

GeQuo

With good tools you are already halfway there

The commercial insurance is facing major challenges. On one hand, many competitors have successively increased the scope of their products in recent years, making it difficult to generate new business with outdated products. On the other hand, claims increases, fuelled by inflation, are leading to a deterioration in earnings. In property insurance, companies are also faced with climate risks and a possible increase in major and cumulative damages.

Refurbishing products and tariffs can remedy this situation, improve the combined ratio and generate growth opportunities.

For the quotation of commercial risks, Meyerthole Siems Kohlruss [MSK] has developed the tool GeQuo as a calculation basis and implementation aid.

Tailor-made tariffs

GeQuo is a tariff calculator implemented in MS Excel that uses the current calculation bases of the general association of German insurers (non-binding net risk calculations and studies) as a starting point. The tool can be easily customised to your own product and tariff landscape. Depending on your requirements, MSK can provide selective or comprehensive support with the calculation. The tool includes commercial property insurance - separated into buildings and contents as well as the option of business interruption - and commercial liability insurance.



- › Implemented risks: fire, storm/hail, tap water, burglary, extended natural hazards
- › Differentiated classification of all types of business according to the course and franchise classes
- › Adequate modelling of the dependencies between risk premium and sum insured

Cost parameters, surcharges and discounts to take account of trends and other risk surcharges or discount structures can be calculated and easily incorporated by the user or with the support of MSK.

Furthermore, company-specific extensions to the quotation tool are easily implemented.

- › Individual zoning models for regional hazard exposure
- › Integration of additional, risk-differentiating or innovative tariff features (e.g. building energy efficiency class)
- › Calculation of individual tariff lines and additional coverage (e.g. extended coverage, transport, glass breakage, electronics, loss of rental income, unnamed perils, etc.)
- › Integration of underwriting guidelines for flagging risks that require enquiry or for steering out undesirable business
- › Classification of business types into light, medium and heavy business, which can, for example, be incorporated into underwriting guidelines

Fees

No licence fee is charged for GeQuo. MSK only charges for the work involved in mapping the individual product structure and company-specific details, as well as for optional support with the calculation itself.

Data is our expertise

MSK has extensive experience in the areas of product development and pricing, thanks in part to its access to several data pools. In particular, MSK operates a data pool for commercial business (property/liability) covering a market share of around 15%.

Meyerthole Siems Kohlruss

Meyerthole Siems Kohlruss was founded in Cologne in 1998 as the first German actuarial consultancy and supports insurance companies in strategic decisions and operational processes. The focus is on data pools, pricing, telematics, cyber, sustainability, balance sheet valuations, reinsurance, Solvency II and IORP II.

Contact

Carina Götzen

Meyerthole Siems Kohlruss
Phone: +49(0)221 42053-0
E-Mail: carina.goetzen@aktuare.de

Thomas Lorentz

Meyerthole Siems Kohlruss
Phone: +49 (0)221 42053-0
E-Mail: thomas.lorentz@aktuare.de