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# The Economic Impact and ROI of AI/ML Adoption in Life and Annuity Actuarial Functions

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# ARTICLEINFO

# ABSTRACT

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Artificial Intelligence (AI) and Machine Learning (ML) enable the adoption of AI and ML in actuarial functions to revolutionize the life and annuity insurance industry by enhancing risk assessment and policy pricing and also offering improvement of operational efficiency. Traditional actuarial models use historical data and rule-based approaches, which are, in most cases, not flexible or accurate in terms of prediction. Using AI-powered tools like deep learning, natural language processing, and predictive analytics, insurance companies can better use large datasets for fraud detection, new policy offers, and better decision-making. In addition, automated underwriting and AI-based claims management make processes easier and, therefore, cheaper and better for customer experience. Also, AI has helped in integrating the dynamic pricing models which change as the risk factor changes in real time. Nevertheless, responsibilities posed for responsible AI adoption remain unmet as some of them are data privacy model interpretability, concerns, regulatory constraints, and ethical considerations. This study discusses how AI/ML is utilized in actuarial science, assesses the savings potential and effect on efficiency, and outlines methods for measuring ROI for such methods.

**Keywords**—Artificial Intelligence (AI), Machine Learning (ML), Life Insurance, Annuity, Actuarial Functions, Risk Assessment, Return on Investment (ROI)

#### Introduction

Integrating AI and ML into actuarial functions is providing efficiency in the life and annuity insurance industry in by assessing risk, pricing policies, and improving the efficiency of the operations. Historical data, statistical techniques and expert judgment on which to base future liability estimates as well as premium structure have been the traditional crux for actuarial modeling [1]. But now that large-scale data are becoming available computers are getting more powerful, and insurance products are becoming more complex, more sophisticated methodologies become necessary. Actuarial practices and decision-making processes

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can be transformed by AI/ML-driven approaches that give insurers the ability to analyze big data, uncover hidden patterns and improve predictive accuracy.

The adoption of AI/ML in actuarial functions for life and annuity products provides significant economic value in the form of lower costs, automation of processes and better detection of fraud. The use of an automated underwriting system powered by AI reduces policy approval time dramatically without lowering the accuracy and remaining compliant with the regulatory frameworks [2]. Additionally, AI-based anomaly detection methods will prevent fraud by trapping erratic patterns in claims data thereby cutting financial losses, as well as ensuring actuarial projections are reliable. These technologies help insurance in increase efficiency, lowering operational costs and enhance financial profitability. Besides the economic efficiency, AI also gives insurers the ability to develop personalized and dynamic pricing models that are based on the risk profile of the insurance-taking individual, as well as his or her lifestyle and behavioral data [3]. In contrast to AI-driven risk assessment, which makes use of real-time data from sources such as wearable devices. electronic health records. and socioeconomic determinants of health, traditional actuarial approaches rely on static mortality and morbidity tables. The advantages of this personalization not only help to stratify risk but also deliver better customer engagement through the provision of more accurate and customized financial solutions for policyholders [4][5]. Chatbots and virtual assistants powered by AI provide another layer of optimization to client interactions by offering instant policy suggestions and claims assistance, which boosts customer happiness and loyalty.

The implementation of AI/ML in actuarial functions comes with multiple barriers in addition to their proven benefits. Insurers face important challenges because data privacy issues exist alongside the need for explanations of models and regulatory demands and standard integration of AI with existing insurance systems [6]. Actuaries who work in traditional structured authorities follow strict regulatory rules that need both transparency and risk assessment accountability. AI models need to undergo complete validation tests to guarantee standardized compliance with fairness and reliability requirements. Widespread AI implementation meets resistance because companies must overcome large upfront expenses for technical systems along with the training costs of their personnel.

AI/ML implementation brings significant economic benefits to the actuarial domain so it becomes essential to determine its ROI [7]. The combined analysis of AI-generated cost savings and operational efficiency heightening due to better risk assessments and increased revenue development gives a complete financial sustainability outlook for the long run.

The paper organizes its information into the following sections: Section I describes AI/ML applications in actuarial functions. Section II reviews key AI/ML techniques in actuarial science. Section III analyzes how AI/ML tools affect operational speed as well as financial expenses and security management protocols. The section devoted to ROI measurement and challenges appears in the document's fourth part. The paper examines future trends before it reaches its conclusion through key insights.

