

**GENERAL INSURANCE PRICING SEMINAR**  
**13 June 2008, Royal College of Physicians, London**

<b>09.00</b>	<i>Registration and Coffee</i>	<b>13.40</b>	<b>Workshop Session C</b>
<b>09.30</b>	<b>Chairman's Welcome and Introduction</b> <i>Duncan Anderson, EMB</i>		<b>C1 Estimating the Predictive Distribution for Risk Premiums Using Bootstrapping</b> <i>Derek Bain, Axa</i>
<b>09.40</b>	<b>How Do You Solve a Problem Like Flood?</b> <i>Simon Black, Norwich Union</i>		<b>C2 Principles of Non-Proportional Reinsurance Pricing</b> <i>Tom Wright, Deloitte</i>
<b>10.15</b>	<b>Workshop Session A</b>		<b>C3 Conflicting Objectives – Putting Commercial Lines Pricing in Context</b> <i>David O'Connor, Towers Perrin</i>
	<b>A1 Integrating ICAs and Pricing</b> <i>JB Crozet, Pricewaterhouse Coopers</i>		<b>C4 Pricing Issues for Financial Institutions</b> <i>Mark Flower, Aon</i>
	<b>A2 Personal Lines Pricing – Challenges in International Business</b> <i>Karl Bedlow, RBS Insurance</i>	<b>14.40</b>	<b>Workshop Session D</b>
	<b>A3 Practical pricing for Commercial Lines – An Introduction</b> <i>Martin Cross</i>		<b>D1 ISO Industry Data – How it Works in the US and What Might be Done in the UK</b> <i>Beth Fitzgerald, ISO</i>
	<b>A4 What do London Market Actuaries Price?</b> <i>Wendy Russell, Catlin and Ana Mata, MatBlas</i>		<b>D2 Predictive Modelling for Commercial Lines</b> <i>Jim Guszczka, Deloitte</i>
<b>11.15</b>	<i>Morning Coffee</i>		<b>D3 Developments in Price Optimisation</b> <i>Stephen Jones and Tony Lovick, EMB</i>
<b>11.35</b>	<b>Workshop Session B</b>		<b>D4 London Market Pricing in the Soft Market</b> <i>Sanjiv Chandaria, Watson Wyatt</i>
	<b>B1 The Gender Directive – Age discrimination &amp; Free Market Pricing Issues</b> <i>Nathan Williams, Royal &amp; SunAlliance</i>	<b>15.40</b>	<i>Afternoon Tea</i>
	<b>B2 Demand Modelling in Personal Lines</b> <i>James Tanser, Watson Wyatt</i>	<b>16.00</b>	<b>Workshop Session E</b>
	<b>B3 Applying GLMs to Pricing London Market and Commercial Lines</b> <i>Ryan Warren, Watson Wyatt</i>		<b>E1 Capital Allocation in Pricing</b> <i>Martin Cairns, EMB and Buu Truong, ACE</i>
	<b>B4 Trends in Pricing, What People are Doing Differently Today</b> <i>Vincent Branch, PricewaterhouseCoopers</i>		<b>E2 Price Optimisation – A European Case Study</b> <i>Mark Airey and Francisco Gomez-Alvado, Towers Perrin</i>
<b>12.35</b>	<i>Lunch</i>		<b>E3 Understanding the Customer Value Chain</b> <i>Mike Brockman, EMB</i>
			<b>E4 Marine Hull Pricing</b> <i>Tom Jowett, Swiss Re</i>
		<b>17.00</b>	<b>Close</b>