

Joint Regional Seminar 2010

Organized by:

Faculty and Institute of Actuaries
Institute of Actuaries of Australia
Society of Actuaries -
China Region Committee



Taipei
9-10 August

Singapore
5-6 August



**"Asset, Liability and
Capital Management:
Where are your risks?"**



Hong Kong
11 August

Bangkok
3-4 August



Beijing
12-13 August



Co-sponsored with:

Actuarial Institute of Chinese Taipei
Actuarial Society of Hong Kong
China Association of Actuaries
Singapore Actuarial Society
Society of Actuaries of Thailand

Joint Regional Seminar 2010

OBJECTIVE

Jointly organized by the Faculty & Institute of Actuaries, Institute of Actuaries of Australia and Society of Actuaries 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

The theme of this year's Seminar is "**Asset, Liability and Capital Management: Where are your risks?**" Handouts will not be distributed on-site. The presentations will be emailed to delegates about 2 weeks before the seminar.

CPD

The Joint Regional Seminar qualifies for (FoA/ IAAust/ IoA/ SOA) 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, but a maximum of 5.7 CPD hours (6.84 SOA CPD units) in total can be credited for the Seminar in Hong Kong.

VENUE - HONG KONG

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

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:

Bangkok	Ms. Patsy Lau Singapore Actuarial Society Tel: (65) 9647 7577 Email: patsy@actuaries.org.sg	Taipei	Actuarial Society of Hong Kong Tel: (852) 2147 9419 Fax: (852) 2147 2497 Email: actsoff@netvigator.com	Beijing
Ms. Rattiya Singlor Society of Actuaries of Thailand Tel: (66) 2640 7765 Fax: (66) 2640 7856 Email: rattiyas@mittare.com	Singapore	Ms. Emily Lye Actuaries Office in Hong Kong Tel: (852) 2147 9420 Fax: (852) 2147 2497 Email: actuaries@biznetvigator.com	Hong Kong	Ms. Hai-yan Zhi China Association of Actuaries Tel: (86) 10 6655 5664 Fax: (86) 10 6655 5884 Email: zhy@e-caa.org.cn

Wed, 11 August 2010, Regency Ballroom, Hyatt Regency Hong Kong

Asset, Liability and Capital Management: Where are your risks?

Program:

CPD OPPORTUNITY!

Delegates can choose to attend any one of the 5 seminar locations shown on the cover.

08:30 REGISTRATION

09:00 Introduction

Welcome remarks from: -

Robert Chen, FIAA, Fortis and Chairman of Organizing Committee and

Sai-Cheong Foong, FIAA, Immediate Past President of Actuarial Society of Hong Kong

09:15 The CERA and wider applications of ERM

Michael McLaughlin, FSA, President of Society of Actuaries

- CERA—syllabus, professionalism, global treaty
- ERM culture and governance
- An ERM case study

09:45 Issues in risk management for an insurer which is part of a diversified financial group – and some practical responses

Jeremy Porter, FIA, HSBC Insurance

- Risk management function in a Bank and an Insurer: similarities, differences, challenges and opportunities
- Market and credit risk management
- Operational risk management
Additional risk management tools / processes
- ICAAP & the Basel II framework

10:30 BREAK

11:00 Insurance Company Investment - Updates on Development of Practices in Asia

Tze Ping Chng, FSA, Ernst & Young

- The investment policy and regulations for major places in Asia (HK, Taiwan, Singapore, China, etc)
- The investment practice of major insurers (e.g., major asset allocation)
- The limitations and opportunities



11:45

Investment solutions for new products with options and guarantees

Craig Turnbull, FIA, Barrie & Hibbert

Global financial crisis and resulting volatility in financial markets prompted customers and hence insurance firms to take a closer look at the long term insurance products with investment guarantees in Asia. For those providers, who have already launched or planning to launch new products with investment guarantees, apart from robust product design and pricing, appropriately managing financial market risk and optimizing returns would be a key criteria for success. Craig will cover

