

Financial planning transformation for insurance

Minimizing risk and maximize financial performance
with connected finance



Insurers today face dual challenges to both their top- and bottom-lines as cost pressures increase due to market volatility, rising claims costs, evolving regulations, and changing customer behaviors. In such a disruptive environment, managing your costs, effectively allocating capital and resources, and enhancing decision-making are crucial to minimizing risk and increasing resilience.

However, traditional financial planning, with multiple ledgers, disjointed processes, and highly manual consolidations can't keep pace in today's market. To stay ahead, you need a way to streamline your financial planning and analysis and connect your finance teams to drive stronger outcomes.

There is a better way to plan

Transform your financial planning processes with our all-encompassing planning, budgeting, and forecasting (PB&F) solution. Say goodbye to laborious, siloed planning and seamlessly integrate disparate data to create a single, unified view for corporate and business unit (BU) financial performance reporting and planning. Use this holistic view and dynamic scenario modeling to improve decision-making so you can minimize risk, better allocate resources and capital, reduce costs, and improve productivity.

CUSTOMER STORY



To ensure sustained growth in a rapidly changing operating environment, Markel — a Fortune 500 diverse financial holding company principally focusing on specialty insurance but also owning a portfolio of product and service-based businesses — created an end-to-end financial planning solution on the Anaplan platform.

Challenges:

- **Siloed data and disparate systems** prevented timely and reliable financial plans for quick and easy updates in response to volatile market conditions.
- **Inflexible systems and complicated user experience (UX)** of prior solution limited real-time capabilities and human errors.
- **Disconnected global and business unit operations** could not support standardized processes globally, while still accommodating the local nuances of each business.

Results:

With Anaplan, Markel realized these results:

- **Reduced planning cycle time from 18 weeks to seven weeks** — meaning plans are converted to action faster.
- **6,000 hours saved annually** by the finance department are now available for higher-value activities.
- **Increased transparency of financial plans** enhances and accelerates strategic decision-making.

Key benefits

- **Quickly adapt to market changes.** Integrate predictive analytics and run advanced scenarios based on key business drivers. By accelerating planning cycles and reporting to enhance decision-making, our customers have achieved up to 20% improvement in forecast accuracy.
- **Better allocate capital to manage risk and liquidity scenarios.** Improve shareholder distributions, manage debt, and allocate capital to high-value initiatives, products, M&A, and more.
- **Improve resource allocation to increase returns and reduce costs.** Optimize your resources and costs through increased P&L and expense transparency. Reduce expenses and better understand trade-offs and track ROI. By doing so, our customers have reduced operating expenses by up to 2%, resulting in a significant ROE increase.
- **Boost productivity.** Automate PB&F processes and free up your finance team to focus on value-added work and deliver greater business insights. Our customers have reported up to a 40% increase in the productivity of finance.

Solution details

Revenue planning

- Plan and forecast premiums across distribution channels, fees and services revenue, and investment income with the required level of granularity to enhance decision-making.
- Connect revenue planning and forecasting across BU/BFs to ensure consistency of data, drivers, and assumptions.
- Gain transparency into which products, regions, and targets are performing the best and incentivize sellers to high-value areas.

Expense planning

- Plan and forecast claims and servicing costs, sales and distribution costs, and other OpEx items based on the revenue plan.
- Create transparency around corporate cost allocations and drive effective decision-making on cost initiatives.
- Connect expenses across BU/BFs to track cost targets and profitability (i.e., by product, line of business) to better understand intra-company distribution, chargebacks, and charge-ins.

Headcount planning

- Estimate and track headcount expenses to ensure alignment with income and expense plans and evaluate headcount decisions.
- Connect headcount planning and forecasting across BU/BFs to create a real-time comprehensive central workforce plan.

- Effectively allocate resources to high-value initiatives and increase ROI understanding and transparency.

Capital planning

- Model claims liabilities (reserves) and capital ratios (with inputs from actuarial forecasting) to forecast your balance sheet across different scenarios and ensure regulatory compliance.
- Connect capital planning and forecasting to revenue and expense plans across BU/BFs to improve decision-making.
- Effectively distribute capital to high-value parts of the business. Improve shareholder distributions and manage capital requirements through a variety of regulatory scenarios.
- Improve statutory reporting and effectively allocate capital between legal entities to ensure solvency margins, credit ratings, and more.

Long-range planning

- Build strategic plans and evaluate the financial impact of strategic initiatives under evolving scenarios.
- Connect long-range planning to income, expense, workforce and capital planning to ensure alignment between strategy and financial performance.

The Anaplan platform offers

- “What if” scenario and multi-dimensional modeling, powered by our patented Hyperblock® calculation engine, producing ultra-fast calculations at unprecedented scale so you can anticipate market changes.
- Built-in dashboards, reporting, and analytics with data visualization providing **a single source of truth** on business performance.
- Collaborative and agile planning across Sales, Finance, Supply Chain, HR, Marketing, and other business units.
- Best-in-class **security and compliance** with role-based access control, user management, SSO support with SAML 2.0 compliance, and data encryption.
- **A highly extensible ecosystem** — collect and analyze data in a single location using APIs, ETL connectors, and built-in integrations with other solutions.



About Anaplan

Anaplan is the only scenario planning and analysis platform designed to optimize decision-making in today's complex business environment so that enterprises can outpace their competition and the market. By building connections and collaboration across organizational silos, our platform intelligently surfaces key insights — so businesses can make the right decisions, right now.

More than 2,500 of the world's best brands continually optimize their decision-making by planning with Anaplan.

To learn more, visit www.anaplan.com

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