

Joint Regional Seminar 2014

The Future of Insurance

Hong Kong, Beijing, Taipei, Bangkok & Singapore (23 Jul - 1 Aug)

Organized by:



Institute
and Faculty
of Actuaries



China Region Committee

Co-sponsored with:



Actuarial Institute of
Chinese Taipei



ACTUARIAL SOCIETY
HONG KONG
香港精算學會



SINGAPORE
ACTUARIAL
SOCIETY



中国精算师协会
China Association of Actuaries



The Society of Actuaries of Thailand

The Future of Insurance

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OBJECTIVE

Jointly organized by the Actuaries Institute Australia, Institute & Faculty of Actuaries, and Society of Actuaries (China Region Committee) with the support of local actuarial bodies, this Joint Regional Seminar is designed to assist actuaries and other professionals in meeting CPD requirements.

THE SEMINAR

Actuaries have been practicing in the insurance field for years, taking key and active responsibilities on product pricing, financial reporting and lately risk management. With the evolvement of the insurance business, companies are facing technological advancements, thinner margins, increasingly difficult distributions, and harder-to-please customers. In this intense competition, how can we strive for a market share because of an edge we know, but others don't? As an actuary, how do we stay on the forefront to meet the ever-changing needs of the business and to fuel growth for our organizations?

We often spend a lot of time talking about the future of the profession – but having a conference that helps actuaries to think about how we can better play an expanded role in driving business strategies and development is both a positive message and a rather practical one in today's environment. Hence we have crafted a conference on the theme of **The Future of Insurance** in the hopes of helping actuaries participate in shaping the next stage of our path, both for the profession and for the industry.

CPD

The Joint Regional Seminar qualifies for (Actuaries Institute Australia/ IFoA/ SOA/ ASHK) Continuing Professional Development (CPD). Actuarial members may find it a useful contribution to their personal professional development. The amount of hours recorded is left to the discretion of the individual.

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VENUE

Hong Kong 23 July 2014

Hyatt Regency Hong Kong

Regency Ballroom, 18 Hanoi Road, Tsim Sha Tsui, Kowloon, Hong Kong

Beijing 24 - 25 July 2014

The Presidential Beijing

No.9 Fuchengmenwai Road, Xicheng District, Beijing, 100037, China

Taipei 28 - 29 July 2014

Room 201, NTUH International Convention Center,

No.2, Xuzhou Road, Zhongzheng District 100, Taipei, Taiwan

Bangkok 30 July 2014

Landmark Hotel Bangkok

Ballroom, 7th floor, 138 Sukhumvit Road, Klongtoey, Bangkok 10110, Thailand

Singapore 31 July - 1 Aug 2014

Pan Pacific Singapore

7 Raffles Boulevard, Marina Square, Singapore 039595

ATTIRE

Business casual attire is recommended for this seminar.

CONTACT INFORMATION

Individuals who wish to travel to any of the 5 locations for the seminar may contact the following persons for detailed seminar information and registration form:

Beijing

Ms. Yang Ting - China Association of Actuaries

Tel: (86) 10 6655 5898 Fax: (86) 10 6655 5884 Email: yt@e-caa.org.cn

Hong Kong

Ms. Tiffany Wong - Actuarial Society of Hong Kong

Tel: (852) 2147 9419 Email: actsoff@netvigator.com

Taipei

Ms. Emily Lye - Actuaries Office in Hong Kong

Tel: (852) 2147 9420 Email: actuaries@biznetvigator.com

Bangkok

Ms. Rattiya Singlor - Society of Actuaries of Thailand

Tel: (66) 2640 7765 Fax: (66) 2640 7799 ext 7765 Email: rattiyas@mittare.com

Singapore

Ms. Patsy Lau - Singapore Actuarial Society

Tel: (65) 9647 7577 Email: patsy@actuaries.org.sg

Speakers

Will Halley

Assistant Director, Moody's Analytics

Will is an assistant director in Moody's Analytics. Will joined Barrie & Hibbert's modeling services team in Edinburgh before moving to the company's Hong Kong office as a Solutions Specialist, serving clients in the Asia-Pacific region for the past 2 years. Formerly a Performance and Risk Manager at Alliance Trust Asset Management, Will has an MSc in Applied Mathematics from Heriot Watt University, a BSc in Mathematics from University Edinburgh and is a CFA charter holder.

