



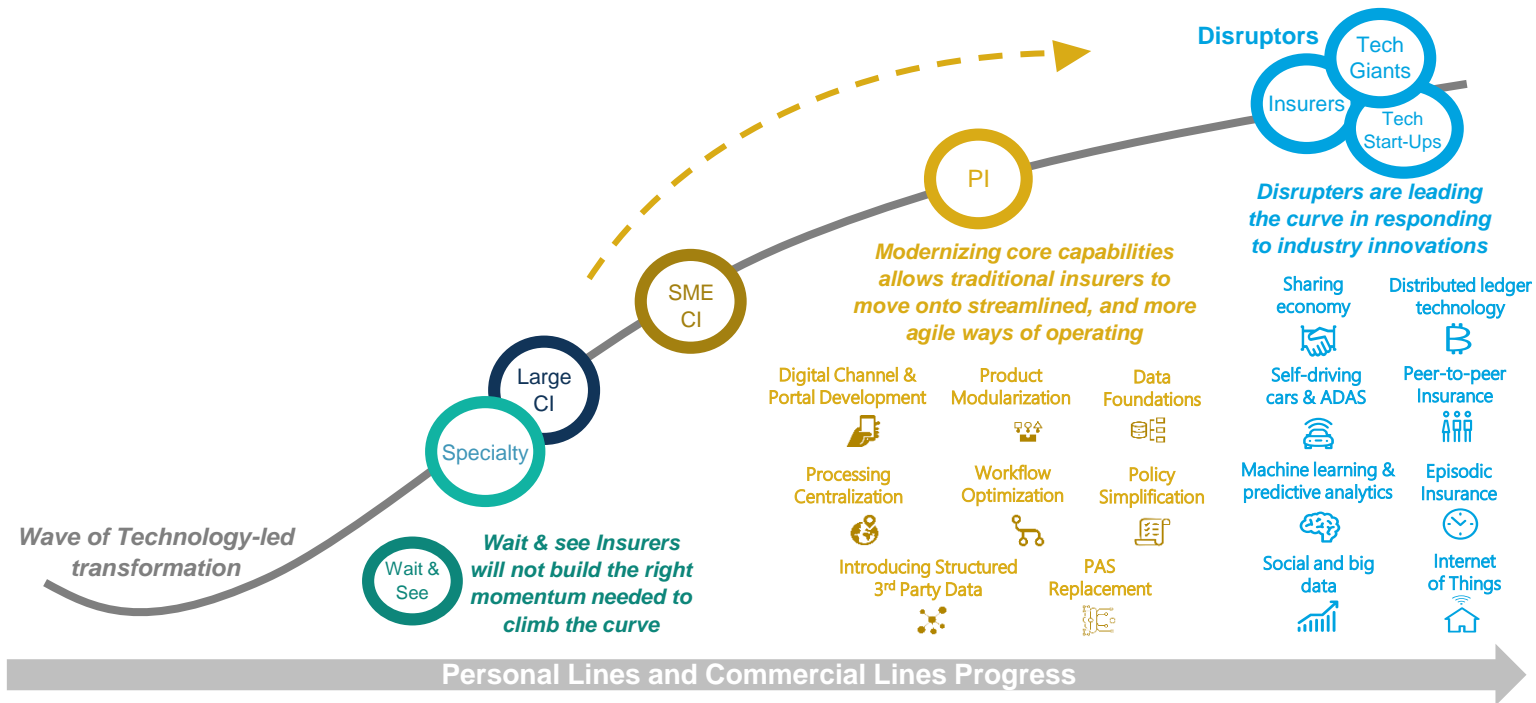
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# Peeling the Pricing Onion

