

# 2021 Fixed Index Annuity Industry Studies

Behavioral Analytics Advisory Council

March 18, 2021

2:00 – 3:00pm Eastern

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We aim to be the platform  
and industry benchmark  
for principles-based  
insurance data analytics  
and risk management



FIA

thru 2020 Q3

Mortality

incl COVID impact

2021

VA

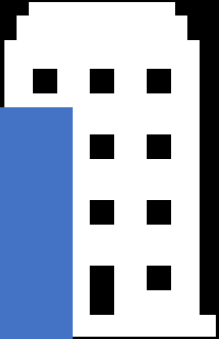
thru 2020 Q4

Highlights of 2021 FIA studies  
are available [here](#)

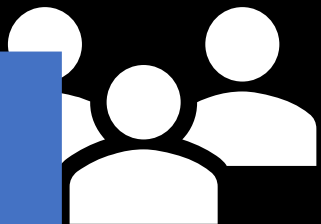
'07

A white icon of a calendar with a grid and two rings at the top.

16

A white icon of a multi-story building with several windows.

4m

A white icon representing a group of four stylized human figures.

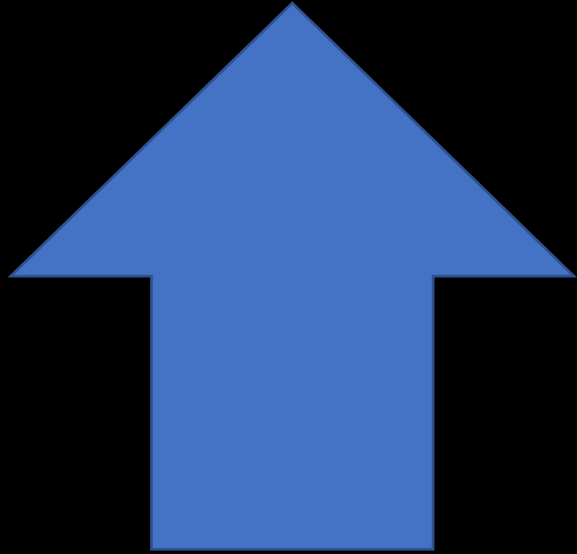
264b

A large white dollar sign icon.

