

Moody's Analytics RiskIntegrity IFRS 17
Your road to success

Agenda

1. Moody's Analytics
2. Why Moody's Analytics for IFRS17
3. RiskIntegrity IFRS 17 – product demo
4. Partnership Opportunities - PartnerAlliance program for RI IFRS17
5. Partnership benefits

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Moody's Analytics

Trusted advisor to the Global Insurance Market



350+
Professionals

- » Actuaries (100+)
- » Accountants
- » Economists
- » Software Engineers
- » Product Managers
- » Researchers
- » Business Analysts
- » ...



400+
Customers

- » Insurers
- » Re-Insurers
- » Life, P&C, Composite
- » Asset Managers
- » Pension funds
- » From large multinationals to small institutions
- » ...



50+
Countries

- » Africa
- » Americas
- » Asia Pacific
- » Europe
- » Middle East

Scenario Generation

Internal Models

Proxy modeling

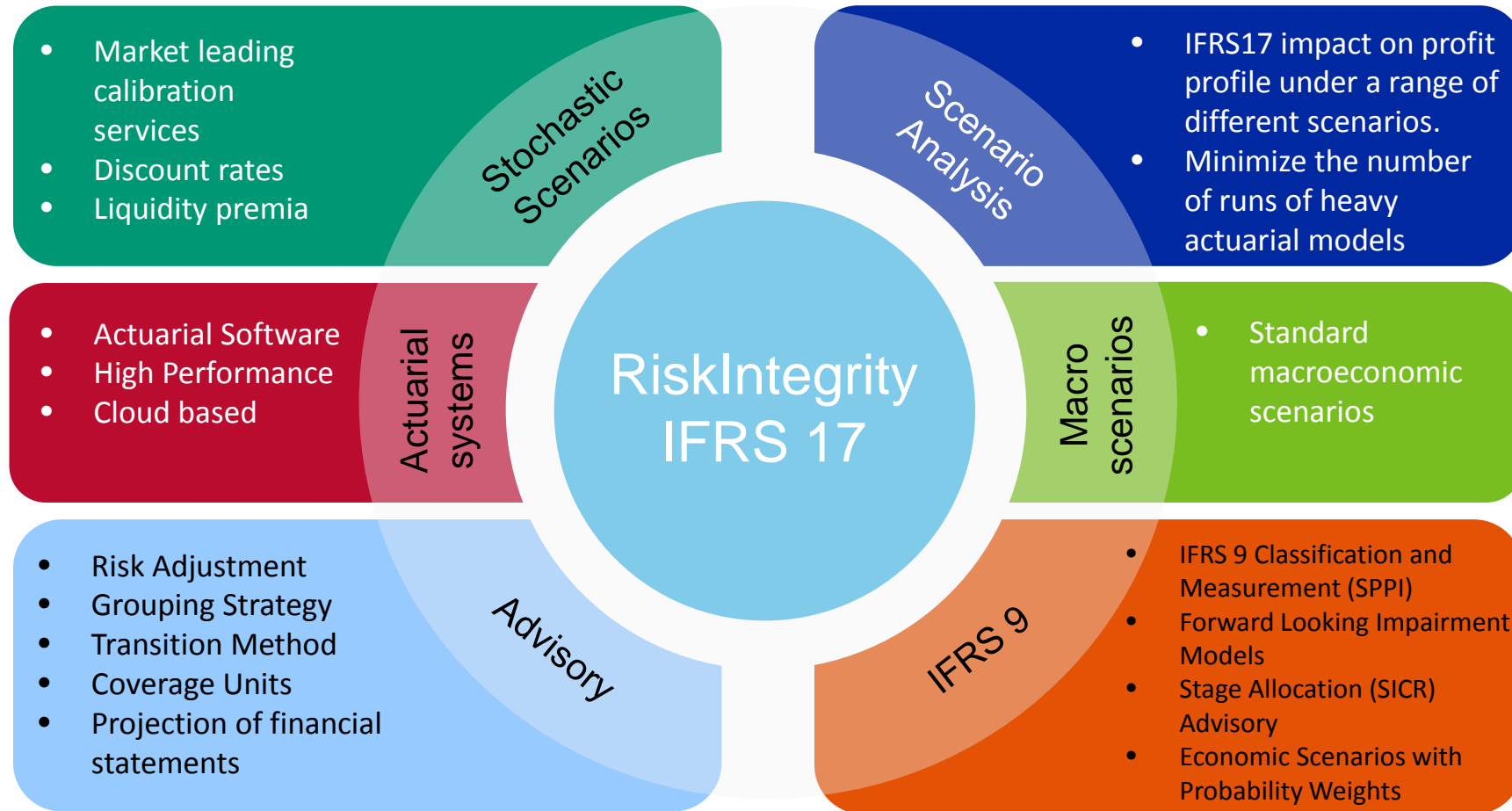
Actuarial modeling

Solvency II