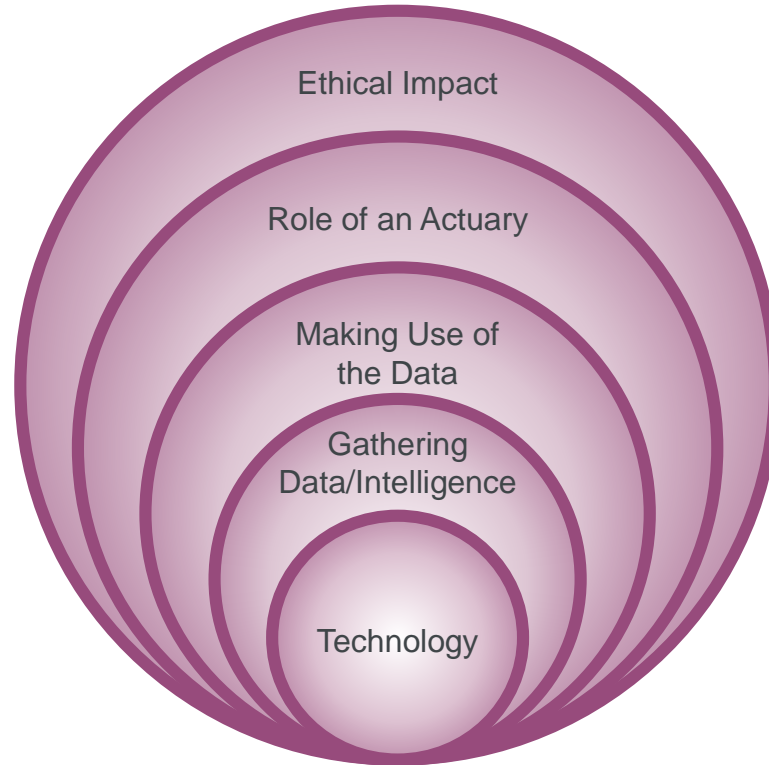
Chloe Paillot and Mahima Agarwal

September 2019

The wave of modernization lifting Personal Lines is primed to reach Commercial Lines. Insurers need to define their purpose and their path to advance **core capabilities** and grow **strategic innovations** that will lead the curve.



Technological disruption creates significant opportunities for organisations to **re-evaluate existing processes**, however, similar to an **onion**, there are many layers to consider before influencing decisions.

