

Life Sample Meeting Agenda

Overview

- Management Structure
- Mergers & Acquisition/Disposition Strategy
- Parental / Shareholder Expectations
- Assessment Of Business Environment
- Regulatory Issues (Relevant To Your Core Marketplace Areas)
- Overall Strategy And Expansion Plans

Business Discussion By Main Product Line

(Individual Insurance, Group Insurance & Investment Products)

- Competitive Market Position
- Sales Performance By Product Line
- Distribution Channels
- Agent Productivity
- New Products

Additional Discussions For Investment Products

- Separate Accounts Performance / Segregated Funds Performance (*U.S. & Canada*)
- Review Of Separate Account / Segregated Fund Guarantees
- Spread Analysis

Additional Discussions For Group Insurance

- Growth Opportunities, Including Updates On The Company's Target Levels For New Business
- Customer Service
- Impact Of Renewal Rating Actions On Profitability and Persistency As Well As Impact Of Changes In Valuation Assumptions

Investments

- Balance Sheet Composition
- Investment Strategy
- Management/Performance Of Portfolio
- Asset/Liability Management
- Discussion Of Liquidity

Financial Performance

- Profitability By Product Line Or Business Unit (Mortality, Morbidity, Expenses & Assumptions)
- Projected Two-to-Three Year Business Plan
- Budgets, Investment In Technology
- Embedded Value Analysis (European Companies)
- External/Internal Actuarial Reviews



Capitalization

- Capitalization (Targeted Levels, Statutory Coverage, Access To Capital, ROE Targets)
- Dividend Policy
- Holding Company & Corporate Overview (Leverage, Coverage, Cash At Holding Co., Consolidating Statements)
- Reinsurance Agreements

Enterprise Risk Management*

- ERM Framework
- Risk Correlation
- Modeling Capabilities-Economic Capital/DFA/RAROC
- Risk Tolerance
- Risk Management Objectives (i.e. Front-End (i.e. Product Design), Back End (i.e. Hedging, Reinsurance, etc.))

* Best's expectation of a company's ERM capabilities will vary depending upon an insurer's scope of operations, size and risk complexity. In some cases, a separate ERM meeting may be required.

Contact a Rating Analyst

If you would like to speak with one of our Rating Analysts regarding this meeting agenda, or about a current Best Rating, please contact the appropriate regional or industry contact listed below.

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