IFRS 9

Capital Management

Moody's Analytics IFRS 17 Capabilities

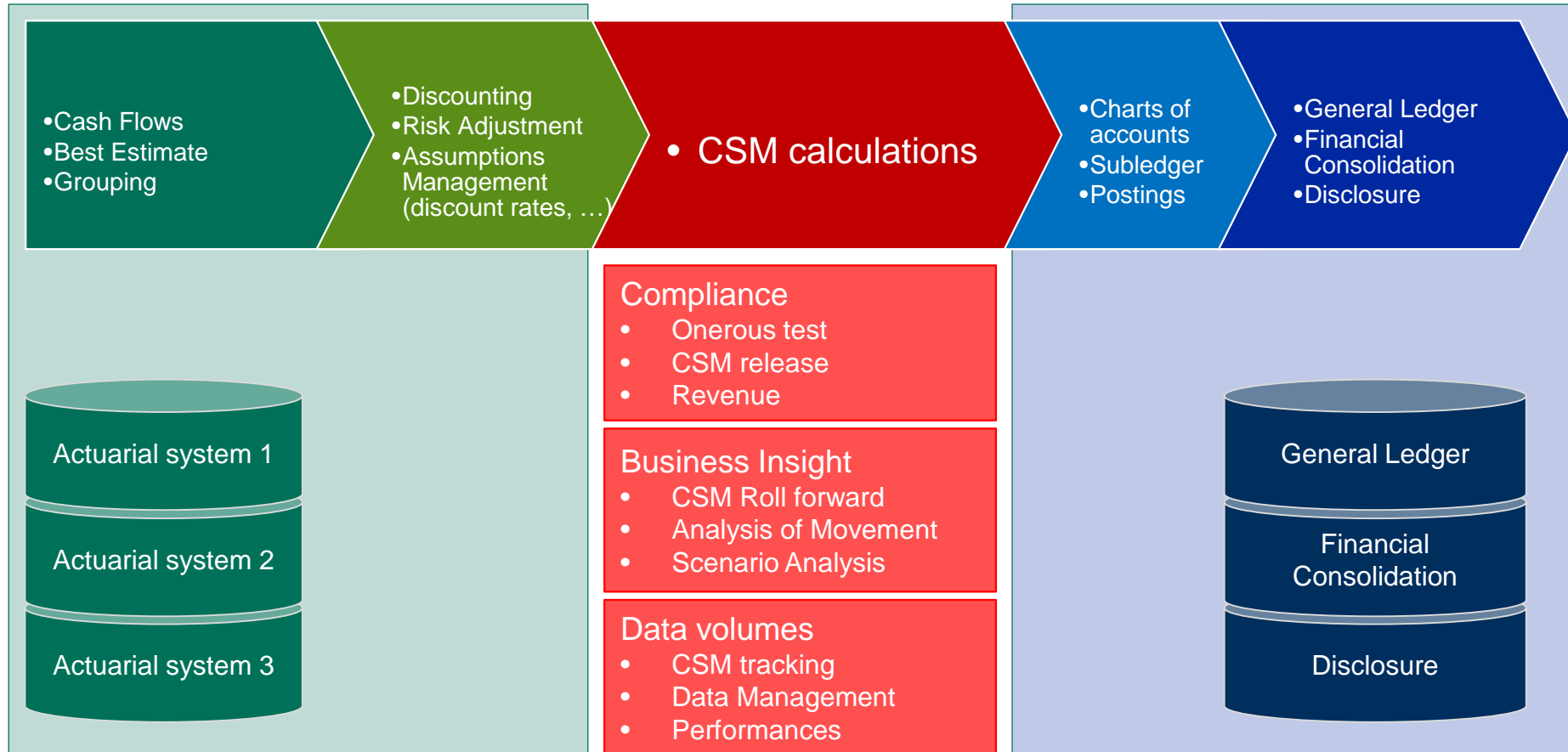


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Why Moody's Analytics for IFRS 17

IFRS 17 challenges

Actuaries



Moody's Analytics: Actuarial expertise

Actuaries



Accountants



1

2

3

Actuarial expertise

Leading solutions for actuarial modelling software and internal models – 100+ actuaries and PhD.

Scenario Generation

Economic Scenario Generator (“ESG”) is used by over 100 insurer’s globally for market consistent and real world valuation of complex liabilities.

Research and Modelling

Dedicated teams that can provide great insights around:

- » Discount Curve and Liquidity Premia
- » Risk Adjustment Methodologies
- » Grouping Strategy
- » Transition Method
- » Coverage Units
- » Projection of financial statements



Moody's Analytics: Compliance expertise

Actuaries



Accountants



4

