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Press release

Munich Re Introduces Its EDGE Underwriting Manual to the Disability Insurance Underwriting Market

Contact

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Atlanta, April 12, 2011 — **Munich Re** unveiled its new disability insurance underwriting manual—EDGE: DI—to high praise at a meeting of disability insurance professionals in the Atlanta area this week. A leading life and living benefits reinsurance company in North America, Munich Re rolled out two versions of the specialized manual, one for the United States and one for Canada.



“I am very pleased to continue building on our state-of-the-art EDGE underwriting platform by offering this disability income module,” said Mike DeKoning, President and CEO of Munich American Reassurance Company, the Munich Re subsidiary in the US. “This new manual continues our commitment to bring valuable tools and services as well as unsurpassed technical expertise to our clients across the life and health insurance business. It was designed using industry-leading analysis that is presented in a user-friendly, easy-to-navigate format. From the response we received at this week’s conference, this new manual will be well received by the markets.”

EDGE is a web-based individual life and disability insurance underwriting manual that was developed by a team of physicians, underwriters, analysts and biometric research experts. The disability insurance module features six calculators, some of which—like the liver function test (LFT) calculator that incorporates the applicant’s body mass index (BMI)—are unique. Each calculator was developed based on Munich Re’s analysis and experience. With the introduction of EDGE, Munich Re is putting into practice a new and more competitive method of assessing morbidity risks.

Underwriters attending the meeting had an opportunity to test drive the manual and try some of its easy to use features. Early comments were enthusiastic—Wow! Very impressive!—as evaluators viewed detailed anatomical images and tried out the

Press Release
April 12, 2011
2/2

specialized calculators and customization options such as the personal top ten list. Individuals can also add permanent personal notes to the manual, while companies can add annotations that appear to all of their underwriters. EDGE contains the most sophisticated search function of the underwriting manuals on the market today. Results are returned in context, allowing the line underwriter to quickly determine which entry is most appropriate for them. Evaluators noted that the manual is designed to accommodate a variety of skill levels so that new underwriters can use it to better understand the details of how a particular condition is assessed while experienced underwriters can move quickly to a decision.

Bill Moore, Vice President of Underwriting & Medical, commented, "I'm proud of the work that our underwriters and medical directors have done in analysing and developing this new tool. I believe that EDGE truly delivers a new and unique approach that will help disability insurance underwriters with all levels of experience make the soundest risk assessment decisions."

EDGE is scheduled to begin rolling out to Munich Re's disability insurance customers in May.

Note for the editorial staff:
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