Record low  
interest rates

2021  
FIA

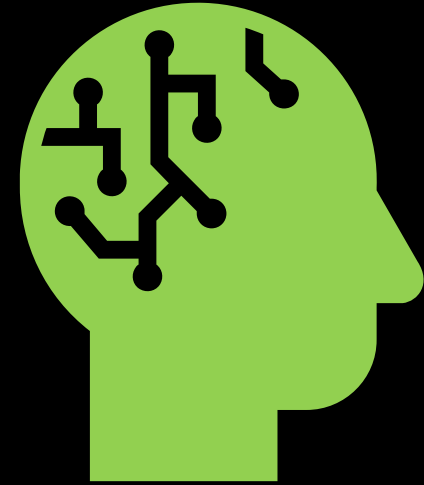
Bounded  
rationality



GLIB Economic  
Value, not  
Nominal  
Moneyness



Surrenders





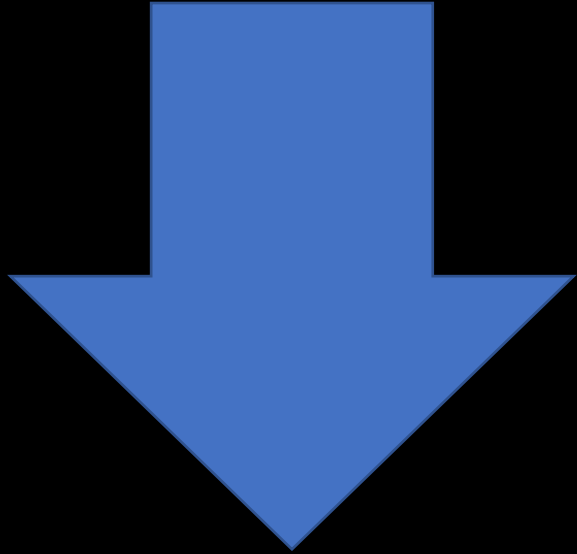
MVA



Surrenders





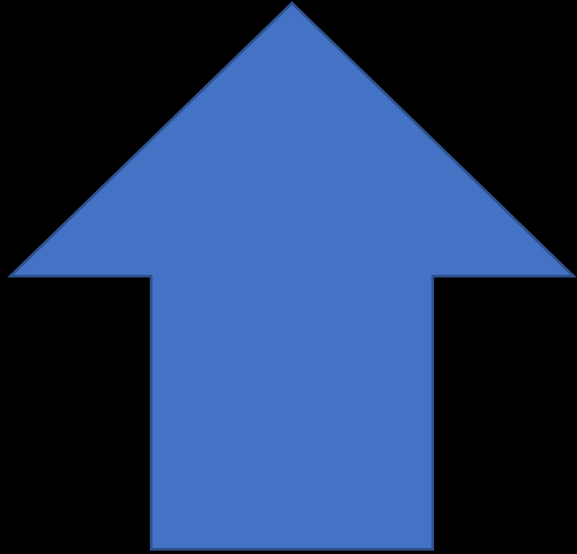


Credited  
Rates

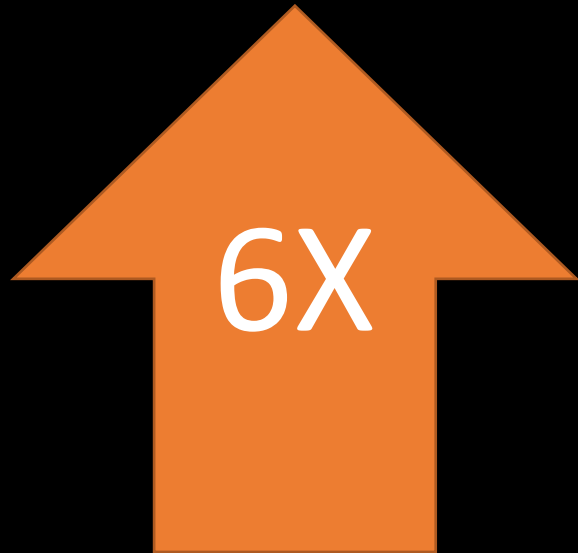


Surrenders



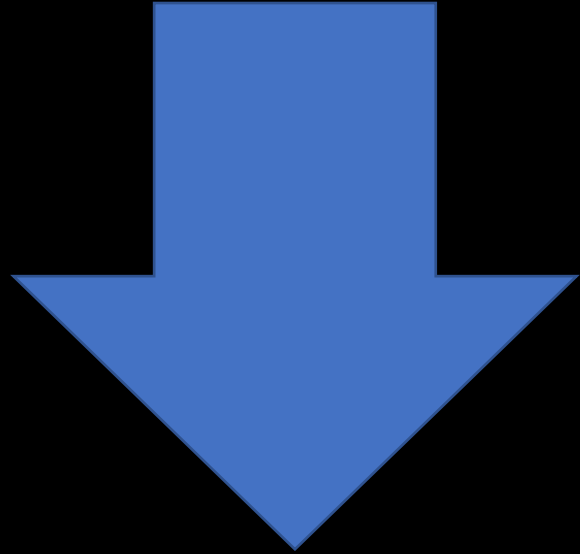


GLIB Economic  
Value, not  
Nominal  
Moneyness



Income  
Start

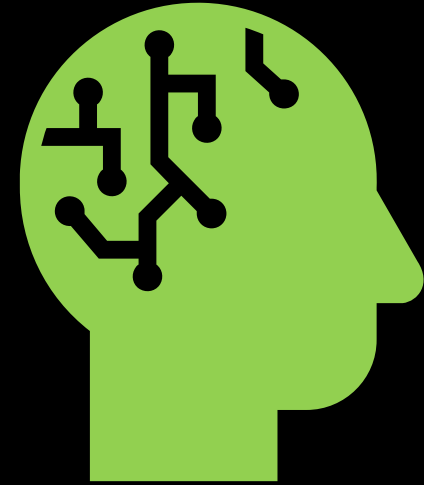




Surrender  
Charge  
Period



Free  
Partial  
Withdrawals



We don't have better algorithms.  
We just have more data.

*Peter Norvig*

*Google, Director of Research*



DATA ANALYTICS | INNOVATION & TECHNOLOGY

## Demonstrating the Value of Data

How to make the case for buying the data you need

TIMOTHY PARIS AND MICHAEL FRINGS

NOVEMBER 2020

Photo: [iStock.com/MicroStockHub](https://www.istock.com/microstockhub)

More data is available than ever before. Actuaries love data! Our ability to analyze and use data has grown tremendously. However, we need to obtain data to use it—and data is not cheap. Making the case for buying the data is critical.

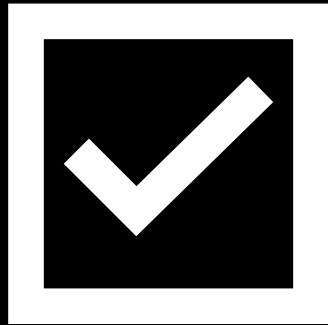
For the June/July 2018 issue of *The Actuary*, I wrote an article, “[When Is Your Own Data Not Enough?](#)” which

focused on situations where using external data can strengthen your actuarial work. The article also

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# Make your business case using KPIs



2021 Order Form

# Discussion