Regulatory and Accounting Solutions

- Basel III, Solvency II
- Committed to regulatory updates on 70 Jurisdictions
- 400 banking clients, 100 insurance clients

5

IFRS 9 Accounting

ECL Calculations combine with posting capabilities to ease integration of data with general ledgers.



Stress Testing Product of the Year Category Winner



Moody's Analytics: Technology & Implementation

Actuaries



Accountants



6

7

8



Robust technology and data management

- Robust framework to manage complex group structures.
- Provides governance, workflow, audit, data quality...
- Improve productivity via automation and leverages leading technologies

Designed to be cloud-based

- Can be deployed on premise, private cloud, or public cloud
- High scalability enables to configure according to performance requirements
- Software as a Service (SaaS)

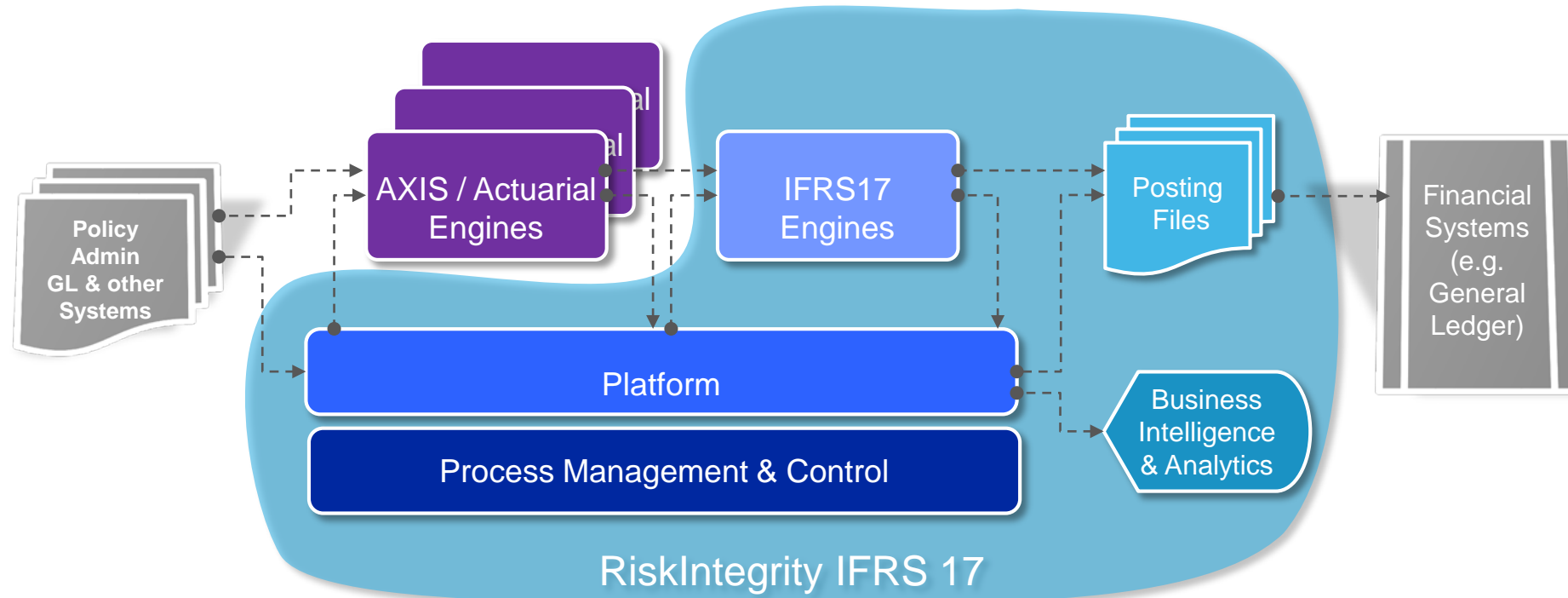
Proven track record in large software implementations