# AI/ML In Actuarial Functions: An Overview

AI usage in actuarial science has become increasingly prevalent because it dramatically influences the insurance field [8]. Machines and data analysts use data analysis methods and ML algorithms to develop better risk evaluation models for actuaries. The enhanced capability to deal with large data sets makes it possible for actuaries to automate insurance underwriting and claims handling and to improve client experiences while giving valuable information to insurers for improved strategic decision-making. AI can create new traditional actuarial practices and tailored solutions for single customers.

# A. Key AI/ML Techniques Used in Actuarial Science:

A major improvement in risk assessment has resulted from actuarial science's use of AI and ML [9]; price model structures, fraud identification systems, and customer understanding methods make up the key areas of AI/ML implementation. A subset of AI/ML techniques which are used in actuarial science follows below:

# 1) Predictive Modeling for Risk Assessment

The analysis of actuarial professionals relies on decision trees and random forests and neural networks as ML algorithms [10], Companies use historical data as the basis to forecast future risks. Insurance models are used for developing prices of products and forecasting claims alongside loss reserve evaluations.

# 2) Natural Language Processing (NLP) for Policy Analysis

In addition to claims data and customer reviews, actuaries may assess vast volumes of unprocessed text data found in policy papers using NLP techniques. The process allows analysts to obtain important findings which enables both automated underwriting decisions in addition to better compliance with regulations.

# 3) Automated Underwriting and Claims Processing

The underwriting process powered by artificial intelligence relies on machine learning models for risk assessment of applications through the evaluation of credit history and similar factors [11], medical records, and behavioral patterns. AI-based technology automation in claims processing serves two purposes: it substitutes human labor with automated document analysis and performs claim authentication functions.

# 4) Customer Segmentation and Personalization

The customers are segmented using demographic, behavioral, and purchasing pattern data by the clustering algorithms k-means and hierarchical clustering. Insurers gain the ability to deliver customized insurance policies combined with focused marketing campaigns through this technique.

# 5) Predictive Modelling for Risk Assessment

The methods of predictive modeling assist actuaries in anticipating the risks and uncertainties that may impact their profession [12]. Key techniques include:

- Supervised Learning Algorithms: Algorithms such as DT, RF, and GBM [13], and Using SVM support the prediction of policyholder actions as well as death rates and future claim probability assessment.
- Generalized Linear Models (GLMs): Insurance pricing strategies, together with risk assessment, heavily utilize this approach [14]; through GLM techniques, actuaries establish relationships between characteristics of their insured base and the levels of their risk exposure.
- **Neural Networks and Deep Learning:** RNNs and CNNs are both used in complicated risk predictions that enable the examination of a variety of multidimensional datasets.

# 6) AI-Driven Mortality and Longevity Analysis

The accuracy of projecting mortality and longevity shapes the core operations in actuarial fields. The traditional actuarial mortality models obtain improvements through AI-based techniques when they incorporate:

- Survival Analysis Models: Cox Proportionate Risks To examine lifespan trends, computer algorithms improve Kaplan-Meier estimators and models.
- **Reinforcement Learning (RL):** Incumbent longevity prediction models reach optimal accuracy because they use new data to enhance their risk analysis through continuous learning modifications.



• **Time Series Forecasting:** LSTM networks use past mortality data to estimate future trends in conjunction with ARIMA models.

# 7) AI for Underwriting Automation

The combination of AI and ML technology automates data assessment and decision procedures for underwriting operations:

- Natural Language Processing (NLP): Relevant information is extracted by NLP algorithms from unstructured data sources, including legal papers, medical records, and claim forms.
- **Optical Character Recognition (OCR):** OCR technology digitizes paper-based records, enabling automated underwriting with minimal manual intervention.
- **Fuzzy Logic Systems:** These systems enhance decision-making by incorporating approximate reasoning and handling uncertainty in risk assessment.

#### Impact Of Ai/Ml Adoption

The recent development in wireless technologies and the growthing interest in digitalization and its opportunities have rapidly increased the amount of data in industrial applications. These data offer enormous potential for value creation. In particular, applications based on the Industrial Internet and IoT are becoming ever more popular in industry, which has created a huge demand for more efficient ways of utilizing data (Da Xu et al. 2014). In general, the value gained from digitalized asset management services is usually dependent on one or more of the following aspects: faster, more inexpensive, and more com-prehensive data collection; faster and real-time data analytic technologies; better opportunities to combine data from differ-ent sources; and better data availability.