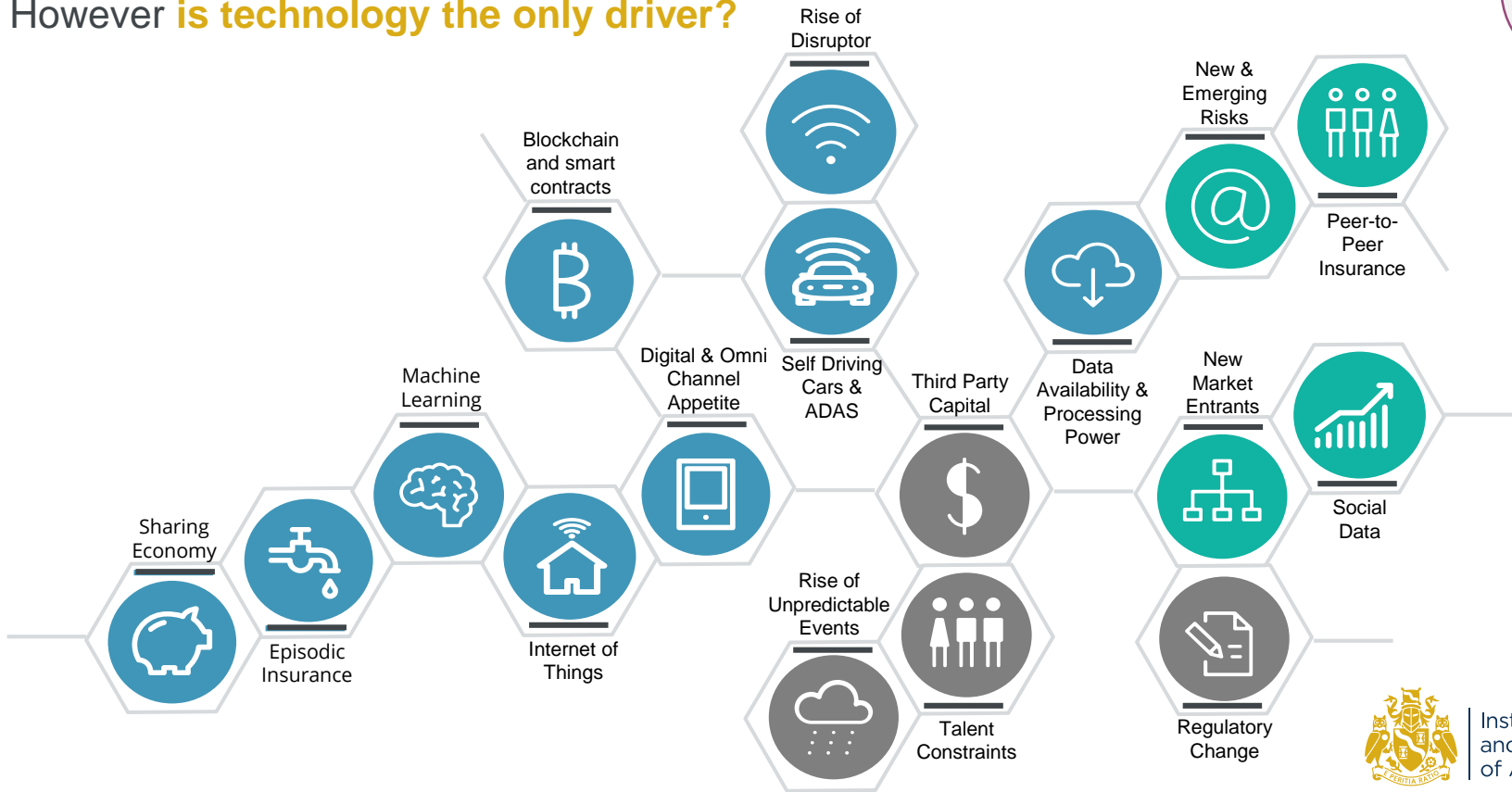
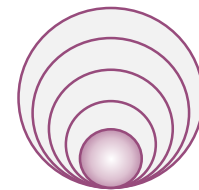


