

Newsletter



By Nordic
Markets

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Market Analysis

Insights & Findings In Long-Term Disability Survey

Dear friends,

After an unusually hot summer, we all have had some weeks to prepare for the long but lovely winter. Every season has its charm in the same way as a diversified book of risks.

In this newsletter, along with our other news, we are pleased to now include medical underwriting updates. This edition's articles feature key initiatives, business trends and underwriting topics relevant to the Nordic market.

It was a great pleasure to see many of you at our annual conference held on October 12. This year's theme focused on "Health". Thank you to all who attended. At the end of the event, we awarded the 5th SCOR Sweden Re Actuarial Prize to a young and talented Actuary. We are proud of being able to support Actuarial science in cooperation with the Swedish Actuarial Association, and truly believe the prize contributes to attracting more talent and placing more focus on the Actuarial profession.

Yours sincerely,

Svein-Børre Solvang
CEO SCOR Sweden Re

SCOR Sweden Re had a great response to our market survey, Long-Term Disability Benchmark. Thank you to all the companies who have participated. The great response means we are both able to compare results for each participant against their peers in their market as well as provide interesting insights and comparisons between the four Nordic markets.

There have been some really interesting findings particularly in terms of granularity of assumptions and views on the market. As always, the Nordic countries show both similarities and differences, and we believe much can still be learned by looking at one's neighbouring markets.



24 companies participated



Larger part of **disability products** sold in the Nordic region represented



Survey included **Denmark, Norway, Finland** and **Sweden**

The 24 participating companies represent the larger part of the Disability products sold in the Nordic region, giving a very credible result. We are scheduling individual meetings with the participants to provide both overall and bespoke findings for each company.

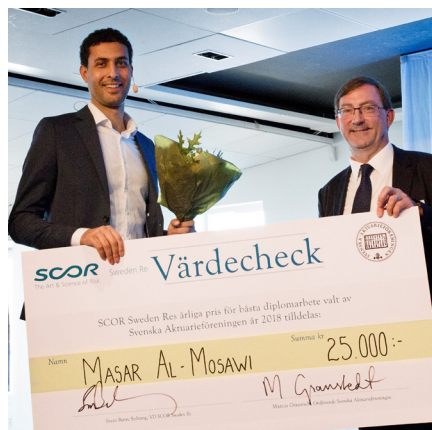
Hopefully, the feedback and market comparison will help companies when reviewing and optimising their approaches.

If you haven't yet participated, but would like to receive more information or a benchmark for other areas of the market, please contact us.

Announcing

SCOR Sweden Re Actuarial Prize Winner

The 5th SCOR Sweden Re actuarial prize was awarded to Länsförsäkringar Fondliv Actuary Masar Al-Mosawi for his paper, "An Extension of Generalized Linear Models for Dependent Frequency and Severity". Masar's educational and insightful writing style made his paper stand out from the other entries.



Malcolm Newman, SCOR EMEA Hub Managing Director (r) presents prize check to winner Masar Al-Mosawi (l).



View the entire [presentation](#).

SCOR
The Art & Science of Risk

Sweden Re

Health Epidemic

Obesity Rates Expected To Increase Worldwide



According to the World Health Organization, approximately 2.3 billion adults were overweight, and more than 700 million people obese in 2015, a substantial and rapid increase over the prior decade. Today, no country is immune to this widespread health epidemic.

The entire world is affected by obesity irrespective of age, income and country. Future projections show that obesity rates are expected to continue to rise in a linear fashion, particularly in the US, Mexico and England where 35 - 50% of the populations are expected to be obese by 2030. These rates are expected to increase more dramatically in countries with historically low obesity rates, such as Switzerland, Korea and Sweden.

A large number of illnesses are caused directly or indirectly by obesity, the most serious of which are: type 2 diabetes, coronary heart disease, cerebrovascular incidents and cancers. Obesity can also be associated with many other conditions such as respiratory impairment, sleep apnea, bone and joint illnesses - the main one being osteoarthritis - and psycho-social problems such as depression, which are both a cause and a complication.

From a personal insurance standpoint globally, the increase in obesity rates and its associated excess mortality should be considered in terms of the pricing perspective by the insurance industry. All studies looking at all-cause mortality show an excess risk of death from a body mass index (BMI) of 30 and upwards, which is more marked from a BMI of 35 and even higher once BMIs increase above 40.



For more information about obesity and its many impacts, read our [SCOR publication](#)

A Closer Look

Case Decision Stats Show Consistency

Cases referred to SCOR Sweden Re are monitored to find helpful trends. As a result, very consistent results have been seen over recent years.