Digitalization provides considerable opportunities for asset management. It enables better management of life-cycle infor-mation and better availability of sensor, equipment, and process information for the various stakeholders. Therefore, the potential new value could be in real-time optimization and predictive maintenance. Conversely, the lifetime of digitalized products and services is often much shorter than that of physical assets.

This is a challenge, because companies have to prepare for new kinds of maintenance, replacement, and modernization.

Asset management services can be divided into four distinct categories (Figure 1).

Artificial intelligence has advanced significantly in the insurance industry's operational environment [13]. The impact of AI's introduction is particularly evident in some tasks, such as underwriting, where Big Data and AI allow for more precise analysis of risk assessments. In the long run, this will assist the industry in pricing a product that is closer to reality. The days of basing pricing only on a mortality or morbidity table are long gone. These days, robots can discern patterns and other little details, enabling insurers to evaluate risk in a practical manner [14]. Insurers are also using AI to automate repetitive tasks using machines so they may concentrate on their core competencies. This will increase efficiency without human mistakes and result in more cost savings. The introduction of artificial intelligence will have a partial impact on some industry activities and units, while it can completely merge with others.

# A. Operational Efficiency and Cost Savings

The 21st century has seen the rise of AI as a crucial industrial integration point as it transforms company operations and service delivery strategies [15]. Automation from artificial intelligence is causing significant changes in the financial services industry as well as many other sectors. Banking institutions, insurance companies, and investment centers are increasingly implementing AI technology to enhance operations, save costs, and provide better customer service [16]. AI-driven automation is the use of robotic process automation in conjunction with artificial intelligence technologies like as machine learning and natural language processing to carry out tasks that were previously completed by human workers. These responsibilities range from straightforward administrative work to intricate decision-making procedures. Within the financial services industry [17], The accuracy-focused information technology system has robust automation capabilities. The application of AI technology in the financial services sector has several financial benefits. Institutions' operational efficiency and production levels are enhanced when they can analyze large data volumes quickly and accurately. Because machine-based procedures need lesser amounts of labor than human labor rates, automation lowers costs. By decreasing human error, artificial intelligence improves operational dependability and increases the precision of financial operations.

#### B. Claims Management and Fraud Detection

The use of ML illustrates how crucial it is to combat health claim fraud. The rising cost of healthcare services may have an impact on payers' and providers' financial viability and service affordability [18]. Consequently, it is imperative to use ML to identify fraudulent instances among the thousands of claims that are filed every day [19]. Thus, the goal of this research is to develop a machine-learning model that can identify fraud using data that has been labeled as either fraudulent or not. In order to identify healthcare insurance fraud, the project aims to develop supervised machine learning and deep learning models that examine labeled data (with or without fraud). Better system monitoring and control will be possible as a result of future dangerous possible fraud situations being discovered either prior to or during the fraud incident. However, the following practices in health reimbursement are not included in their study: mistakes brought on by inadvertent behavior, misuse, bending a rule or regulation, or exploiting the situation when management is not there [22], and corruption, which arises from the misuse of authority with a third party's assistance.

# C. Improved Customer Experience and Engagement

AI has emerged as a powerful partner in modern marketing strategies, revolutionizing how businesses interact, connect, and communicate with their target market [20]. Businesses may enhance their marketing efforts and strategies by using AI's realtime analysis of enormous datasets to get insights into customer trends, preferences, and behavior [21]. A key component of modern marketing that boosts customer satisfaction and engagement is personalization, which is further enhanced by artificial intelligence algorithms that tailor content and recommendations depending on user data [22]. Prominent businesses illustrate how incorporating AI with marketing can transform the sector [23]. Trend Hub saw a notable increase in customer interaction as a result of using Chat GPT-powered chatbots. TravelXcite became a well-known worldwide travel firm by utilizing AI to offer customized trip advice services for brand promotion. Due to AI's ability to innovate, brand marketing experiences sustained improvements in interactions that ultimately lead to meaningful connections with their audience.

