Non-Life Insurance Forum 2012

From Challenges to Opportunities

Friday, 16th November 2012

Landmark Hotel, Bangkok

Sponsored by:

Milliman

JPWALL
Thailand insurance industry has faced a few challenges in recent years – civil unrest, a new regulatory regime, an unprecedented flood crisis and the upcoming ASEAN Economic Community.

In response, Society of Actuaries of Thailand has invited 12 experienced professionals from the Asia Pacific’s insurance industry to Bangkok on the 16th November 2012 to discuss how we can turn these challenges into opportunities.

**Theme:** From Challenges to Opportunities

**Target Audience:** Actuaries, Underwriters, Risk Managers, Claim Officers, Financial Officers, Executives of Insurance Company, Insurance Regulators, Academics

**Date & Time:** Friday, 16th November 2012, 8:30 – 16:45

**Venue:** Landmark Hotel, Bangkok (http://www.landmarkbangkok.com)

**Seminar fee:** THB 3,000 per person for SOAT members

THB 4,000 per person for non-SOAT members

**Registration close:** Saturday, 10th November 2012

**Language:** All presentation will be in English

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<th>Time</th>
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<th>Speaker(s)</th>
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<td>9:00-9:15</td>
<td>Opening Address</td>
<td>Suchin Pongpuengpitack, President of Society of Actuaries of Thailand</td>
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<td>9:15-9:45</td>
<td>Valuing a Non-Life Insurance Company</td>
<td>Jeremy Wall, Managing Director, JPWALL Consulting Partners</td>
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<td>9:45-10:15</td>
<td>A Framework for Creating Values</td>
<td>David Maneval, Head of Actuarial, AonBenfield</td>
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<td>10:15-10:45</td>
<td>Practical Challenges of Risk Management</td>
<td>Felicia Er, Actuarial Manager &amp; Songphol Arrewijit, Senior Actuarial Executive, MSIG Asia</td>
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<td>10:45-11:15</td>
<td>Morning Tea</td>
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<td>11:15-11:45</td>
<td>How to Define and Apply Risk Tolerance</td>
<td>Colin Priest, Advisor, Muang Thai Insurance</td>
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<td>12:15-13:30</td>
<td>Lunch</td>
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<td>13:30-14:00</td>
<td>Life After the Flood: Impact and Opportunities</td>
<td>Pang Chye, Principal &amp; Consulting Actuary, Milliman</td>
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<td>14:00-14:30</td>
<td>Flood Risk Management</td>
<td>Richard Sanders, Executive Director and Senior Catastrophe Risk Analyst, Willis Re</td>
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<td>14:30-15:00</td>
<td>Motor Direct to Consumers – An Actuarial Perspective</td>
<td>Nicholas Faquet, CEO Hong Kong &amp; Adrian Cheung, Regional Pricing Actuary, Directasia</td>
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<td>15:00-15:30</td>
<td>Afternoon Tea</td>
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<td>15:30-16:00</td>
<td>Innovations in Motor Insurance</td>
<td>Matthew Maguire, Partner, NMG Consulting</td>
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<td>16:00-16:30</td>
<td>Trends in International Motor Market</td>
<td>Joachim Michaely, Senior Motor Consultant, Munich Re</td>
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<td>16:30-16:45</td>
<td>Closing Address</td>
<td>Andrew Leung, Chairman of the Organizing Committee</td>
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REGISTRATION FORM

Company: ________________________________

Name in English ___________________________________________________________________________

Job Title _______________________________________________________________________________

Phone __________________________   Email ______________________________

[ ] Member of Society of Actuaries of Thailand (SOAT)
   [ ] Fellow    [ ] Associate   [ ] Ordinary   [ ] Institution  (tick “√” as appropriate)

[ ] Non-member

Deadline for registration: 10th November 2012

Seminar Fees:
3,000 Baht per person for SOAT Member *No taxes are required to be added
4,000 Baht per person for non-member   *No taxes are required to be added

Payment method:
• Cash or check payment at the SOAT office. C/O Mittare Insurance Public Company Limited,
  6th floor, 295 Siphaya Road, Siphaya Bangrak, Bangkok 10500 THAILAND, Tel: (662)640-7765
• Crossed check to be made payable to “The Society of Actuaries of Thailand”
• Credit transfer to “The Society of Actuaries of Thailand” (สำนักงานสมาคมผู้ก่อการบริการประกันภัยประเทศไทย)
  Kasikorn Bank, Bank Address: Patpong Branch, 42 Songserm Insurance Building, Surawong
  Siphaya Bangrak, Bangkok 10500 THAILAND, Tel: (662)637-0041-8
  Current Account No. 018-1-01969-7   Swift Code: KASITHBK
(Please note that all bank charges are to be paid by the sender)

Registration Method:
Please return your completed form with your payment to Ms. Rattiya Singlor at the SOAT office or
Email: rattiyas@mittare.com, Fax: (662) 640-7799 ext.7765

Accommodation Arrangement: For reservations, please make your bookings directly with the hotel
by completing the hotel reservation form and returning it to Ms. Nuntipa Tangsakulkrajang via
e-mail: nuntipa.t@landmarkbangkok.com and CC: reserve@landmarkbangkok.com.