- Common risk transfer strategies deployed by insurers - reinsurance, static hedging and dynamic hedging
- Usages of stochastic models in assessing various strategies, their effectiveness and residual risks
- Insights on the key lessons learnt from common US hedging programs in 2008/09 and why Asian insurers should put in place robust hedging analytics and strategies to avoid unnecessary hedging losses

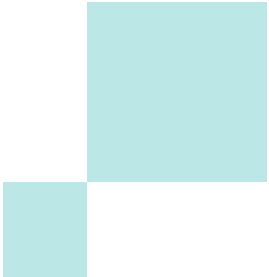
12:30

LUNCH

13:30

Pricing for Risks: Ideals and Reality

Wing Wong, FSA, Milliman Inc

- Review of pricing techniques in practice
 - Pricing practice around the world: Overview of an SoA survey
 - Case studies of impact of pricing techniques chosen
 - Practical considerations
- 

14:15

M&A - What's the Right Price?!

Mark Saunders, FIA, Towers Watson

It seems that everybody thinks that they're an expert and thinks they can value insurance companies. Certainly many parties have a view however actuaries are undoubtedly the best positioned to carry out this task. Yet, actuaries are often pushed into the background. Why is this? In this session Mark Saunders will:

- provoke your thinking and provide some food for thought
- share some interesting and valuable insights into the economic valuations of insurers
- and draw on his leading experience of determining actuarial appraisals of economic values of more than 150 Asian insurers across every major insurance market and intimate involvement in virtually every major insurance M&A deal in Asia for the last dozen or so years.

15:00

BREAK



15:30

Non-financial Risks and Key Learnings

Robert Chen, FIAA, Fortis and Chairman of Organizing Committee

This session will highlight the key learnings and messages from the day's sessions providing food for thought consistent with the seminar's theme for all actuaries to consider as well as cover a short piece on non-financial risks.

16:15

Panel Session

All Speakers

The panel session will provide opportunity to put any questions delegates may have to the full panel of speakers for any or all of them to address specific areas from their presentations or, indeed, any other questions or issues delegates would like to raise.

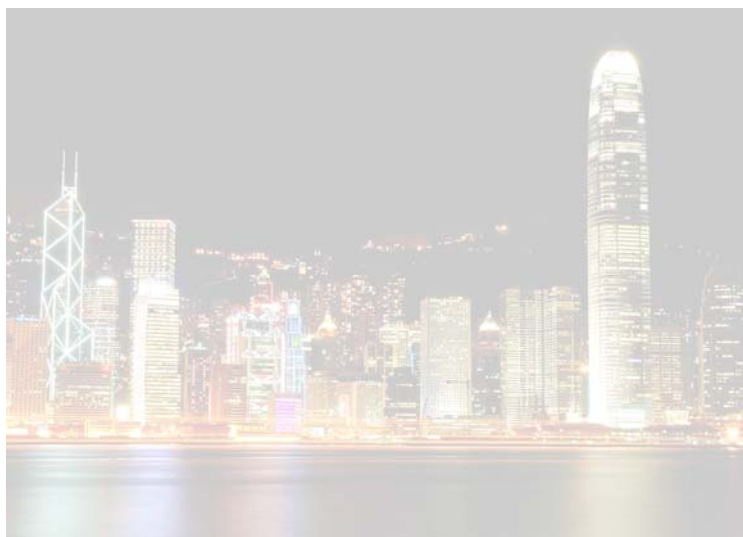
16:55

Closing Remarks

Jeremy Porter, FIA, President Elect of Actuarial Society of Hong Kong

17:00

END OF SEMINAR



Speakers

Robert Chen is Head of Insurance Risk Management with Fortis in Hong Kong. He was previously with Fidelity International overseeing the services Fidelity provides to insurers around the Asia region both as a supplier of funds for unit linked business and as a manager of general account assets, through providing support both to local Fidelity offices across Asia and to the insurers directly. He has worked in the life insurance industries in Australia, Europe and Asia.