# How much do you think you've explored the pricing onion?



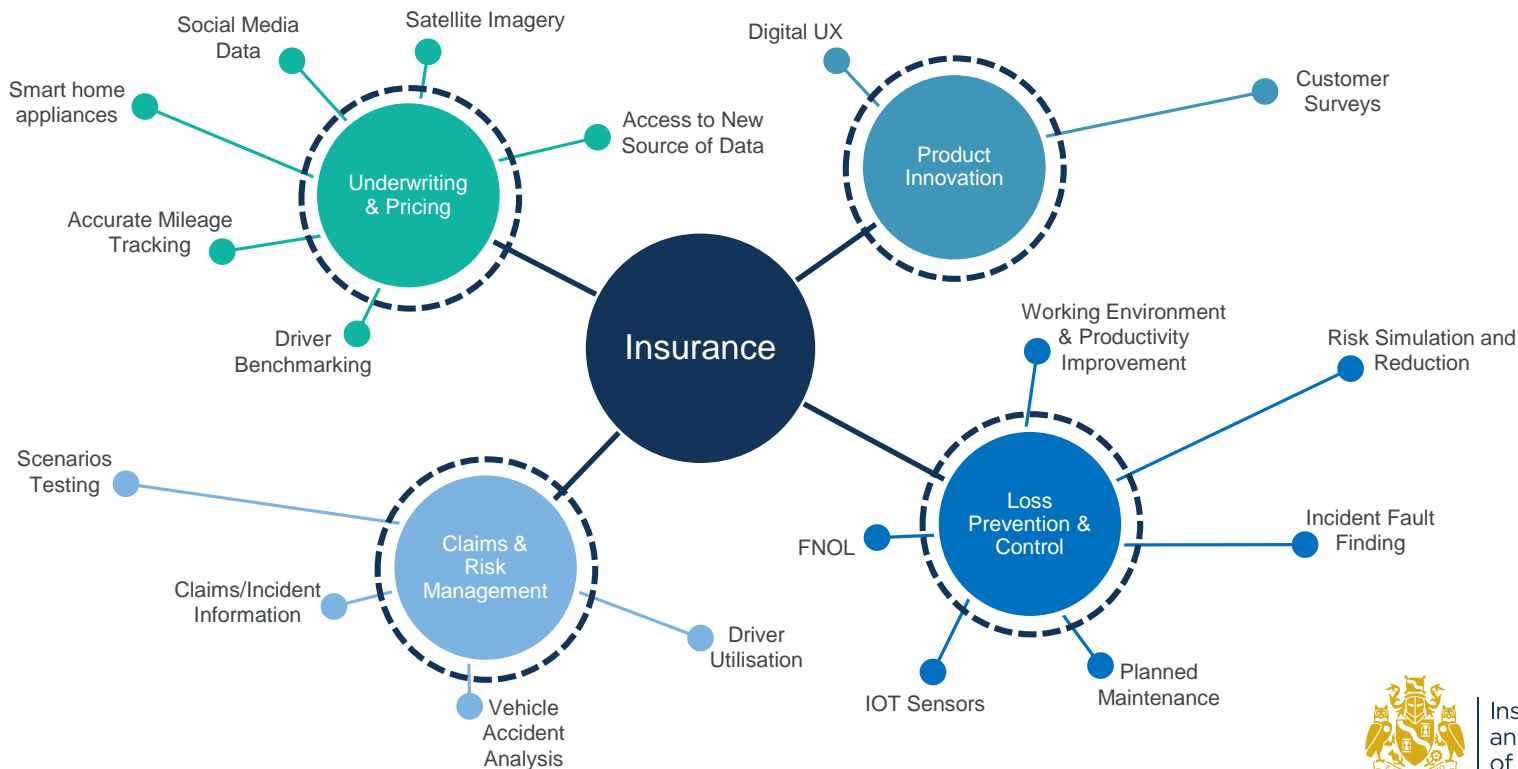
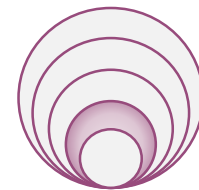
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At the **Core**, underwriting and how we operate is being disrupted and redefined...  
However **is technology the only driver?**



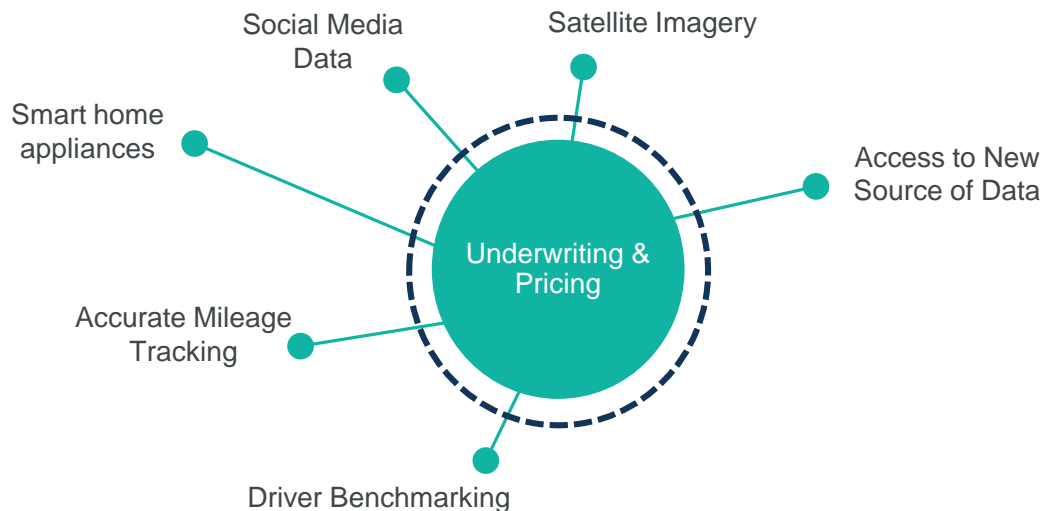
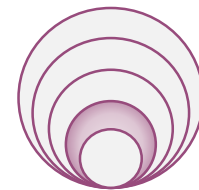
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Gather **improved customer, risk, and market insights** in an accessible and user-friendly manner to enable a culture of **data-driven decision-making**.



