

# Deloitte.



## Actuarial Services

Your trusted actuarial advisers  
in the Middle East



# A demanding future

Regulatory changes, intensifying competition, and digital disruption are just a few of the challenges transforming the insurance industry in the Middle East. At times of such profound changes, our proposition is a team with local presence combined with global experience.

## The team

As a team of more than 35 actuarial professionals, with diverse international backgrounds, we collaborate across geographies and businesses throughout our network in 150 countries and territories. Being the largest actuarial team in the Middle East, we serve the most sophisticated clients to solve the most challenging issues, guiding you through the current challenges in your sector and helping you grasp the opportunities ahead.

Composed of UK qualified and partly qualified actuaries, our team has extended experience in multiple disciplines, possesses knowhow across the entire range of actuarial services and is uniquely positioned to provide value-adding contribution to the insurance industry.



Fast growing team of more than 35 actuarial professionals



UK qualified Actuaries



Actuaries registered with regulators across the Middle East



English and Arabic speaking actuarial professionals



Experience in the UK and international markets



Specialists in all technical areas

## Making an impact

At Deloitte we believe that we're only as good as the good we do. We are committed to providing our clients with access to timely and valuable insights to their business, as well as market developments and international best practices. Our actuarial consultants believe in delivering a client experience that is consistent, focused, differentiated, and valuable. By working closely with clients, we develop in-depth understanding of their business model, products, risks and needs.

Our presence in multiple locations keeps us abreast with market developments and warrants our proximity to key stakeholders. We have cultivated very close working relationships with all regulators, maintaining strong awareness of regulatory changes and supervisory practices.

**That's what makes us truly different at Deloitte, our drive to make an impact that matters.**

## Our services

Specializing in advisory and management services to the life and non-life insurance market, we provide all the core services for the insurance sector.

### Insurance and Statutory Financial Condition

#### Consulting

Our Insurance Consulting Practice provides the whole spectrum of actuarial services including the Statutory Actuary role. Our specialist advice and support focus on matters such as:

- Actuarial valuation of technical provisions.
- Support to and active participation in discussions with the regulatory authorities.
- Assistance on the completion of statutory submissions.
- Assistance with expense allocation and analysis.

### Profit Testing and Pricing

We deploy sophisticated burning cost, exposure, frequency/severity models, machine learning, stochastic simulation, regression analysis and other price optimization models to support our clients in their rating and commercial pricing.

These tailor-made solutions are key to delivering our clients' financial targets and strategic objectives.

### IFRS17

Our team has been involved in numerous gap analysis projects and implementation projects in the EU and Middle East. Our IFRS17 implementation support, provides a wide range of services such as:

- Interpretation and application of IFRS17 definition.
- Actuarial methodology development and concept design.
- Financial impact assessment
- Technical insights and peer perspectives.
- Evaluation of transition options and go- live support.

## Business Planning

By using cutting-edge financial modeling, we help clients make better business decisions. Areas of focus include:

- Balance sheet, Income Statement and Cash flow analysis.
- Equity release or extent of capital required for business growth.
- Expected return on capital.
- Inflation modeling.
- Impact of gearing on risk and returns.

## Enterprise Risk Management

We work closely with the main stakeholders and management of our clients to develop and implement successful ERM frameworks. This process improves the clients' efficient deployment of capital and improves consistency within the various business units.

## Capital Modeling

As regulatory regimes are shifting towards risk-based capital approaches, we work together with our clients to offer practical and cost-effective solutions to significant challenges across the full spectrum of capital modelling, including:

- Model design, building and parameterization.
- Result production, stochastic simulation, and analysis.
- Capital projections.
- Internal Risk based capital development.

## Due diligence/Mergers and Acquisitions

Our team has an active involvement in many areas of the M&A process ensuring a successful transaction. Such services mostly relate to the valuation of liabilities and estimation of the fair value of insurance portfolios.

# Contact us



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