**Robert
Chen**

**FIAA,
FIA**

During his previous consulting career, Robert has extensive experience in a wide range of actuarial practice. He has performed MCEV calculations and reviews for a number of insurers across Asia, helping insurers to understand the key drivers for the values and strategic implications of the results. Robert has also led a number of ALM investigations across Asia and Europe, advising clients in the areas of investment strategy, bonus strategy and capital management. As well as other traditional areas of actuarial practice such as product development (including variable annuity products), Robert has also applied his actuarial skills in areas such as executive option pricing, pricing for a telecommunication company, and building a financial model for an infrastructure project.

Robert is a Fellow of the Institute of Actuaries of Australia, a Fellow of the Institute of Actuaries in London and a Fellow of the Chinese Actuarial Association. He is also FRM certified.

S. Michael McLaughlin leads the U.S. life actuarial practice for Deloitte Consulting. Mike, who has led actuarial practices for more than 20 years, also oversees the coordination of the actuarial practices of Deloitte Touche Tohmatsu's (DTT) member firms.

**S. Michael
McLaughlin**

**FSA,
CERA,
MAAA,
FIA**

Prior to joining Deloitte Consulting, Mike served as executive vice president and chief actuary of AXA Financial Inc. There, he managed all actuarial work that supported product pricing, valuation, earnings analysis and corporate projections. Additionally, he was responsible for underwriting, reinsurance, product filing and facilitating overall risk management.

Mike served as the national director of a Big Four organization's life/health insurance and actuarial services practice for 12 years. In his role there, he was a member of the global actuarial leadership team and was the project lead for numerous financial services industry clients, specializing in embedded value, merger and acquisition due diligence and best practice reviews.

Mike is the current President of the Society of Actuaries and a past chairperson of the Financial Reporting Section Council. He is also a Fellow of the Institute of Actuaries (FIA), a Fellow of the Society of Actuaries (FSA), a Chartered Enterprise Risk Analyst (CERA) and a Member of the American Academy of Actuaries (MAAA).

Jeremy Porter

FIA

Jeremy Porter is Chief Risk Officer for HSBC Insurance (Asia Pacific) Holdings Limited, based in Hong Kong. Jeremy is a Fellow of the Institute of Actuaries in the UK.

Jeremy has worked in the insurance industry for 20 years. Through this time he has been involved in a variety of projects and responsibilities throughout Asia, as well as in the UK and continental Europe. He has also been a regular speaker at actuarial conferences.

Jeremy joined HSBC Insurance as Chief Actuary in 2007, became CFO and Chief Actuary in March 2009, and moved to the Regional Office in late 2009 to be responsible for the Risk function for HSBC's insurance businesses in Asia.

Before taking up this role, Jeremy worked in the actuarial consulting industry for 17 years, based in London, Paris and Hong Kong. His key areas of experience cover Risk Management, Mergers and Acquisitions, Market Consistent Valuations, Economic Capital and Financial Reporting.

He currently serves as President-elect of the ASHK Council and Co-Chairperson of the ASHK Life Insurance Committee.

Mark Saunders

FIA,
FIAI,
FSA,
FSAS,
FSAT

Mark Saunders is Managing Director of Towers Watson's Hong Kong business and Asia Pacific Risk Consulting Practice Leader for Towers Watson. Before joining Towers Watson's former business, Tillinghast, he was Asian Regional CEO and Executive Director Board Member of international life insurance operations of a UK-parented insurer including their joint venture in Korea. He has been working in Asia since 1989 and has been a resident of Hong Kong since 1994. Mark has led more than 150 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 and Mergers & Acquisitions of insurers in Asia.

Mark has been the Appointed Actuary for ten insurers in Hong Kong, Singapore and Vietnam. He also performs mentor roles for Appointed Actuaries new to the role in Asia and carries 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 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 and has also made the occasional TV appearance!