Alex Korogodsky

Executive Director of Financial Services Practice, Ernst & Young

Alex is the Executive Director in the Financial Services practice of EY based in the firm's Hong Kong office. Brings with him over 20 years of leadership experience in mature and emerging markets as a consulting leader and an operations executive. Prior to joining EY in Hong Kong he ran the firm's practice in Eastern Europe/CIS and led Actuarial Transformation® offering at the firm's New York office. He also served as a COO and the Board member for a Life and General Insurance Group and was a Operations & Technology Director for a major Financial Services company in the US. Alex focuses on predictive modeling and advanced analytics and use of "big data" for agency, churn, CLTV, treatment, underwriting, and anti-fraud applications, advanced business intelligence and visualization, and complex risk- and actuarial transformations and optimization for key actuarial processes (e.g., pricing, valuation, planning and forecasting, EV, economic capital, Solvency II)

Sam Morgan FIAA Milliman

Sam is the Director of Modeling Solutions for the Greater China, South East Asia and India regions. Sam has recently made the move to Hong Kong having previously held the position for the French and Spanish markets since joining Milliman in 2008. Sam has over 15 years' experience primarily focused on financial modelling, asset and liability management (ALM) and risk and capital management having advised life insurance companies in these areas in both Europe and Asia. Prior to joining Milliman, Sam worked for Deloitte in France, the UK and Australia. Sam graduated from Macquarie University in Sydney with Bachelor of Commerce and a Bachelor of Applied Finance and is a Fellow of the Actuaries Institute Australia.

Dr Dirk Nieder FSA Vice President, Gen Re

Dr. Dirk Nieder is Vice President of Gen Re and heads up the Far East unit, which consists of Japan and Korea. He has more than 20 years of experience in the life reinsurance industry, including overseas assignments in Singapore and Tokyo, chairing Gen Re's Competence Centre for Long Term Care and responsibility for the product management unit of Gen Re in Cologne. Dirk has worked with direct companies in a variety of Asian markets on the successful introduction of innovative insurance products such as multi-pay cancer products, Long Term Care products and a product for applicants with a cancer history. Dirk holds a doctorate in mathematics from the University of Cologne, he is a fellow of the Society of Actuaries and a graduate of the London Business School.

Speakers

David O'Sullivan **Director, Swiss Re**

David O'Sullivan is a Director responsible for High Growth Market Development and Strategic Initiatives for Swiss Re's Life and Health business in Asia, based in Singapore. David has 25 years experience in the reinsurance and insurance industry in a variety of business development, underwriting and strategic roles that has resulted in him working in over 30 countries in Europe, Asia, Middle East and Africa. He previously was the Head of Life and Health Strategy for Swiss Re in Zurich, the CEO of Swiss Re's life and health business in Africa and Swiss Re's Global Chief Underwriter between 2006-2012.

Marc Sofer FFA, FIAA **Head of Strategic Initiatives, RGA**

Marc Sofer is Head of Strategic Initiatives, North Asia and India, for RGA Reinsurance Company. His responsibilities encompass data analytics, strategic marketing and product development support for RGA's Asian and Indian operations. He also served as Acting Chief Pricing Actuary for Hong Kong and Southeast Asia from June to December 2011. Marc is based in RGA's Hong Kong Branch. Marc, who moved to Hong Kong after working in RGA's Australia office as Group Pricing Actuary, has a wealth of actuarial, risk management and business development experience. Before coming to RGA in 2010, he was with Swiss Re Australia, where he was a Marketing Actuary in Life and Health Client Markets. Prior to that, he was with MBF Australia (now part of Bupa Australia Health Pty Ltd), where he participated in both actuarial and business development work. Before then, he was with Discovery Health South Africa. Marc's Bachelor of Science (BSc) degree in Actuarial Science and Statistics is from Wits University, Johannesburg, South Africa. He is a Fellow of the Faculty of Actuaries (FFA) and of the Institute of Actuaries of Australia (FIAA).

Mark Saunders FIA, FIAI, FSA, FSAS, FSAT **Group Chief Strategy & Corporate Development Officer and a Member of the Group Executive Committee, AIA**

Mark has been working in insurance in Asia since 1989 and has been a resident of Hong Kong since 1994. Prior to joining AIA in 2014, Mark was Managing Director of Towers Watson's Hong Kong business and Asia Pacific Insurance Sector Practice Leader. And before joining Towers Watson's former business, Tillinghast in 1997, he was Asian Regional CEO based in Hong Kong and an Executive Director Board Member of both the international life insurance operations (CMI) of UK-parented insurer (Clerical Medical) and their joint venture in Korea (Coryo-CM). Mark has deep and broad industry experience having held corporate leadership positions in the UK and Asia and consulted to nearly all the leading insurers in Asia over many years in a wide variety of exercises across the value chain to help improve their businesses.