Notes:
• Successful registrations will be confirmed by email.
• Registration fee includes handout materials, refreshment breaks and lunch.
• Seminar receipts will be provided at reception desk on 16th November 2012 upon request.
• No refunds will be made for cancellations.

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## BIOGRAPHY OF SOME OF THE SPEAKERS

### JEREMY WALL
Managing Director
JPWALL Consulting Partners
Phone: +65 8218 5642
Email: jeremy@jpwall.com

Jeremy has been consulting to non-life insurers in Asia for the last 12 years and has been heavily involved in the application of RBC in Singapore and Malaysia, having certified non-life reserves in Singapore and Malaysia before and after the implementation of RBC.

He has built GLM motor pricing models for companies in Thailand, Singapore, Malaysia and Australia as well as having built Reinsurance Optimisation, DFA and Stress Testing models for insurers in Hong Kong, Singapore, Malaysia and Australia.

Jeremy is also experienced in bringing together buyers and sellers, in addition to having provided valuation advice on over 30 M&A transactions in the Asia Pacific region.

Jeremy is a Fellow of the Institute of Actuaries of Australia (FIAA) and the Society of Actuaries of Thailand (FSAT).

### FELICIA ER
Actuarial Manager
MSIG Asia
Email: Felicia_er@msig-asia.com

Felicia joined MSIG Asia in October 2012. Prior to this, she worked in the analytics team in Aon Benfield Asia and as a consultant in the general insurance actuarial department at Ernst and Young London. Felicia has a range of experience in reserving, reinsurance optimisation, reinsurance pricing, capital modelling and Solvency II implementation. Felicia is a Fellow of the Institute of Actuaries in the UK and a Fellow of the Singapore Actuarial Society.

### SONGPHOL ARREWIJIT
Senior Actuarial Executive
MSIG Asia
Email: songphol_arrewijit@msig-asia.com

Songphol joined MSIG Asia in April 2011. His main area of work is in capital modelling and reserving. Songphol holds a Bachelor of Engineering and a Master of Economics from the University of Tokyo.

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Michael has spent 14 years working as a property & casualty actuary in Hong Kong, London and Sydney. A graduate of the University of Oxford with a Master degree in Engineering Science, Michael has worked in actuarial consulting, and Lloyd’s syndicate, reinsurance broking and modelling software firm before joining Towers Watson.

Prior to Towers Watson, Michael led a team to provide analytical work for Willis Re’s China Treaty broking team in Hong Kong. Before joining Willis Re, Michael was working in Hiscox Syndicates in the London market as their capital and pricing actuary. He has also involved in a number of project on reserving, pricing and capital modelling for personal and commercial line and reinsurance companies around Asia-pacific and Europe at Tillinghast-Towers Perrin, an actuarial consulting firm where he started his actuarial career.

Michael is a Fellow of the Institute and Faculty of Actuaries in the United Kingdom.

Pang is a principal and actuary with Milliman, based in Hong Kong. He joined the firm in 2002, after spending more than two and a half years with Milliman in New York and six years with an actuarial and management consultancy in Southeast Asia.

Pang specializes in property and casualty insurance and healthcare. Pang has consulted to more than 80 property and casualty insurance and reinsurance companies in Greater China and Southeast Asia on issues pertaining to: market entry and business planning, mergers and acquisitions and IPOs, alternative distribution channels and customer segmentation, premium rating, review of adequacy of claims reserves, improving return of equity (ROE) using reinsurance.

Pang has consulted to government bodies, insurance companies, health plans, hospitals, physician groups, and pharmaceutical companies in Asia, the US, and South Africa. His healthcare experience includes: healthcare reform, product design and consumer testing, premium rating and quotation systems, provider profiling and reimbursement and network management, healthcare utilization and cost management, market entry and business planning, mergers and acquisitions.

Pang is a Fellow of Institute of Actuaries, London, Member of American Academy of Actuaries, Fellow of Actuarial Institute of the Republic of China and Fellow of the Society of Actuaries of Thailand.
MATTHEW MAGUIRE  
Partner  
NMG Consulting  
Email: matthew.maguire@NMG-Group.com

Matthew is a Partner with NMG Consulting, based in Singapore and Kuala Lumpur. He joined NMG in 2008 having worked in the UK for 11 years and in Australia for the 5 years before that.

Matthew’s experience covers all of the major areas where GI actuaries work including: a large personal lines focused direct insurer, a London Market commercial risks insurer, a reinsurer, a reinsurance broking team, and now as a consultant.

His experience covers the full range of actuarial activities such as: the pricing of standard risks (personal lines), the pricing of unique risks (corporate and reinsurance), reserving, reinsurance commutation negotiations, Alternative Risk Transfer modelling and structuring, operational risk modelling, Risk Based Capital model development and implementation, business planning and forecasting, Mergers and Acquisition valuations.

Matthew is currently the signing actuary for companies in four countries through-out the region.

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