# Measuring Roi Of Ai/Ml In Actuarial Functions

The actuarial field significantly changes through AI and ML technology that enhances predictive accuracy, conducts complex calculations, and performs better risk assessment [24]. Become essential to understand the Return on Investment (ROI) of AI/ML adoption in actuarial processes both for future benefits and current justification purposes. **A. Key Metrics for Measuring ROI:** 

In Table I, the metrics used to evaluate ROI in actuarial functions include cost reduction together with accuracy improvement, time efficiency, revenue growth, regulatory compliance and customer satisfaction. The business benefits from AI/ML solutions become apparent through better

decisions

while

risk

evaluation



increasing

operational speed and boosting organizational output [25]:

# 1) Cost Reduction

AI/ML can automate repetitive tasks, reducing the time and labor required for actuarial analysis. By minimizing manual efforts, companies can cut operational expenses related to staffing, data processing, and model development [26]. The ROI can be assessed by comparing pre-and postimplementation costs.

# 2) Accuracy Improvement

Conventional actuarial models may miss intricate patterns since they rely on statistical methods and historical data. AI/ML algorithms can enhance predictive accuracy, leading to better risk assessment, pricing models, and claims predictions. Higher accuracy directly translates to fewer mispriced policies and reduced losses.

# 3) Time Efficiency

AI/ML significantly speeds up data processing and modeling, reducing the time needed for actuarial tasks. Faster risk evaluations, fraud detection, and claims assessments allow insurers to respond promptly, improving overall efficiency. Measuring the time saved and its impact on decision-making can indicate ROI.

# 4) Revenue Growth

By leveraging AI/ML for dynamic pricing and personalized policy recommendations, insurers can attract more customers and improve customer retention. Enhanced underwriting models help optimize risk selection, increasing profitability. ROI can be measured by evaluating revenue growth attributable to AI-driven insights.

# 5) Regulatory Compliance and Risk Mitigation

AI/ML models assist in maintaining compliance with evolving regulatory requirements by providing automated reporting and fraud detection mechanisms [27]. Reducing regulatory penalties and mitigating risks related to fraudulent claims contribute to measurable ROI.

# 6) Customer Experience and Satisfaction

AI-powered chatbots, predictive analytics, and automated claims processing enhance customer interactions, leading to higher satisfaction and loyalty. Measuring customer retention rates and satisfaction scores can provide insight into the value added by AI/ML.

Aspect	Description	Key Metrics for ROI Measurement		
Cost Reduction	Automating actuarial tasks reduces labor	Pre- and post-implementation cost		
	costs and operational expenses.	comparison, reduction in staffing costs.		
Accuracy	AI/ML enhances predictive accuracy,	Reduction in claim discrepancies,		
Improvement	leading to better risk assessment and	mispriced policies, and underwriting		
	pricing models.	errors.		
Time Efficiency	Faster risk evaluation and claims	Time saved in actuarial analysis, faster		
	processing improve operational efficiency.	decision-making metrics.		
Revenue Growth	Dynamic pricing and AI-driven insights	Increase in policy sales, customer retention,		
	increase policy sales and profitability.	and revenue growth percentage.		
Regulatory	AI assists in fraud detection and automated	Reduction in regulatory fines and improved		
Compliance	reporting for compliance adherence.	compliance adherence scores.		
Customer	AI-powered tools enhance customer	Customer retention rate, Net Promoter		
Experience	satisfaction and engagement.	Score (NPS), and customer satisfaction		
		ratings.		

TABLE I. MEASURING ROI OF AI/ML IN ACTUARIAL FUNCTIONS

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#### B. Challenges in Measuring ROI

- **Data Quality and Integration:** AI models require high-quality data, and poor data integration can affect results [28].
- **Implementation Costs:** The initial investment in AI/ML tools, infrastructure, and training can be significant [29].
- Interpretability of AI Models: Actuaries and decision-makers may find complex ML models challenging to interpret, impacting adoption.
- **Regulatory and Ethical Concerns:** AI must be deployed responsibly to avoid biases and ensure compliance with industry regulations.