Mark has been the Appointed Actuary for ten insurers in Hong Kong, Singapore and Vietnam. He has also performed mentor roles for Appointed Actuaries new to the role in Asia and carried out Peer Review of Appointed Actuaries' duties for seven insurers in India. He has also provided Independent Actuary opinions for High Court sanctioned insurance business transfers and successful Expert Witness testimonials in the Court of First Instance. Mark has led more than 350 actuarial appraisal value assessments of Asian insurers spanning every major insurance market in Asia and is widely regarded as a leading practitioner in economic value determination, Mergers & Acquisitions and IPOs of insurers in Asia. Mark is a member of various professional, industry, regulatory and government working groups and committees. He is a regular facilitator of training sessions and speaker and chair at conferences and seminars as well as author of numerous articles and papers relating to the Asian insurance industry.

Speakers

Wang Haijing FIA

Senior Manager, Sunshine Life Insurance, Beijing

Hailing is currently Senior Manager at Sunshine Life Insurance in Beijing. She started her career with Aviva in the UK in 2005 before moving on to Ernst & Young, London as an Actuarial Manager and Senior Consultant. Subsequent to that, she took on the role as Solvency II Contractor in London before returning to China last year.

Warwick Young

Chief Financial Officer, Aviva Singapore

Experienced Chief Financial Officer. Managed the ALICO Japan's operation through AIG crisis. Lead presenter in a press conference to report the half yearly results which were impacted by the AIG crisis. Completed the merger of two equal sized companies in Singapore, achieving the required economies of scale from the merged entity. Successful start up entry of Reinsurance Group of America, into the Australian and New Zealand markets achieving a market leading position in new business market share within five years. In excess of twenty year's relevant experience, with formal qualifications in mathematics, actuarial science and management. Responsibilities have included financial control, business and product development, pricing and administration of reinsurance accounts, people management, strategy planning, development of annual business plans, budgeting and forecasting. Recognized presentational skills excellence, proven negotiation and client management skills. Outstanding track record of creating and maintaining business relationships.

24 July 2014 (Day 1)

0830 – 0900	Registration
0900 – 0910	Welcome Remarks Sharon Huang, <i>Joint Regional Seminar Organizing Committee</i>
0910 – 0925	Keynote Speech Mark Freedman, <i>President, Society of Actuaries</i>
0925 – 1010	The future of China's life insurance industry – from the perspective of the transformation of China's insurance distribution mechanism Yang Zhicheng, <i>Deputy Chairman, Sino Life Insurance Company</i>
1010 – 1040	Morning Coffee Break
1040 – 1125	The role of actuary in insurance company's M&A overseas Veronica Wang, <i>Managing Director, Financial Business Group, Fosun Group</i>
1125 – 1210	Product development under current economic and regulation regime Zhao Yuping, <i>General Manager, Actuarial, Sunshine Life</i>
1210 – 1345	Lunch
1345 – 1430	Wellness programs to incentivize healthy behavior, improve engagement and improve profitability (what was that?) Marc Sofer, <i>Head of Strategic Initiatives, RGA</i>
1430 – 1515	The future of insurance sales – to buy rather than to sell Di Sheng, <i>Lead of Business Development, Moody's Analytics</i>
1515 – 1545	Afternoon Coffee Break
1545 – 1630	Learn from the Future with Predictive Analytics Alex Korogodsky, <i>Executive Director of Financial Services Practice, Ernst & Young</i>

25 July 2014 (Day 2)

0830 – 0900	Registration
0900 – 1000	Workshop Developing successful protection products - The past, today and making the future more reliable Dr Dirk Nieder, <i>Vice President, Gen Re</i>
1000 – 1030	Morning Coffee Break
1030 – 1230	Workshop cont'd
1230 – 1240	Closing Remarks <i>Representative from China Association of Actuaries</i>

Registration Form

Joint
Regional Seminar 2014

(Thu - Fri) 24 - 25 July 2014 - Beijing

Personal Particulars

Name in ENGLISH _____

Company in ENGLISH _____

Address _____

Phone _____ Fax _____

Email _____

Preferred name on badge _____

**Register by
11 July!**

Ms. Yang Ting
Tel: (86) 10 6655 5898
Fax: (86) 10 6655 5884
Email:
yt@e-caa.org.cn

☐ Member of actuarial organizations

Name of actuarial organization _____

Please specify status: ☐ Fellow Member ☐ Associate Member ☐ Student Member
(tick "✓" as appropriate)

☐ Non-member

Deadline for registration: 11 July 2014

Registration, Cancellation Policy and Payment Method

☐ RMB 1,200 (includes seminar materials, coffee breaks and a lunch)

Please register by completing this Registration Form and returning by email to **Ms. Yang Ting** at **yt@e-caa.org.cn** or fax to **(86) 10 6655 5884**. No refunds will be made for cancellations after 19 July 2014.

Payment should be settled by bank transfer (please state registrant's full name) on or before 17 July 2014:

Receiver: 中国精算师协会

Bank: 民生银行北京金融街支行

Account no: 0114014210006609

Organized by:

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Actuaries Institute Australia
Society of Actuaries - China Region Committee

Co-Sponsored with:

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