



**Critical Illness
and Supplemental
Insurance Conference**

**RGA Insights on Global
Critical Illness Trends**





RGA Insights on Global Critical Illness Trends

Speaker



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Global CI Trends

Product innovation is accelerating

Critical illness Products are evolving in various aspects and complexity/ sophistication of products is exploding.

Getting definitions right is critical to manage claims

Clear precise, definitions –is essential to developing a robust and sustainable product design

Experience trends becoming increasingly complex

Incidence trends are complex and can be very different between markets. They are impacted by risk factors, medical advances, government policy and definitions used in the product

Genetics is creating informational asymmetry

Regulators are focusing on collection of genetic or family history in underwriting while use of consumer genetic tests is gaining popularity

Cancer is the primary risk consumers consider

Mortality and Morbidity impacts on COVID survivors and future drivers of Cancer Morbidity and Mortality

The impact of Covid is the wild card

Eyes are turning to the morbidity impacts on Covid Survivors, Vaccinated individuals etc.

There are Countless Many Ways to Innovative the CI Proposition

Segment-Targeted Products

Targeting and meeting needs of *specific customer (sub)segments* (females, seniors, juvenile, families, diabetics...etc.)

Impairment Specificity

Providing coverage against *one specific impairment only* (cancer, diabetes, heart stroke...etc.)

Severity Thresholds

Products that pay the benefit *based on how severe the illness is* (e.g. Early/intermediate/late)

Ongoing Coverage/Multi-pay

Providing *continuous benefit* when re-diagnosed with illnesses or providing *multiple payments* instead of one-time lump sum payments.

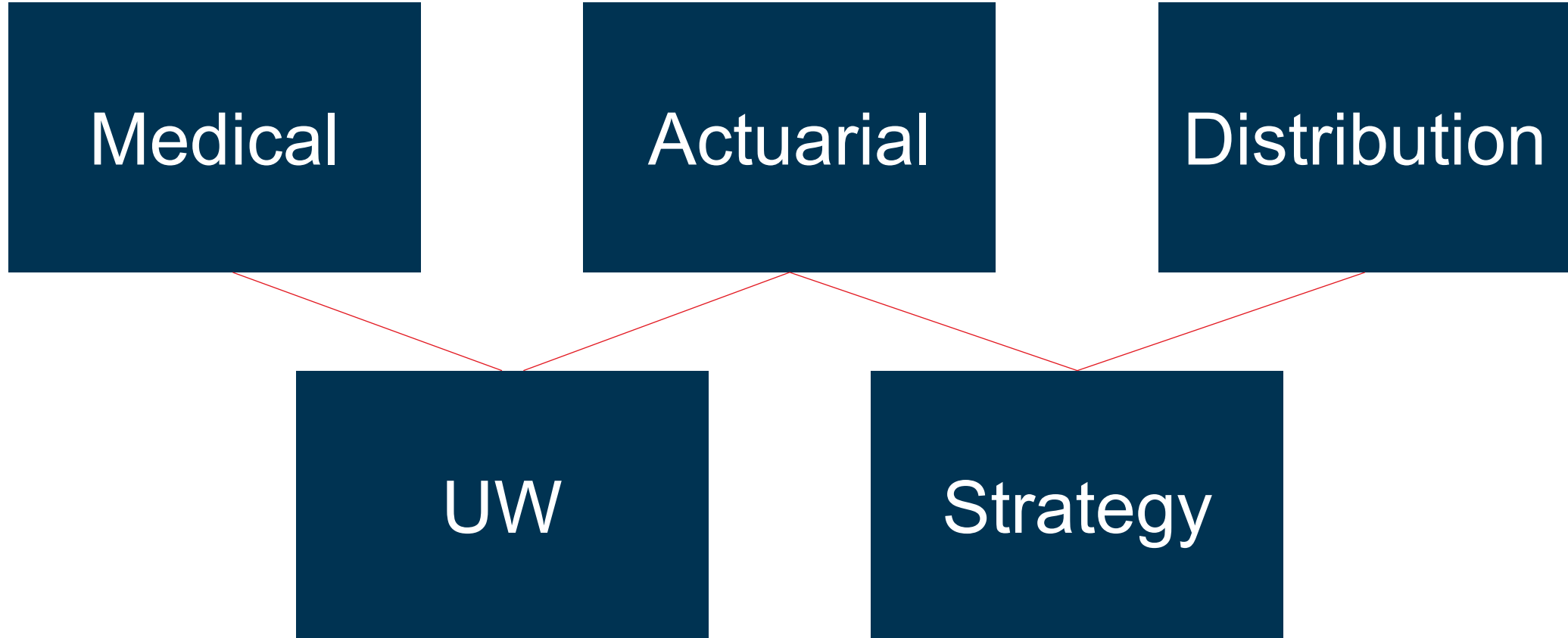
Combo Products

Critical illness products *bundled with life/saving/medical products*

Cognitive Health Products

Products that cover cognitive health illnesses (e.g. Dementia, Parkinson's, Alzheimer's)

Getting it Right Involves Synchronization Across the Business





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