We have delivered successfully large scale implementation across regulators (Solvency II, IFRS 9, Basel III) and large numbers of entities

3

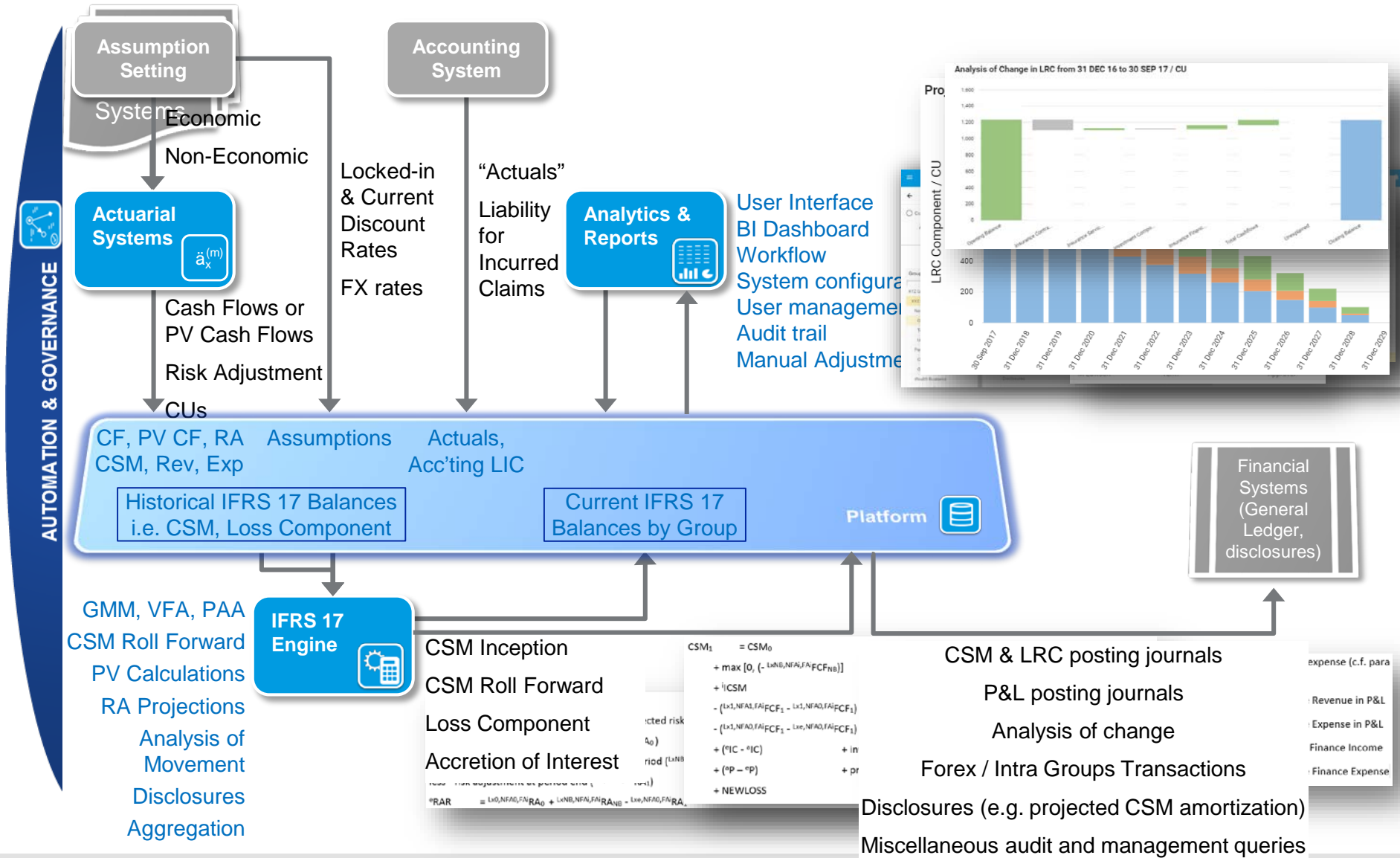
RiskIntegrity IFRS 17 Demo

Moody's Analytics RiskIntegrity IFRS 17

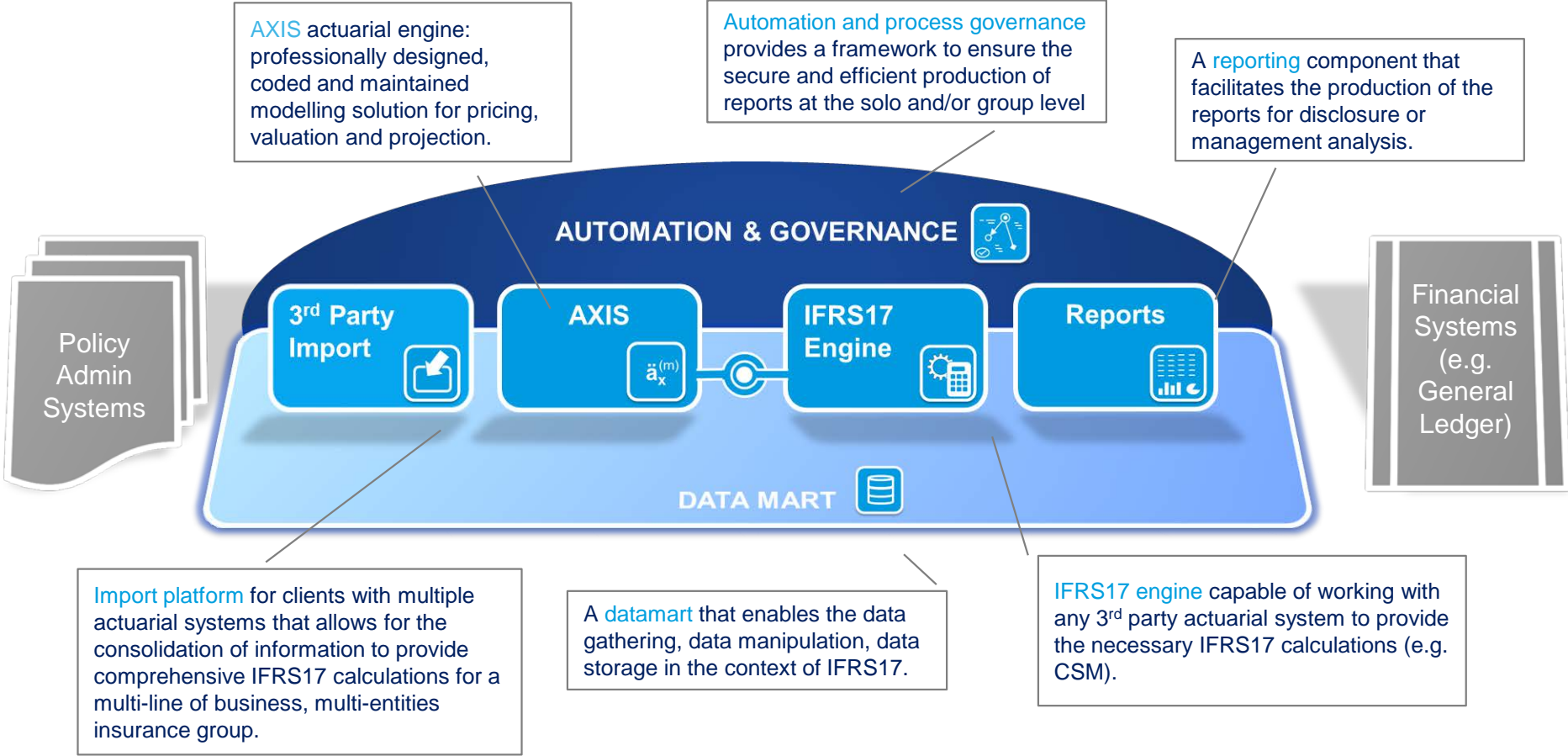


- » End-to-End and yet **Modular**
- » **Complements** your existing infrastructure
- » Dataflow would be **Aligned** with customers' processes and would be automated to meet **challenging reporting timetable**

RiskIntegrity IFRS 17 Functional Workflow



Moody's Analytics IFRS 17 Components



Our Value Proposition...

1

Manages complexity. A solution that leverages our unique blend of actuarial, regulatory and technology expertise. Combines our experience of dealing with:

- complex actuarial, solvency and accounting requirements
- and large scale risk & finance data management problems