Naturally, there are some variations between different types of products, but overall, the trends show we are consistent in our approach and that there is consistency in the types of cases received.

How do your own decision statistics compare to these?

Recommended Decision	2017	2016
Exclusion	10%	11%
Normal	60%	57%
Rejected	19%	20%
Raise	4%	6%
Other	7%	6%

Please contact us for comparisons that may be useful to you.

Facts

Obesity In Sweden



1 person in 10 is obese in Sweden, a relatively low rate, but over 1 in 2 men and 1 in 3 women are overweight



Women with poor education are more than 2x as likely to be overweight vs. educated women



In men with poor education, the gap is less pronounced at 1.4x, but it is larger than many countries

Source: OECD, Obesity and the Economics of Prevention: Fit not Fat - Sweden Key Facts

Agenda



15/11

MEDICAL UNDERWRITING SEMINAR

"Heart Conditions in Children"

A quick reminder to book your seat at SCOR Sweden Re's next Medical Underwriting seminar on November 15th. The facilitator is Ulf Ergander, Paediatric Cardiologist at Karolinska University Hospital.

Please reach out to your SCOR Sweden Re contact to find out more.

Solem

Survey Shows Higher User Satisfaction After 2018 Upgrade

With more than 4000 users from 500 companies in 90+ countries worldwide, SOLEM, SCOR's underwriting manual, remains a high priority. Thanks to our clients' feedback, significant changes have led to increased user satisfaction.

Today, the manual is an efficient, user-friendly and comprehensive web application for both novice and experienced underwriters. Improvements to SOLEM include a brand new platform that provides greater functionality and a highly intuitive environment.

The 2018 upgrade enables users to:

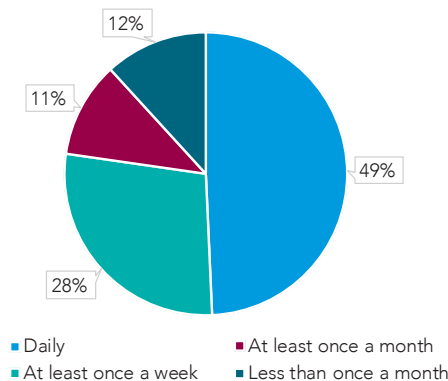
- Customize the manual using their user preference options
- Add their own synonyms to pages
- Add personal and/or shared notes
- View historical versions of rating pages
- Use more calculators to better assess risk assessment
- See news, articles and updates at the bottom of home page

The content of SOLEM has been enhanced to:

- Update rating guidance based on the results of new medical studies/statistics
- Reflect the success and emergence of new medical treatments and procedures
- Keep current with accident and fatality statistics for occupations and hobbies
- Update rating methodology related to travel risks

All users are highly encouraged to use the built-in feedback feature to help them continue to gain greater user satisfaction as reflected by the latest SOLEM survey.

How often respondents use SOLEM



Survey participants provided valuable information on how they experience the tool, which lays the groundwork for further development of its functionality. Among suggested improvements, some users commented on the timeout times and how this impacted usage. Additionally, users revealed that while the CVR and Diabetes parts were well-appreciated, the calculators would be more beneficial if they were better explained. These will be areas of focus for the future.

Overall, the majority of respondents stated they are using SOLEM in their daily work and were very positive about the new user experience. The survey also revealed that the longer a user has been working with the tool, the higher the satisfaction becomes. This helps us realise the importance of user training and how it can further enhance the client experience.



Voice of our clients

What I like most about the SOLEM manual is that you find everything you are looking for, even the rarest things are included. Thanks to the constantly improved SOLEM, my daily work is much easier.

- A Nordic client

Focus

Innovation in Health Featured at Conference



SCOR Sweden Re's 23rd Nordic Life Insurance Conference with a focus on "Health" took place at

Münchenbryggeriet in Stockholm on October 12. A big thank you to the 5 charismatic speakers who engaged the many lively and curious guests.

Gavin Maguire, Marketing Actuary from our UK & Ireland office, kicked off the meeting with his presentation about SCOR's exciting health-related products and projects, which received a great audience response.

Gavin shared the innovative work SCOR Global Life is currently doing around the world:

- Condition-specific product development including Diabetes products in Hong Kong & UK, and Stroke products in China
- Our Biological Age Model algorithm that may reinvent the underwriting process
- iBeat – a cardiac-specific wearable in the US, and
- A wearable technology pilot in Ireland partnering with Garmin and Heia Heia



View all presentations from our 2018 conference [here](#).

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