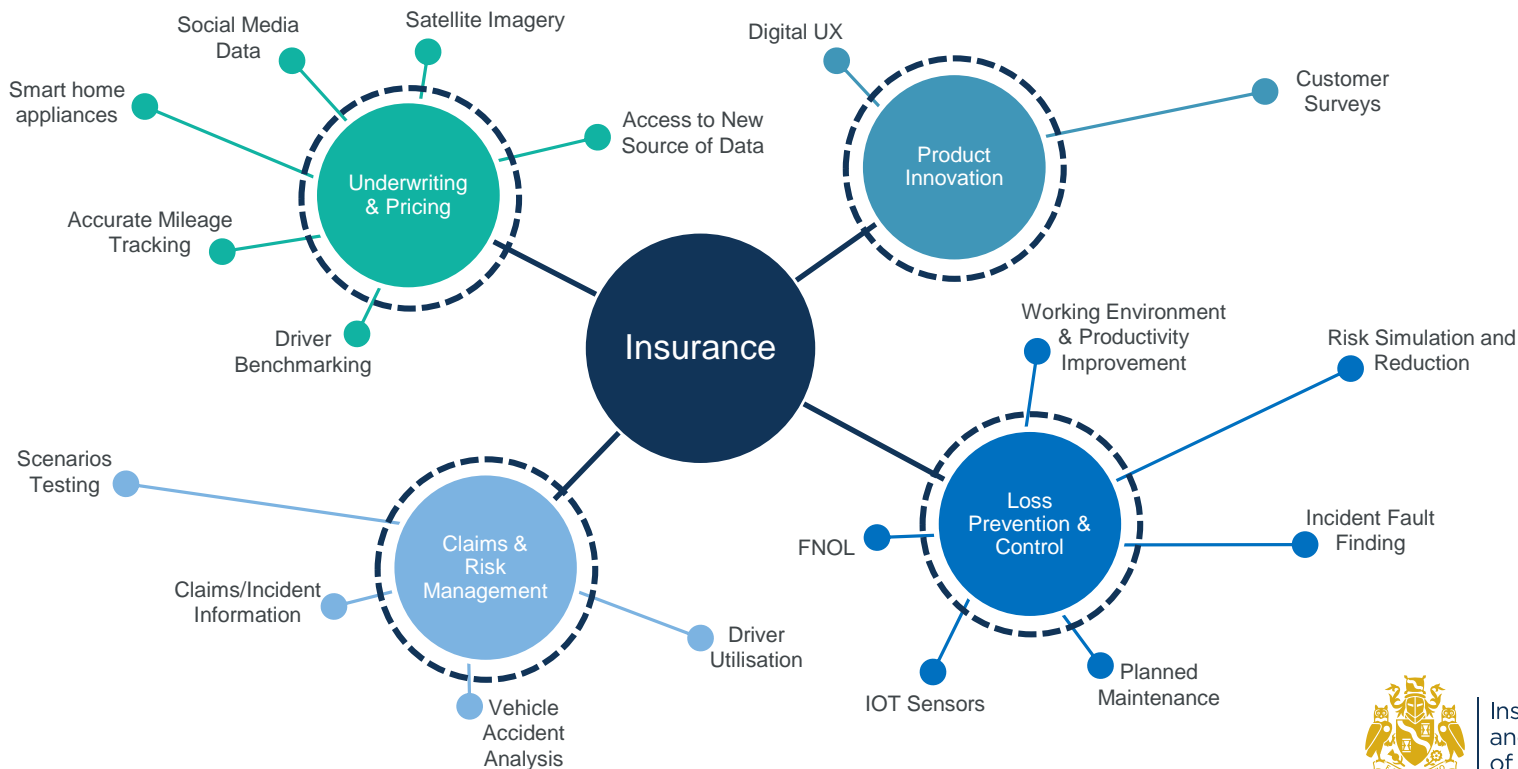
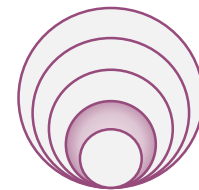
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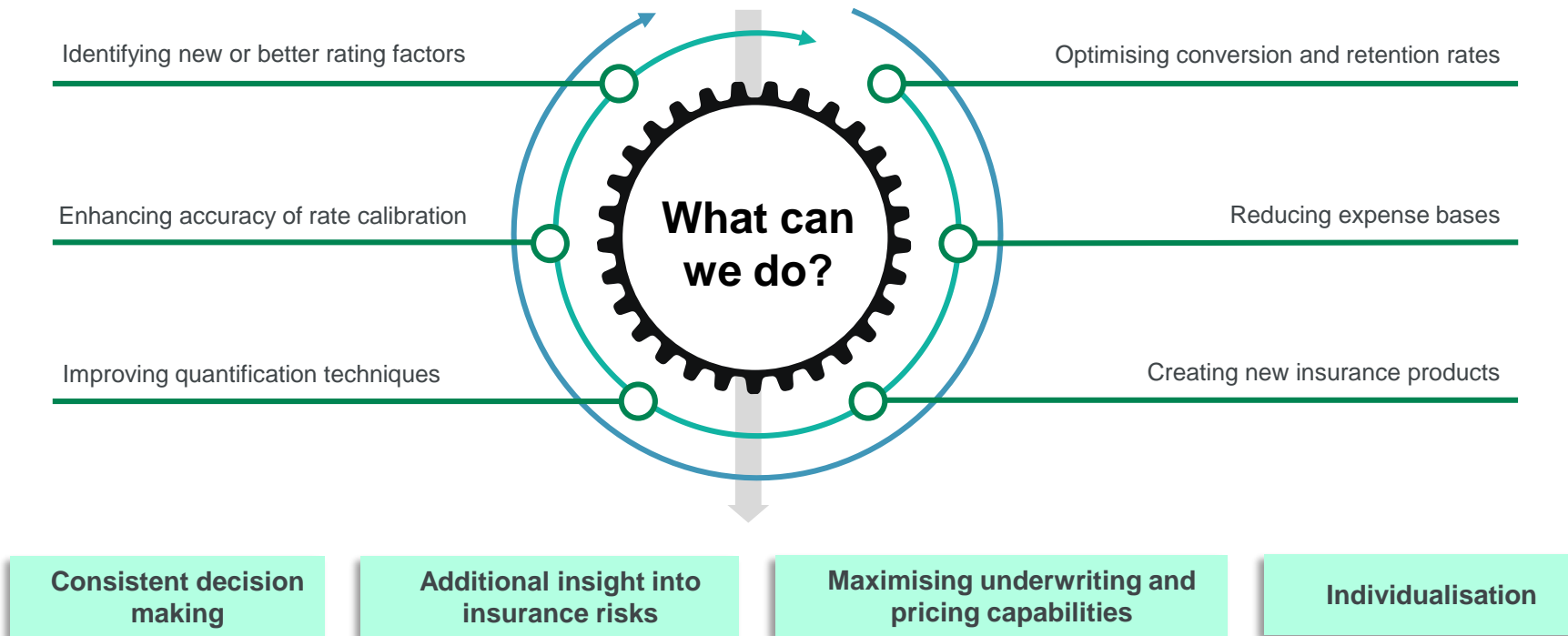
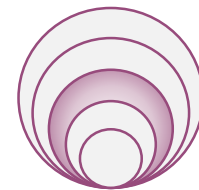
Gather **improved customer, risk, and market insights** in an accessible and user-friendly manner to enable a culture of **data-driven decision-making**.



