













Applying the revenue recognition model to insurance contracts: an example

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Fact pattern: annuity

- 1. 4 policyholders
- 2. Single premium 250, 1 Jan X1
- 3. Annuity benefit 100 every 1 Jan, starting X1
- 4. Expected deaths: 1 each year for 4 years
- 5. No lapse, no acquisition costs, no running costs, no margin
- 6. Discount rate 0%, no investment income





	X1	X2	X3	X4
Revenue	400	300	200	100
Policyholder	400	300	200	100
benefits				
Profit	0	0	0	0





Summary of performance obligations

Policyholder	X1	X2	X3	X4
А	50	50	50	100
В	50	50	150	
С	50	200		
D	250			
Total	400	300	200	100





	X1	X2	X3	X4
Revenue	400	150	350	100
Policyholder	400	300	300	100
benefits				
Profit	0	(150)	50	0





Case 3: Policyholders survive even longer

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	X1	X2	X3	X4
Revenue	400	150	250	200
Policyholder benefits	400	300	300	200
Onerous test		50	(50)	
Profit	0	(200)	0	0





	X1	X2	X3	X4
Revenue	400	450	150	0
Policyholder	400	300	100	0
benefits				
Profit	0	150	50	0





Final thoughts

- 1.Pooling
- 2.Only one moving part in this example
- 3.Tracking