Based on our successful global track record in implementing Actuarial & Risk systems

2

Complements existing systems. Leverages existing investment in other technologies to feed into our solution and also lets systems access the data layer for internal or external reporting and analytics.

3

Takes the pain out of future change. Solution delivered in a managed software environment that is designed to evolve as the standard evolves. Outperforms custom builds and is maintained by Moody's Analytics to keep up-to-date with latest requirements.

4

Increases governance and reduces manual burden. Facilitates automation of the process to help with challenging timetables while increasing the level of governance.

Key benefits...



Acceleration of implementation



Reduced Total Costs of Ownership



More Efficient Compliance



Reduced Uncertainty

Key Features



Calculations

Enables the following calculations:

- CSM at inception
- CSM Roll-Forward
- Revenue analysis
- Analysis of Change
- Discounting

Leveraging outputs from actuarial engines.



Disclosure

Provides results with appropriate granularity to enable the production of the IFRS 17 disclosure.

Transparency and flexibility within the reporting data layer.

- Results fully available for query and extraction
- Intermediary results structures



Streamlined Data Management

Delivers optimized data model designed to support calculations and reporting for IFRS 17. Includes:

- Data Mapping
- Flexible data entry points to support different levels of source data granularity
- Historization of inputs and output



Business Analytics

Flexible business analytics capability that leverages underlying data from the datamart.

As well as providing pre-defined templates, users can define charts and metrics to be displayed.



