

Zohair Motiwalla

FSA, MAAA
Principal and Consulting Actuary



CURRENT RESPONSIBILITY

Zohair is a principal and a consulting actuary with the life insurance consulting practice in the Seattle office of Milliman. He joined the firm in 2007.

EXPERIENCE

Zohair has extensive experience in the fixed annuity and variable annuity spaces and specializes in helping clients develop models to support U.S. statutory and GAAP financial reporting requirements. In recent years, he has also worked extensively with many companies in the areas of model validation, remediation, benchmarking, stochastic modeling, mergers and acquisitions, and market consistent embedded value. He also advises his clients on industry best practices for model governance, change management, and industrialization.

Prior to joining Milliman, Zohair worked at a large life insurance company in a financial reporting role, specializing in statutory and GAAP reporting, embedded value, cash flow testing, and forecasting projects.

He is a strong MG-ALFA® user and also has prior experience in both the MoSes and TAS modeling platforms. He has been involved in a number of reconciliation projects involving MG-ALFA, MoSes, TAS, MG-Hedge®, and C++.

He is an active member of the American Academy of Actuaries Variable Annuity Practice Note working group and the Society of Actuaries modeling section, and helped to develop the latest Actuarial Guideline 43/C-3 Phase II practice note and Addendum for industry practitioners. He is also a frequent speaker at Society of Actuaries meetings. His paper, "A Discussion of Actuarial Guideline 43 for variable annuities," was selected as a study note for the SOA exam syllabus.

RESEARCH PAPERS

- "ORSA Process Implementation for Internal Stakeholders," SOA Research Report, *In Progress*
- "Pricing using Market Consistent Embedded Value," SOA Research Report, June 2012
- "Implications of Actuarial Guideline 43 for variable annuity product design and risk management," September 2010
- "A Discussion of Actuarial Guideline 43 for variable annuities," April 2009

PROFESSIONAL DESIGNATIONS

- Fellow, Society of Actuaries
- Member, American Academy of Actuaries

EDUCATION

- MS, Actuarial Science and Finance, University of Wisconsin-Madison
- BSc (First Class Honors), Applied Mathematics and Statistics, University of Western Australia