It allow systems to interact with each other over the network, typically using web services [84]. Most modern web APIs comply with the REST architectural style [74], being referred to as RESTful web APIs. RESTful web APIs [95] Provide access to data and services by means of create, read, update, and delete (CRUD) operations over resources (e.g., a video in the YouTube API [50] or a playlist in the Spotify API [44]). RESTful APIs are ubiquitous in the modern-day society: public institutions such as the American government [3] expose their existing assets as a set of RESTful APIs; software companies such as Microsoft [29] and Netlix [30] base many of their systems communications on their RESTful APIs; even non-software companies such as Marvel [28] provide APIs for developers to build applications on top of them. The importance and pervasiveness of web APIs is also lacted on the size repositories of popular API such as ProgrammableWeb [37] and RapidAPI [38], Which currently index over 24K and 30K APIs, respectively.

#### Literature Review

This study examines the economic impact and ROI of Machine Learning and Artificial Intelligence in

actuarial functions, assessing their financial benefits and overall influence on economic efficiency.

Snigdhya, Uddin and Dipu (2024) examined the role of AI and ML in healthcare using implications for actuarial models and predictive analytics in Lagos State, Nigeria. Four research questions guided the study. The descriptive survey research design was adopted for this study. The population of this study comprised all the healthcare professionals in Lagos State University Teaching Hospital (LASUTH) and all actuarial managers from the 27 insurance companies in Lagos State, Nigeria [30].

Shamsuddin, Ismail and Nur-Firyal (2023) offer a useful framework for forecasting prospective life insurance policyholders through the use of data mining techniques using various sampling techniques to facilitate the shift to sustainable growth in the life insurance sector. A number of sample strategies are suggested to deal with the dataset, unbalanced including the Synthetic Minority Over-sampling Technique, Randomly Under-sample, and ensemble (bagging and boosting) approaches. According to the results, the decision tree performs the best in terms of ROC, whereas Naïve Bayes appears to be the best in terms of balanced accuracy, F1 score, and GM comparability [31].

Aleksandrova, Ninova and Zhelev (2023) investigate the potential applications of AI in insurance, financial regulation, and the financial industry. The study team concentrates on these topics since the primary goal of this review is to offer a thorough overview and close any gaps in the literature about the application of AI in banking, insurance, and financial control from an economic standpoint. They give a thorough rundown of how AI is being used in banking, insurance, and financial control, pointing out important problems along the way and demonstrating how AI and the growth of these industries are related [32].

Zhang and Wei (2022) explain the discrepancies in earlier research and discuss three explanations using



a basic analytical framework for the ICT-economicenvironmental nexus. A biased assessment of the consequences of ICT will result from neglecting the pertinent system and its interaction effects, it finds. This approach clarifies why most of the literature currently in publication is inconsistent and incommensurable. The direct, indirect, and rebound impacts of ICTs on the economy and environment are also illustrated, along with indices of economic and environmental systems [33].

Ahmed et al. (2022) studied the literature on finance-related artificial intelligence (AI) and machine learning initiatives. They gathered 348 articles from journals included in the Scopus database that were published between 2011 and 2021 using a bibliometric technique. The data was analyzed using many software programs, including Excel, VOS Viewer, and Rstudio. The most active scientific players were depicted according to country, institution, source, and document [34].

Yego, Kasozi and Nkurunziza (2021) performed a two-stage evaluation of ML classifiers. Using data from the 2016 Kenya FinAccess Household Survey, eight machine learning models were evaluated in Phase I for their ability to forecast insurance adoption. Using the 2019 Kenya FinAccess Survey data, Household four deep-learning classifiers were tested against random forest and XGBoost in Phase II, building on Phase I. The random forest model that was trained using oversampled data demonstrated the best results in terms of accuracy, precision, and F1 score. Random forest also had the largest area under the receiver operating characteristic curve, suggesting it was the most reliable model for forecasting insurance uptake [35].

Table II provides a comparative summary of key literature on AI/ML adoption in actuarial functions, highlighting focus areas, key findings, challenges, and contributions to the field.

