



somewhat  
different

We tailor our solutions to help you meet your goals.

## Health insurance with Hannover Re: Global strength – local expertise

Healthcare systems differ considerably all over the world but the premise of reimbursement for medical treatment is the cornerstone of health insurance. It typically provides cover for conditions of an insured individual that require subsequent treatment by a medical specialist. Health insurance can also provide cash benefits to help with costs such as additional hospital expenses or those associated with critical illness.

The world spends trillions of dollars every year on health, and this sum is growing exponentially as newer and better treatments become available and demographics change. These developments lead to an increased burden not only for social security systems in many countries but also for individuals affected by health impairments.

### Development potential

The health insurance market provides exceptional growth opportunities, not only for experienced market players but also for companies who have not yet fully explored the wealth of possibilities available. Despite healthcare representing a basic and essential need of every individual, many consumers face a lack of suitable health insurance programmes or even access to appropriate healthcare. This holds true for both emerging as well as developed markets.

Hannover Re offers its clients all around the world bespoke health insurance solutions designed to help them provide customers with peace of mind at an affordable price. This enables our clients to develop the health insurance market sustainably and profitably.

The way healthcare and health cover is provided varies considerably from region to region, but while the differences are huge, there are also similarities and much can be learnt from one region that can be adapted to another. That's where we come in – in addition to our full range of risk and financial solutions, we believe that sharing good practice and innovations enables our clients – especially in health insurance – to be one step ahead of the competition. Just to name a few, our automated

underwriting systems, wearable technology solutions, pay-as-you-live options and underwriting manual are among our leading edge developments.

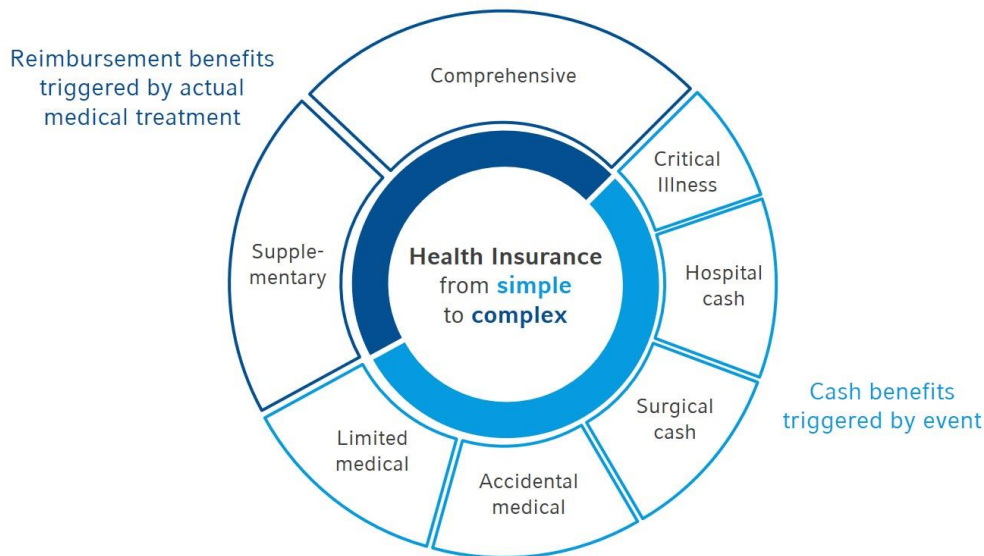
Our modular automated underwriting systems can be tailored to suit the client's needs and extra functionality can be added on with ease. They speed up the process of issuing policies by tailoring questions to individuals and linking up to third party data. Aligned with our health insurance underwriting manual [hr | decida](#), they also ensure decisions are grounded in the most up-to-date real-time data.

### Partnership approach

Our partnership approach enables us to work closely with both strategic and local partners to combine global strength and local expertise. We add our international experience and resources to the knowledge of local health culture, regulation, social security programmes and compliance provided by our clients and our regional colleagues around the world.

Combined with advanced digital solutions, our strategic third party partnerships also add value to the mix as new and creative health solutions come onto the market and a quick browse through our [hr | equarium](#) digital solutions marketplace reveals a number of inventive ideas. Wearable technology is a case in point. It uses sensors to collect information about daily activities and the insights they provide into people's lives and health can transform insurance by enabling more precise, accelerated and continuous processes. The ability to harness up to date information about fitness, sleep patterns, heart health and more can facilitate ongoing risk assessment and pricing. There is huge potential for preventative, diagnostic and even therapeutic benefits from this data. Through our strategic partnerships, we enable insurers to find ways to use this data to actively make a difference to claims risk assessment and end-customers' health outcomes.

**Fig. 1 Product complexity**



Technology also enables us to reach out to underserved markets. One of our long-term strategic partnerships aims to ensure that healthcare cover is available for emerging markets. Lack of access to traditional banking facilities has made cover inaccessible for many low-income families in these markets. Using mobile technology, the arrangement allows them to make flexible and affordable payments, deductible from air-time credit.

In other collaborations, we are also exploring the pay-as-you-live concept, which varies premiums based on customers' health statuses, encouraging end customers to adopt and maintain healthier lifestyle habits via customer engagement and science techniques. Tracking this information through a phone or a wearable device generates biometric risk insights which support our clients to help their customers live healthier lives and prevent or delay claims.

### Health business at Hannover Re

Through technology and our partnership approach, we bring new ideas and innovations to the table. We look forward to supporting you with our tailor-made health reinsurance solutions and our recommendations for your unique business and the challenges you are facing. We tailor all our solutions to help to achieve your goals, be it

for simplified cash benefit products like hospital cash plans or highly sophisticated and comprehensive reimbursement products. We have successfully supported clients in writing a wide variety of health business on all continents: in entering new markets, initiating alternative distribution channels, satisfying underserved consumer needs or covering hard-to-quantify risks. We can advise on a range of services, including product design, data analytics and much more. For more information, contact your local manager or speak to:

### Your contact



**Stephan Kasper**  
General Manager  
Health Reinsurance  
Tel. +49 511 5604-2326  
stephan.kasper@hannover-re.com