

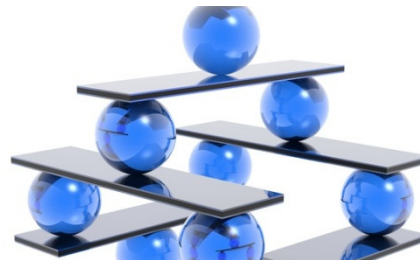
Raising the bar on Solvency II

Introduction

JMR Consulting UK Ltd (JMR) has many years of programme management and insurance domain experience. With a strong team of highly experienced consultants, our team has a proven track record of successfully delivering IT solutions, driven by business and regulatory needs and across diverse technologies.

Our Solvency II service helps you to avoid the drawbacks of hiring a traditional contractor or the headaches associated with trying to recruit and develop specialist IT expertise in house. In 2010 JMR teamed up with Magellan Consultancy Services, Hillway Consulting and Circle People to form the Gain-Line partnership. Gain-Line work collaboratively with a number of clients to provide Solvency II services to help meet the specific programme needs of your business.

Perfectly balanced
services; to meet
your every need



Product Overview

It is expected that significant competitive advantage may be gained by insurers who successfully implement early.

At the same time, we recognise the need for collaboration on Solvency II and have formed the Gain-Line partnership to provide people, high level consultancy, and IT implementation skills to deliver a comprehensive Solvency II solution to insurance companies.

JMR Consulting brings a deep understanding of the issues involved in Solvency II, and can apply experience gained across multiple projects to your situation.

We bring analysis, design and modelling skills to technology projects that deliver real business gains for clients. Our collaborative, "can do" approach to projects draws on a strong network of associates who can provide specialist expertise where needed.

We ensure that we transfer knowledge to your own staff during the project, so that you can carry your Solvency II efforts forward once we leave. Our services are backed by a long track record of delivering for the insurance sector on time and in budget.

What is Gainline?

There is a strong recognition throughout the insurance industry that collaboration is needed to work through Solvency II issues. JMR Consulting UK Ltd recognised this need early on and so formed the Gainline partnership to support the Solvency II requirements of companies large and small.

Through the Gainline partnership you will benefit from the combined expertise of the four companies involved that draw together the range of skills and market expertise you need to tackle Solvency II.

Our approach is entirely flexible meaning that we can dovetail with your current activities to provide resources or specific knowledge. Alternatively, we can help define and implement a programme plan in conjunction with your internal team or work with your senior management to implement a Solvency II programme that supports the specifics of your firm's wider business strategy. We are currently working with a number of insurance companies supporting them in the following areas:

- Project Management
- Programme Management
- Systems & Data
- Governance & Processes
- Risk & Capital Modeling

Find out more at: www.gain-line.co.uk

What the Market Says

The Solvency II strengthened EU-wide requirements for capital adequacy and risk management for insurers aims to increase policyholder protection.

Thomas Steffen, Chairman of the Committee of European Insurance and Occupational Pension Supervisors (CEIOPS) has quite rightly pointed out that “Solvency II is not just about capital. It is a change of behaviour”

With every insurance firm needing to demonstrate by November 2012 that they have adequate financial resources and an adequate system of governance in place, finding the right skills to respond won't be easy.

Hector Sants, Chief Executive Officer of the FSA said at a recent conference, “Our ambition has not been to increase or decrease the amount of capital supporting the UK insurance industry, but rather to ensure that capital is more appropriately aligned with risks.”

Partners

Gain-Line is a partnership of four companies, including JMR, which combined provide the full range of expertise and market understanding needed to design and deliver your Solvency II programme.



GAIN-LINE GROUP

Where every link
in the chain adds
value

Why Solvency II

Solvency I was a minimum harmonisation directive introduced in the early 1970s. It allowed for differences to emerge in the way that insurance regulation was applied across Europe leading to different regimes. It was also primarily focused on the prudential standards for insurers and did not include requirements for risk management and governance within firms.

Solvency II aims to achieve consistency across Europe on the key ideas of:

- market consistent balance sheets;
- risk-based capital;
- own risk and solvency assessment (ORSA);
- senior management accountability; and
- supervisory assessment.

As a result, Solvency II requires the creation of a company-wide capability that needs to be fully embedded in the day-to-day business operations and culture of all insurance companies.

SII Benefits

An effective Solvency II programme will deliver several important business benefits and some of the main ones are:

- Improved management of risk, including areas such as enhanced stress and scenario testing
- Enhanced operational risk capability and more integrated risk reporting
- Enhanced link between risk and capital in business decision making, for example through risk and capital dashboards
- More efficient use of capital
- Embedded internal model throughout, in particular when making key strategic decisions (e.g. pricing, reinsurance and investment decisions)
- Establishing a more robust risk aware culture
- Greater flexibility to review / improve the internal model as the risk profile of the business changes

A properly managed and delivered Solvency II programme will deliver real competitive advantage to insurance companies.

About JMR Consulting UK Ltd

JMR Consulting UK Ltd is a software services and software solutions business. We can provide you with full project lifecycle, software services and solutions and we work with companies across all sectors.



For further information contact Kali Bagary or Aju Alexander on 0845 052 0900 or info@jmruk.com. Website www.jmruk.com.