

# General Insurance Pricing Seminar

One-day seminar  
10 June 2014, Hilton Paddington, London

## Programme

09.00 - 09.20	Registration and refreshments	14.00 – 14.50	<b>Workshop Session C</b>
09.20 - 09.30	Chairman's introduction		<b>C1: Pricing Home Business in a Flood Re. Environment</b>
09.30 - 09.40	Transfer to next session		<b>Speakers:</b> Tom Woolgrove, David Rochester, Flood Re., Lloyds Banking Group
09.40 – 10.30	<b>Workshop Session A</b>		<b>C2: Pricing in the Aggregator Channel</b>
	<b>A1: What's the Point of Brokers in a World of (Dis)Aggregation?</b>		<b>Speaker:</b> Ellie Barlow, Zurich
	<b>A2: Pricing Data Strategy in the London Market</b>		<b>C3: GIRO Periodical Payment Orders (PPO) Working Party – Latest Developments and Findings Relevant to Pricing</b>
	<b>Speaker:</b> Mike Hood, Catlin		<b>Speakers:</b> Emma Potter, Peter Saunders, Towers Watson, Swiss Re
	<b>A3: GIRO Third Party Claims Working Party – Latest Developments and Findings Relevant to Pricing</b>	14.50 – 14.55	Transfer to next session
	<b>Speaker:</b> David Brown, KPMG	14.55 – 15.45	<b>Workshop Session D</b>
10.30 – 10.40	Transfer to next session		<b>D1: Telematics, Economics and Driverless Cars</b>
10.40 – 11.30	<b>Workshop Session B</b>		<b>Speaker:</b> Kenny Leitch, RSA
	<b>B1: Four Innovations From Admiral's Past and What they Tell Us about Innovation in Car Insurance (If Anything)</b>		<b>D2: Pricing in the London market - 20 Years On</b>
	<b>Speaker:</b> David Stevens, Admiral		<b>Speaker:</b> David Sanders, Independent Consultant
	<b>B2: Underwriters Are From Mars, Actuaries Are From .... Findings from an Internal Prediction Survey</b>		<b>D3: Predictive Analytics in Counter-Fraud</b>
	<b>Speakers:</b> Joseph Lo, Nita Patel, Aspen		<b>Speaker:</b> Darren McAuley, Tesco Underwriting
	<b>B3: TBC</b>	15.45 – 16.05	Afternoon Tea
	<b>Speaker:</b> TBC	16.05 – 16.55	<b>Workshop Session E</b>
11.30 – 12.00	Morning Tea		<b>E1: Big Data</b>
12.00 – 13.00	<b>Plenary:</b> What is Customer Centricity, and How Do You Know When You've Achieved It?		<b>Speaker:</b> Hugh Kenyon, LV=
	<b>Speaker:</b> Ian Hughes, Consumer Intelligence		<b>E2: "I, Pencil" and its Implications for Pricing</b>
13.00 – 14.00	Lunch		<b>Speakers:</b> Tim Rourke, Ian Thomas, LV=, Ageas
			<b>E3: Title TBC</b>
			<b>Speaker:</b> Mike Brockman, InsureThe Box
		16:55 - 17:00	Seminar close