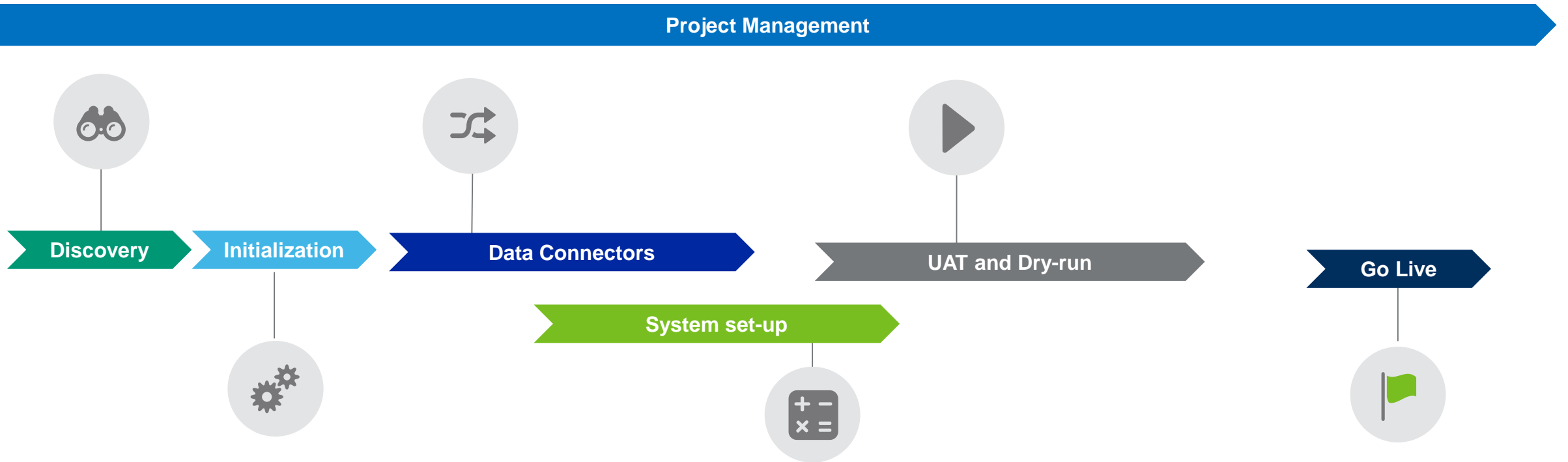
Automation and Governance

Provides a secure environment to automate processes and monitor progress against timetables. Includes:

- Workflow
- User Access Management
- Sign-Off Process
- Auditability

RiskIntegrity IFRS 17 implementation

Advisory, consulting and integration services opportunity



Typical skillset: actuarial, accounting and technology integration

4

RiskIntegrity IFRS17
Collaboration Opportunity

Why Teaming up with Moody's Analytics for IFRS 17



Compelling IFRS 17 solution
Opportunities for partner residual revenues

Established Insurance Client-base

Strong market reputation and a team of experts to team up with



Dedicated product development

Global product development team with dedicated investment | Refreshed technology stack

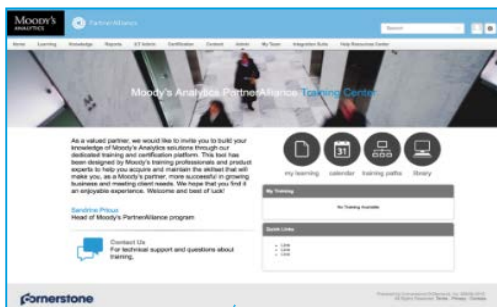
Powerful & Unique Bridge

One solution that integrates across the actuarial and finance worlds

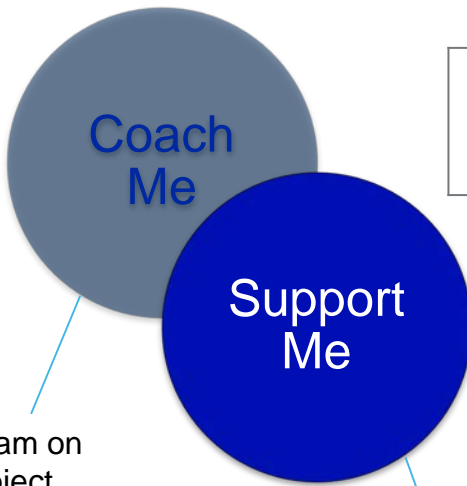


Effective enablement of Consultants

LEARN



GET SUPPORTED



CERTIFY



	Moody's Partners	Other Consultants
Webex training series	✓	✓
Access to e-learning platform	✓	✓ during POC & delivery project
In-house training	✓	Available for a fee
Product access incl. walk me	✓	✓ During training, POC and delivery project

