



LIFECYCLE & OPERATIONS

Xceedance Life Re/Insurance Servies

Creating Business Value Through Strategic Consulting



The right partner for life re/insurance organizations in a time of critical change

Amidst a highly digital era, changing customer expectations, low interest rates, stricter and more diverse compliance norms, and newer players entering the segment, there is an urgency for more modern, better-designed, and innovative life insurance products.

Increasing life expectancy and other socio-demographic trends across the world are presenting an opportunity for the insurance industry to act as a line of defense against aging risks. On the other hand, millennial, tech-savvy customers are pushing insurers to reimagine legacy processes, enable seamless omnichannel interactions, and deliver hyper-customized products exemplifying simplicity and convenience.

Insurers are equipping themselves with newer partnerships that can bolster their offerings and evaluating at M&A possibilities to address challenges and opportunities and build a competitive edge. Achieving those strategic business objectives would require life insurance companies to adopt a market-oriented approach to actuarial modernization and leverage technology tools to accelerate top-line growth and reduce expense factors.

At Xceedance, we work closely with life re/insurers to accelerate digital transformation, streamline risk management, optimize critical business workflows, and reimagine the policyholder journey. Our team of consultants brings a wealth of domain expertise and diverse experience in the global life re/insurance industry, offering services such as interim management, strategic consulting, product development, and actuarial services. We also carry out M&A due diligence, consult on online distribution strategy, deliver Solvency II support, and help optimize reinsurance solutions.

Xceedance offers end-to-end life insurance-focused consulting services

Strategy

Insurance organizations are facing multiple challenges, including negative interest rates in major economies, rapidly aging populations, and stringent solvency regulations. The more significant battles for them are proper repositioning, plugging revenue leakage, and attracting new customers. Business-wise this translates to the need for new products at lower costs, which makes it imperative for insurers to leverage technology tools to deliver.

Xceedance offers a strategic consulting approach, helping life insurance organizations tackle challenges, drive organization-wide transformation, and achieve sustainable business growth.

Actuarial Services

Disruption has led to customers asking for enhanced ease of use and ownership. The insurance industry needs to design and develop new products that meet this need. Convenience for the customer means shorter processes; digital transformation has made this possible while changing the game irrevocably. Insurers also stand to gain by accurately analyzing the possibility, probability, and financial impact of complex risks, thereby improving their loss ratios and protect dwindling margins.

Xceedance follows a market-oriented approach and provides actuarial consulting services, helping deliver solutions to these issues.



Strategy consultancy



Startup services



Interim management resources



Legacy system transformation



Product development service



Asset liability management



Solvency II

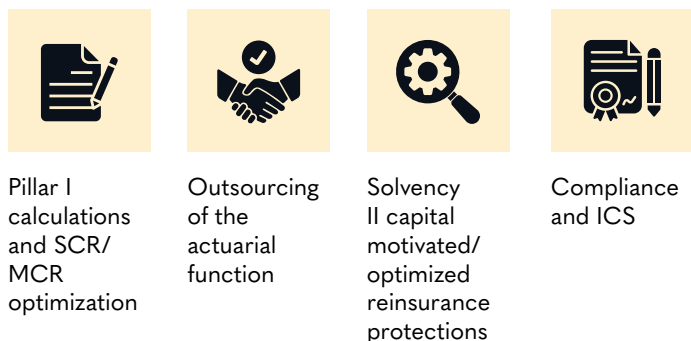


Risk management

Solvency II

In principle, the regulation intends to prevent regulatory insolvency; however, to ensure their Solvency II ratios are correct, actuaries tend to be over-conservative. That may not necessarily be the most optimal approach to managing capital and making asset allocation decisions.