Study	Focus Area	Objectives	Data Source	Key	Research Gaps	Tools Used
				Findings	Identified	
Snigdhya,	AI & ML in	To examine	Healthcare	Highlights	Limited	Survey-based
Uddin &	healthcare for	the role of	professionals	the	research on	study
Dipu (2024)	actuarial	AI/ML in	(LASUTH) &	significance	AI's practical	
	models and	actuarial	actuarial	of AI/ML	implementatio	
	predictive	models and	managers (27	in actuarial	n in actuarial	
	analytics	predictive	insurance	models and	healthcare	
		analytics in	companies in	predictive	models	
		healthcare	Lagos,	analytics in		
			Nigeria)	healthcare		
Shamsuddin,	Predicting life	To explore	Imbalanced	Decision	Need for more	Decision
Ismail &	insurance	data mining	life insurance	tree	advanced	Tree, Naïve
Nur-Firyal	policyholders	techniques	dataset	performed	ensemble	Bayes,
(2023)	using data	for predicting		best (ROC),	techniques for	SMOTE,
	mining	life insurance		while	improving	Bagging,
		policyholders		Naïve	insurance	Boosting
		and handling		Bayes	prediction.	
		imbalanced		excelled in		
		datasets		balanced		

TABLE II. SUMMARY OF LITERATURE REVIEW BASED ON ECONOMIC IMPACTS AND ROI

Study	Focus Area	Objectives	Data Source	Key	Research Gaps	Tools Used
		,		Findings	Identified	
				accuracy,		
				F1-score,		
				and GM		
				comparison		
Aleksandrov	AI	To provide a	Various AI	Highlights	Gaps in	Literature
a, Ninova &	implementatio	comprehensi	applications	key issues	economic	review
Zhelev	n in finance,	ve review of	in finance	in AI	impact	approach
(2023)	insurance, and	AI	and	adoption,	assessment of	
	financial	applications	insurance	relationshi	AI in finance	
	control	in finance		ps between		
		and insurance		economic		
				sectors and		
				AI		
Zhang &	ICT-	To analyze	Economic	Found that	Inconsistency	Economic
Wei (2022)	economic-	the ICT-	and	ignoring	in previous	and
W CI (2022)	environmenta	economic-	environment	interaction	ICT impact	environment
		environment	al indices	effects	studios	al modeling
	THEXUS	al	ai mulees	shows ICT	studies	ai modering
		relationship		avaluations		
		relationship		· identified		
				, identified		
				indirect		
				and		
				allu rohound		
				offooto		
Abmod at al	AI & MI in	To identify	349 articlas	Identified	Inch of	PStudio
	finance	trondo and	(2011 2021)	kov		VOS Viewer
(2022)	iniance	kov	(2011–2021)	countries	AI model	Fycel
		contributors	database	institutions	efficiency in	LACCI
		in AI/ML	Catabase	and	finance	
		finance		authors in		
		research		AI/MI.		
		100001011		finance		
				research		
Yego, Kasozi	Machine	To compare	2016 & 2019	Random	Need for	Random
&	learning in	machine	Kenya	Forest	further	Forest,
Nkurunziza	insurance	learning	FinAccess	showed the	validation	XGBoost,
(2021)	uptake	models for	Household	highest	using different	Deep

Study	Focus Area	Objectives	Data Source	Кеу	Research Gaps	Tools Used
				Findings	Identified	
	prediction	predicting	Survey data	accuracy,	insurance	Learning
		insurance		F1-score,	datasets	Models
		uptake		and AUC		
				for		
				insurance		
				uptake		
				prediction		

# **Conclusion And Future Work**

The insurance sector has been transformed by the incorporation of AI and ML in actuarial activities. This has led to improvements in risk assessment, automation of underwriting and claims processing, and an overall better customer experience. Predictive modeling, automated fraud detection, and natural language processing are just a few examples of AIdriven approaches that have greatly improved operational efficiency and precision. Saving money, better client retention, and optimized risk models are all monetary benefits of AI adoption. New advancements in AI evaluation methods have emerged, yet data quality issues and regulatory hurdles, along with high initial expenses, act as substantial obstacles to complete market use. The growth of AI applications in actuarial science depends on maintaining complete openness as well as unbiased judgment systems in AI decisions. The actuarial functions have gained better performance through AI, although major obstacles remain because of training data biases alongside regulatory conditions and the requirement for regular model maintenance. Research should direct itself toward the creation of clear AI models while working to resolve regulatory problems as well as strengthening data safety to develop trust in AI-empowered actuarial practices. Future investigations need to examine AI models that unite classical actuarial tactics with ML technology for the purpose of boosting accuracy alongside reliability. Regulatory bodies, along with stakeholders, will require explainable AI (XAI) to develop trust in

automated systems. The insurance industry needs strategic AI-driven actuarial investments to sustain growth through proper compliance with ethical standards and regulations in the regulated insurance sector.

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