

## Zohair Motiwalla

FSA, MAAA  
Principal and Consulting Actuary



### CURRENT RESPONSIBILITY

Zohair Motiwalla is a principal and consulting actuary with the Life Practice in Milliman's Seattle office. 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, governance and remediation, mergers and acquisitions, economic capital, and non-guaranteed element analysis. He has particular expertise with respect to the NAIC reforms for variable annuity statutory financial reporting.

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 has experience with a number of other actuarial modeling platforms.

He is an active member of the American Academy of Actuaries Variable Annuity Practice Note working group and the Society of Actuaries Modeling section. He is also a frequent speaker at Society of Actuaries meetings on financial reporting and modeling-related topics.

Zohair's paper "A Discussion of Actuarial Guideline 43 for Variable Annuities" was selected as a study note for the SOA exam syllabus.

### RESEARCH PAPERS

- "NAIC Variable Annuity Reform – A Current Primer," The Financial Reporter, March 2019. (*Awaiting publication*)
- "Guidelines for Predictive Modeling in Insurance Applications," SOA Research Report, March 2019. (*Awaiting publication*)
- "ORSA Process Implementation for Internal Stakeholders," SOA Research Report, September 2015.
- "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
- BS (First Class Honors), Applied Mathematics and Statistics, University of Western Australia