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Using **advanced modelling techniques** to enhance the end-to-end insurance process will **widen the traditional areas of an actuaries' focus**.



**Constant disruption** in the insurance industry requires actuaries to **cope with ever-changing demands** to be pivotal in order to **lead** strategic decisions.

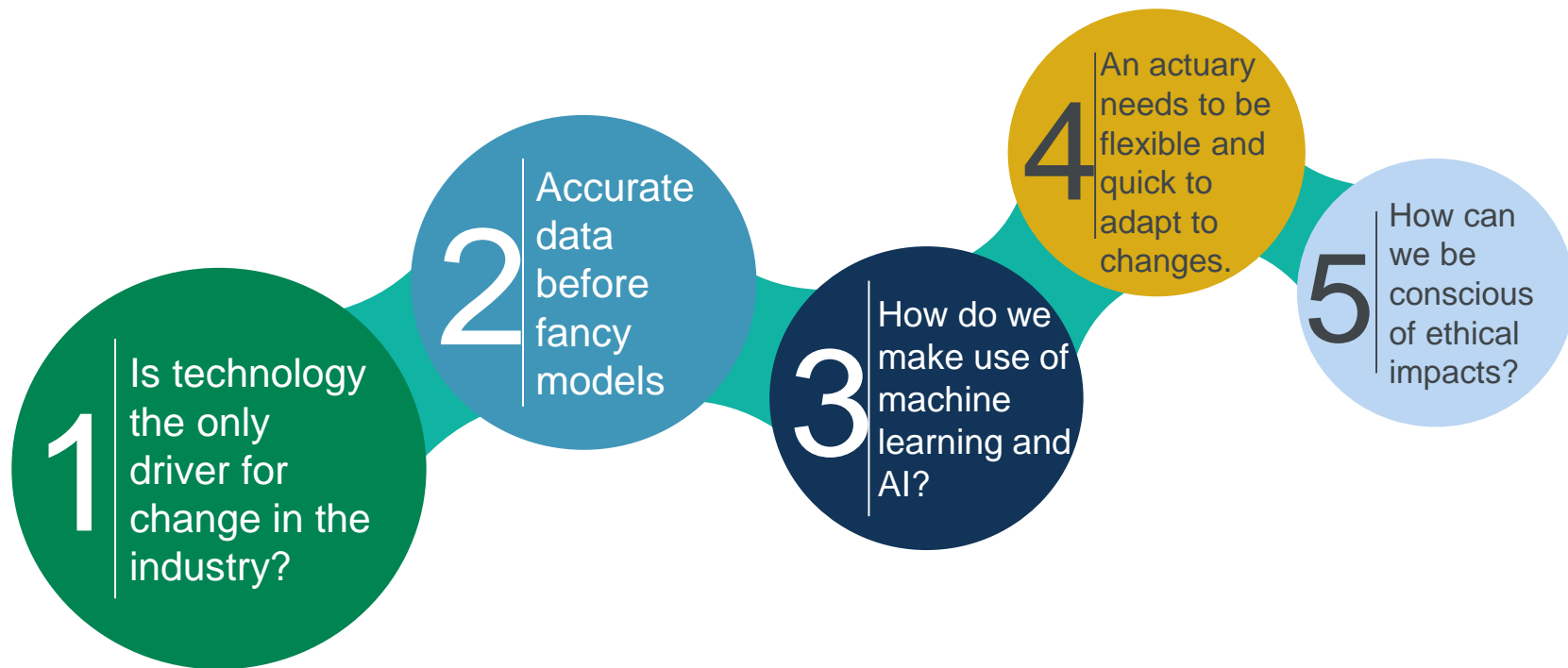


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The use of **fancy models and tools** is attracting increased scrutiny by **regulatory bodies**. Furthermore, when making decisions, we also need to think about any **unintended ethical implications**.



## How do you get management buy-in?



**Having explored the layers of the pricing onion, where do you now think you are?**



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# Questions

# Comments

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- Always write in sentence case unless a proper noun is used and do not use ampersands (&)
- Only use a full stop at the end of a bullet list.

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