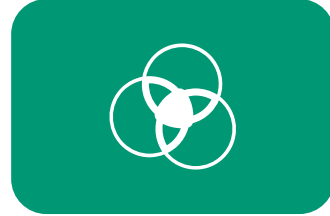
Pilot team on first project

Support package that provides access to remote help for client projects, product support, documentation database and on-going configuration tips

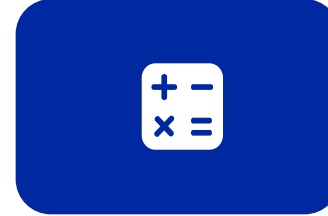
Functional consultant & Train the Trainer certifications (available to Program partners)

Delivering Strong Business Outcomes for Partners

Partnering with Moody's Analytics creates four streams of revenue opportunities



Advisory
Revenues



Licence
Revenues

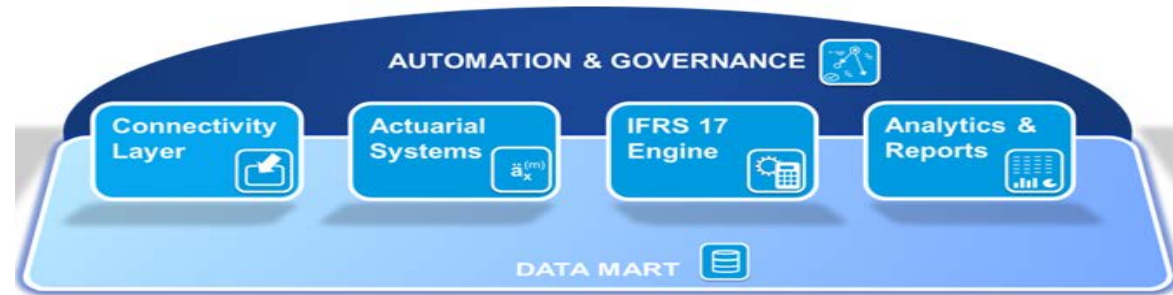


Service
Revenues



Managed
Services

Related Services scope for Consultants



IFRS 17 advisory:

- Gap Analysis and Impact Study
- Accounting Adv.
- Actuarial Advisory
- Internal Controls
- Business Impacts
- Tax Advisory
- System Evaluation
- Program Management
- Technology Strategy

RI IFRS 17 Implementation:

- Business requirements
- Configuration / interpreting
- Workflows
- *User management policy*
- Integration
- Project Management
- Roll out
- Etc.

Follow on services:

- Business as usual
- Training
- Documentation

Consultant-led Managed Services w/ IFRS17 Engine

4

Benefits of formal
partnerships

A Membership program that recognises partner success



Three levels of recognition:



Membership level granted according to commitment to grow an IFRS 17 Practice.

Access to a range of support and benefits

Our Program partners benefits from first to market advantages and enhanced business, technical and sales & marketing support



Financial Incentives

- Lead referral and reseller schemes
- Residual revenue potential through on-going transformation projects and maintenance



Training and Support

- Online training via eLearning platform
- Certification
- In-application training, notifications of new available features.



Sales & Marketing

- Opportunity to build on the Moody's Analytics client base.
- Marketing support – including events, case studies, and promotional activity



Technical Support

- “Client Success Managers”
- Latest features updates
- Dedicated coaching available

Join Us today



MOODY'S
ANALYTICS



PartnerAlliance

- Currently 18+ highly selected members
- Leading brand, huge market opportunity
- A program built for success:
 - Training & Certification
 - Unique brand endorsement
 - Personalised enablement
 - Financial Incentives
 - Joint go to market
 - Dedicated support infrastructure



PartnerAlliance@moodys.com

Q&A Session



Please use the chat box to ask any questions you may have

After the live webinar please email questions to: partneralliance@moodys.com

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