



HEPTA CONSULT

Actuaires Conseils

Bertrange, 16 Novembre 2005

Re : **Closure of accounts and actuarial services**

Dear Madam, Dear Sir,

During its five first years of existence, HEPTA CONSULT has done more than thirty **actuarial reports** for ten different companies, covering that way more or less all types of products offered in the market. This is a breeding ground for experience which allows us to constantly improve the efficiency of our methods and our know-how, and which, given the stability of our team, helps us to maintain our tariffs at a really competitive level. One day of service is on average billed at 800 EUR plus VAT.

In that context some companies have entrusted us with the entirety of their actuarial work. Others, who have their own actuarial resources, entrust us with complicated issues and with **work linked to their closure of accounts**. Our objective is always double: on one hand respond to the precise and immediate questions where the answers cannot suffer any delay and on the other hand bring **durable solutions** to avoid that the same questions reappear year by year or at each change of staff in the companies.

Let's remember that one purpose of the actuarial report is to sensitise companies to long term **risk management** parameters. Going beyond a response to the legal obligations, we do therefore establish actuarial reports by focussing attention on the risk management questions, the profitability and therefore the timelessness of the activities of the companies.

Do not hesitate to contact us if you have immediate needs linked to your actuarial report relating to the current year or other pressing technical questions.

Furthermore we would like to **present you occasionally our different services** and their aim as compared to the objectives of the daily administration, the control and the monitoring of the activities.

In the **EDP area**, our recent experiences have resulted in a new vision and definition of the roles based on a separation between the command of life insurance aspects and the EDP performance. We would like to show you concretely how we work, with which EDP company and what is our offer in this area, this to avoid all confusion on your side with solutions that we have used so far.

Please do not hesitate to call me if you have questions or to contact Jean-Leon Meunier, our Managing Director, whom you may reach by phone under the number 263 179 - 21 or by mail under the address jl.meunier@heptaconsult.lu

With kind regards

Carlo Mersch
Business Development Consultant