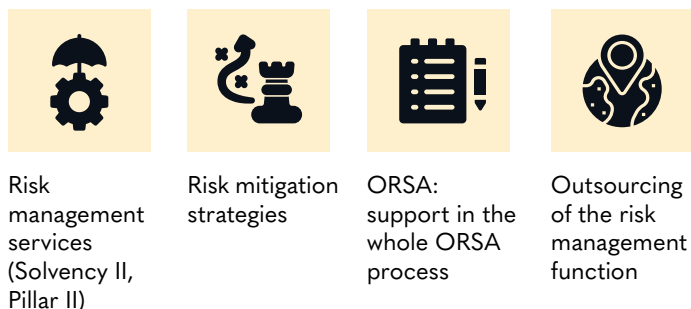
Xceedance provides Solvency II consulting services to life insurers looking to employ more advanced modeling and analytics.



Risk Management

Risk management and mitigation require an experienced partner that can evaluate and augment this critical aspect of the business that has a far-reaching impact on growth, business continuity, and reputation.

Xceedance partners with life insurance companies to identify and assess risks, enhanced compliance, and delivery of superior business continuity. Risk consultants work with key stakeholders to determine the adequacy of risk management and drive more in-depth insights into current and prospective solvency positions under various scenarios.



Reinsurance

Intense competition, digital transformation, and advanced technologies, combined with heightened customer expectations, are a reality for life insurers today. Towards retention and acquisition of customers with an eye on upward growth trajectories, life insurers must closely align their reinsurance buying strategy with their current and future business and growth objectives.

Xceedance has a team of life reinsurance experts that provide consultancy on improving the adequacy and effectiveness of existing reinsurance solutions and offer actuarial support, delivering significant impact while realigning an insurer's reinsurance strategy.



Transactions

An impactful growth strategy for life insurers includes M&A to expand their customer base or exit non-profitable lines of business. Successful M&A efforts require prudent strategies based on elaborate valuation efforts and extensive due diligence processes.

Xceedance guides clients through the process of purchasing and divesting insurance assets or insurance portfolios. Our global team of consultants has proven experience in estimating a realistic range of prices for a proposed transaction and performs in-depth actuarial due diligence. Robust actuarial models that deliver accurate projections and valuations of company cash flows allow companies to make the right decisions based on accurate inputs.



Sales

With customers finding insurance unattractive and looking for ways to enhance the convenience of access, the challenge for life insurance companies to gain new customers is stiff. Driving top-line growth in the age of digital consumption means reimagining sales workflows and supporting IT solutions and turning to digital sales channels for distribution.

Xceedance strives to bring its extensive experience in technology and understanding of insurance together to work with insurers to improve online distribution and empower agents. That essentially means fulfilling customer expectations through embedding technology into the customer-sales cycle to address current challenges better and enable success.



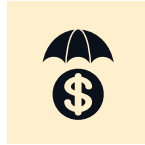
Assessment
of existing
solutions



Internet as a
sales channel



Insurance
distribution
directive



Insurtech
platforms

Our Team



Markus Brugger
Senior Vice President,
Head of Life Insurance

A fully-qualified member of the Swiss Association of Actuaries (SAV), Markus brings 30+ years of experience in the life re/insurance business to Xceedance. Before joining Xceedance, Markus worked at Winterthur Re (Switzerland), Cologne Re (Germany), Partner Re (Switzerland), and Grant Thornton (Liechtenstein). Markus has been the CEO, innovator, and driving force behind the success of PrismaLife and Liechtenstein Life. He has developed several insurance products, won four innovation awards together with reinsurance clients, and spearheaded various start-up projects across geographies.



Mark Lucas
Senior Vice President,
Head of Life Reinsurance

Mark has 35 years of experience in the reinsurance business and in-depth knowledge of global reinsurance markets. In his extensive reinsurance career, Mark has worked at Guy Carpenter in Denmark, U.S. RE in Switzerland, and most recently as the general manager of JLT Re, Switzerland. He is the architect of several new reinsurance concepts, including true balance-sheet reinsurance protection.

Learn how Xceedance can help your organization navigate complex market challenges, manage rapidly-evolving policyholder expectations, boost regulatory compliance, and kickstart enterprise transformation. Ready to find your way forward? Reach out to us at contact@xceedance.com to get started.