Craig Turnbull

FIA

Craig Turnbull joined Barrie & Hibbert in Edinburgh in 2000. He has led the development of the firm's global insurance products and services in areas such as economic scenario generation, asset-liability modeling and consultancy in risk and capital assessment and hedging. He has been actively involved in the development of global principle-based regulatory capital assessment implementations and has been a member or adviser to actuarial professional working groups in this area in countries such as the UK, South Africa and the US over the last seven years.

His insurance risk management research papers have featured in publications such as the British Actuarial Journal and US Contingencies. Craig re-located to New York to lead the opening of B&H's US operations at the start of 2008, before recently returning to Edinburgh as Global Head of Insurance and Consulting.

He has been a Fellow of the Institute of Actuaries since 2003.

**Wing
Wong**

**FSA,
MAAA**

Wing Wong leads Milliman's Life Practice in Hong Kong. He has been a Milliman consultant for nearly 10 years both in the US and Hong Kong. In his role, he supports local and multinational clients in the areas of market entry studies, merger and acquisition, variable annuity product design and pricing, risk reporting and economic capital modeling, as well as broader financial management issues

Wing also has extensive experience in building tools and processes for clients' financial reporting needs, such as sources of profit analysis, embedded value, US GAAP financial reporting, mortality study, ALM, and product pricing. He has experience in constructing interest rate models and stochastic scenario generations for domestic and international clients. Prior to joining Milliman, Wing worked as an economist in an energy consulting firm, specializing in electricity demand forecasting.

Wing often serves as an instructor for MG-ALFA training classes conducted for both domestic and international clients. Wing is a native Chinese speaker, and he is conversant in Japanese.

**Tze Ping
Chng**

**FSA,
MAAA**

Tze Ping Chng is a senior actuarial advisor in the Far East Area Actuarial Services practice of Ernst & Young and is based in Hong Kong. Tze seconded to Hong Kong in 2008 after eight years in the firm's New York office.

In his more than 10 years of actuarial consulting experience, Tze has led a wide variety of engagements including financial reporting and measurement, financial projections, asset/liability management, reinsurance, retirement income, mergers and acquisition, and life settlements.

In the past few years, Tze has worked extensively on variable annuity, these include product development, reinsurance pricing and evaluation, hedge simulations, hedge infrastructure & processes setup, as well as variable annuity risk & capital management. Tze has served clients in Asia, North America, and Australia.

Since his move to Asia two years ago, Tze has come to appreciate the varying degrees of financial reporting standards, regulatory requirements, and the depth and breadth of the local capital markets in the region. Tze has assisted companies in evaluating their ALM options in light of these constraints.

Tze is a Fellow of the Society of Actuaries (FSA) and a Member of the American Academy of Actuaries (MAAA).

Joint Regional Seminar 2010

Registration Form - Hong Kong, 11 August (Wed)

“Asset, Liability and Capital Management: Where are your risks?”

Personal Particulars

Name in ENGLISH _____

Company in ENGLISH _____

Address _____

Phone _____ Fax _____

Email _____

Preferred name on badge _____

- 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: 28 July 2010

Registration and Payment Method

Registration fee:

HK\$850 x _____ Person(s) = HK\$ _____

Registration fee includes refreshment breaks and lunch. Please return your completed form with your cheque payment to: **Actuaries Office in Hong Kong, 2202 Tower Two, Lippo Centre, 89 Queensway, Hong Kong**, or **FAX to (852) 2147 2497** or **EMAIL to actsoff@netvigator.com**. Your cheque should be in favor of **“The Actuarial Society of Hong Kong”**. Seminar receipts will be provided at reception desk on 11 August 2010 upon request.

Cancellation Policy

Cancellations should be made by contacting actsoff@netvigator.com, and also confirmed in writing. No refunds will be made for cancellations after 28 July 2010. The Society reserves the right to cancel the seminar if conditions warrant.

**Register by
28 July!**

E-mail:
actsoff@netvigator.com
Tel: (852) 2147 9419
Fax: (852) 2147 2497

Venue:

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

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