

## Novian E. Junus

FSA, MAAA  
Principal, Consulting Actuary



### CURRENT RESPONSIBILITY

Novian is a principal and consulting actuary with the Life practice of Milliman's Seattle office. He joined the firm in April 2000.

### EXPERIENCE

Novian has more than 13 years of practical experience developing and managing successful life and annuity products and programs. He held senior management positions as chief actuary and chief product actuary at ReliaStar's annuity division and led product development for the retail annuity division of Providian's accumulation and investment group. His product management experience ranges from pricing to profitability and risk management.

As a consulting actuary, Novian is actively assisting insurance companies develop and manage variable annuity products with guarantees in the Asia Pacific, Continental Europe, and the United States. He is also assisting companies with their MCEV reporting and analyzing their market-consistent methodology and approaches for MCEV and Solvency II.

Novian's specific consulting accomplishments include the following:

- Supported asset adequacy analysis of GMDB reserves for various clients and advised clients on calculation and implementation of SOP 03-1 and RBC C3 Phase II for the minimum guarantees on variable annuity products.
- Reviewed and refined the stochastic pricing methodology and competitive positioning strategy for a large mutual insurance company, resulting in increased competitive position and enhanced risk-return profile of its fixed annuity business.

- Provided ALM consulting support to various banks and insurance companies to analyze investment and rate-setting strategies and risk-return profiles and to develop duration and convexity measures for their interest-sensitive products.
- Supported development and pricing of variable annuities with guarantees for various clients in the Asia Pacific, Europe, and the United States.
- Assisted a U.S. company with its audited MCEV reporting and advised on MCEV methodology and approaches.

Novian is also a frequent speaker on various asset-liability and risk management topics.

### PROFESSIONAL DESIGNATIONS

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

### EDUCATION

- BA, Actuarial Science, University of Iowa

