based on experience analysis, competitor study and market analysis amalgamated with Management Vision
- ✓ Prepare **Business Plan model to project Financials** and Assist Management

## Product Designing & Pricing

- ✓ Product Design Advise based on **thorough market research** of Competitors, **Customer needs & Financial Viability** of the product
- ✓ **Competitive Pricing** of the products using robust Actuarial technique

## Experience Analysis & Assumption Setting

- ✓ Study and Analyze the experience of your organization for **Lapse, Surrender, Paid-Ups, Expense, Mortality, Morbidity, Loss Ratios** etc.
- ✓ Based on the Analysis, assistance in **setting up assumptions** for purposes such as Pricing, Valuation of liabilities, Financial Reporting etc.

## Market Research & Filing

- ✓ Market research of - competitors' product suite, customer needs, latest trends, etc.
- ✓ **Preparation and Assistance** in the **Regulatory Filing** procedure of Products.

## Process Audit & Review

- ✓ **Processes Audit** to close/hedge loopholes
- ✓ **Support to the management** to ensure **Best practices**

## Reserving & Capital Modelling

- ✓ Preparation of **Reserving models (Prophet and Excel)** for Statutory Valuation as well as for Internal reporting
- ✓ **Capital projection models**

## Statutory Reporting

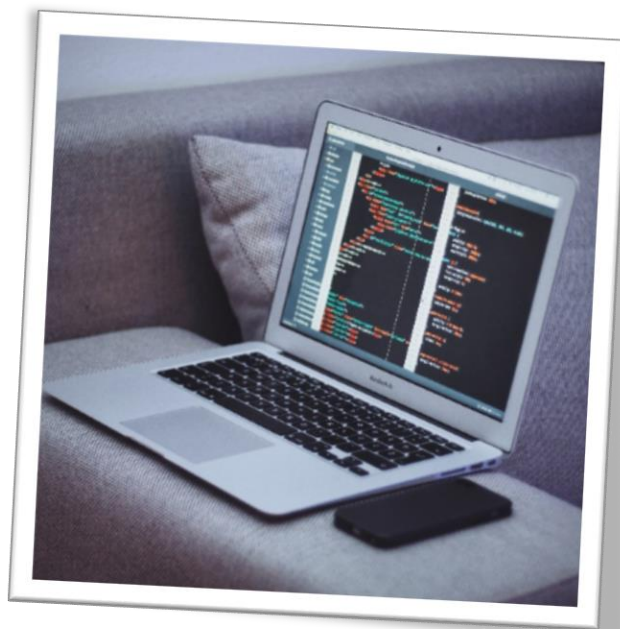
- ✓ Assistance in preparing **Statutory Reports viz. Valuation Reports, Solvency Reports, ALM, Economic Capital, Analysis of Surplus Financial Condition Report** etc.
- ✓ Review of **Statutory Reports, Valuation methodology and processes**

## Prophet, Excel & VBA Modelling

- ✓ **Expertise in Excel, Prophet & VBA Modelling**
- ✓ **Detailed documentation and thorough testing** of the models & methodology  
**Accurate in cashflow projections** to ensure appropriate valuation

## Risk & Asset - Liability Management

- ✓ Study and Analyze the experience of your organization for **Lapse, Surrender, Paid-Ups, Expense, Mortality, Morbidity, Loss Ratios** etc.
- ✓ Based on the Analysis, assistance in **setting up assumptions** for purposes such as Pricing, Valuation of liabilities, Financial Reporting etc.



## Financial Reporting

- ✓ Financial reporting – Reserves, **RBC, Solvency**.
- ✓ Assistance and review of **Financial Reporting Process**

## Economic Capital Modelling/Cost of Guarantee

- ✓ Vast expertise in Economic capital or **Risk based capital (RBC) modelling** for various companies globally.
- ✓ Expertise in calculation of **Cost of Guarantee for non-participating, participating & linked businesses**

## Deterministic Analysis for Regular MIS

- ✓ Deterministic Analysis for Regular MIS reporting and **Setting up Regular Reporting Dashboards for determining Sales, Marketing, Finance, etc. performance**

## IT & Other Operational Efficiencies

- ✓ **Improving operational efficiencies** has been a hallmark of our Principal Actuary
- ✓ Vast experience in liaising with IT for setting up products and Actuarial systems

## Data Systems & Standardization

- ✓ Data is an **asset build today** to reap **enormous benefits in future**
- ✓ Provide guidance in **setting up Standard data systems**
- ✓ Standardization of IT data formats & Actuarial data reports

## Hiring/Building Teams

- ✓ Help you hire the right talent as per your work requirement from shortlisting candidates to interviewing and recommending

## Man-power support/secondment of highly skilled resources

- ✓ Actuarial man power support provided on need basis and helps to **meet cyclical work demands**
- ✓ **Addresses resource need and manage cost** in Initial days of Setting up of Actuarial team

## Peer Review

- ✓ Peer review of **Annual Actuarial Valuation Process** & other Statutory Reports
- ✓ Peer Review for purposes of **Management Reporting**

# Analytics for Health Insurance



- ✓ Predictive Analysis to understand the **Market needs and design the product** accordingly, to help **boost in sales**
- ✓ Predictive Analysis of the behavior of policies already written to help **better claim management**
- ✓ **Web Crawling: Using Advance Data Science Techniques** to help you **reduce manual efforts** to **gather market data and information** for e.g. product details and prices of competitor



Yogita Arora, FIAI

*Principal & Consulting Actuary | AARC*

*Appointed Actuary | ECGC Ltd.*



Nikita Bagaria

*Actuarial Analyst | AARC*



Sanyam Tayal

*Actuarial Analyst | AARC*

## Actuarial Analytics & Risk Consultants

Expertise – Efficiency – Integrity – Add Value – Best Practice