



### Editorial



Welcome to the first issue of the ASHK Newsletter of 2005 and the first under new editor and Membership & Publication Committee members (our details can be found on P.19).

A warm welcome to my Membership & Publications Committee members and the ASHK Council for contributing to the newsletter. This is the first time the Committee has been formally established with a group of enthusiastic volunteers. We will try our best to make the newsletter much more readable, but the quality of our newsletter also depends very much on your input. We look forward to YOUR VIEWS and YOUR SUGGESTIONS on how to better improve the ASHK newsletter.



(Chairperson of the ASHK Membership & Publications Committee, Mr. Greg Brennan, FIAA, can be reached at [greg.brennan@asia.ing.com](mailto:greg.brennan@asia.ing.com).)

### Council Update

#### Message from the President

I am indeed honored to be elected as the ASHK President in 2005. I must express my gratitude for the support and guidance received from Council in the past year in my role as Vice President. I had especially benefited much from working with Mr. David Hughes who has done a tremendous job as the President in 2004.

This year has some new challenges for the profession. It is important that we as an organization initiate action to deal with them. In this regard, I am proposing the following initiatives:

1. We shall continue to work closely with the IA, MPFA and SFC on issues relating to the profession. For example, SFC's recent request for AA's certification on investment-linked products.

2. We should explore ways in which the profession can contribute to the government's proposals on health care reform.
3. We will continue to build on the good relationship with the Society of Actuaries of China. This I believe will be beneficial for our members in Hong Kong as the opportunities in China are growing by leaps and bounds.
4. We will continue to contribute to the community on issues that could employ our skills.
5. We will continue to organize talks and seminars for our members to attend.
6. With the help of our honorary PR firm Golin/Harris Forrest, we will work to increase the visibility of the profession in the public through a more structured PR plan.
7. We will continue to work with the major actuarial bodies: SOA, F&IA and IAAust through the Joint Actuaries Office which is in its 5<sup>th</sup> year of operation.

Indicated in the recent subscription notice, more members express interest of joining the ASHK Committees. I look forward to work with members and the Council to accomplish the above tasks. I hope that together we will continue to build a profession whose service will be vital and valued by the society at large.

I am proud to be the first woman President of the ASHK and I hope that I shall not be the last.

(President of the ASHK, Mrs. Estella Chiu, FCIA, FSA, can be reached at [estellachiu@hsbc.com.hk](mailto:estellachiu@hsbc.com.hk).)

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Handing over the Presidential Medallion



The ASHK Council members in 2005

(From left to right: Mr. David Gott, Dr. Wai-Sum Chan, Mr. Stuart Leckie, Mr. Roddy Anderson, Mr. Keat-Aun Tian, Mr. David Hughes, Mrs. Estella Chiu, Mr. Peter Luk, Mr. Kevin Lee and Mr. Thomas Lee; Absent: Mr. Greg Brennan, Mr. Pang-Hsiang Chye and Ms. Sim-Kheng Ng)

### ASHK Committees for 2005

**T**he following Council Members have been nominated to head the various committees of the ASHK. Let's meet them as they introduce themselves and their initiatives for 2005.

#### President

Mrs. Estella Chiu, FCIA, FSA  
(Chief Actuary, HSBC Insurance (Asia-Pacific) Holding Ltd)  
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*"I am presently Chief Actuary of HSBC Insurance (Asia-Pacific) Holdings Limited. I oversee all the actuarial functions of HSBC Life and of Hang Seng Life, both of which are major bancassurers in Hong Kong. Prior to joining HSBC Life in 1992, I have worked in Toronto, Canada for 9 years: 7 years with Manulife and 2 years with a major consulting firm. I am currently the President of the Actuarial Society of Hong Kong and a member of the China Region Committee of the Society of Actuaries. I hold a Master of Business Administration from Kellogg-HKUST Executive MBA program and a Honor Bachelor of Science from the University of Western Ontario, Canada."*

#### Vice President & Investment Committee

Chairperson (ASHK Council member):

Mr. Roddy Anderson, FIA  
(Managing Director, Dah Sing Life Assurance Co Ltd)  
Tel: (852) 2507 8038 Fax: (852) 2598 5074  
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*"Having qualified as a Fellow of the Institute of Actuaries over 30 years ago and worked in insurance, I have always felt an obligation to participate in an industry which has remunerated me for so long."*

*Consequently, I have been a long time supporter of the ASHK ever since I arrived in Hong Kong almost 13 years ago. I have also been fully involved in the HKFI sitting on various committees, taskforces and councils including being the chairman of the actuarial working committee and the Life Insurance Council. I have also been an honorary secretary of the Insurance Claims Complaints Panel and the Chairman of the Insurance Claims Complaints Bureau since 2002."*

*By fully participating in our industry can we grow its professionalism and with the maturity of this business in Hong Kong, I see the investment of the funds generated key to its future. Therefore, I am very glad to be the Chairman of the ASHK's Investment Committee and will be organizing meetings to discuss developing this area of our expertise."*

#### Immediate Past President

Mr. David Hughes, FFA  
(Vice President - Individual Financial Products, Manulife International Ltd)  
Tel: (852) 2510 5480 Fax: (852) 2887 5995  
E-mail: [david\\_hughes@manulife.com](mailto:david_hughes@manulife.com)

*"I am Vice President of Individual Financial Products with overall management responsibility for the growth and development of individual financial products and services at Manulife Hong Kong."*

*I have held many senior positions including Chief Operating Officer of the Hong Kong arm of a large UK life insurer. I am Immediate Past President of Actuarial Society of Hong Kong and has served on Council for the last 5 years."*



### China Committee

Chairperson (ASHK Council member):

Mr. Stuart Leckie, FFA, FIA, FSA

(Chairman, Stirling Finance Ltd)

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*"I am originally from the UK and I have been fortunate to have been living in Hong Kong since 1979. I have worked in life insurance, pensions and investments and now take a special interest in Mainland China."*

*In 2005, the ASHK China Committee comprises May Chun, Wai-Sum Chan, KC Ho, Synthia Kwan, Raymond Li, William Liang, Eric Lu, Sherry Lu, Eugene Mak and Xiaodong Yu. The Committee aims to give practical assistance to the development of the profession in China, both on behalf of ASHK and on behalf of the International Actuarial Association."*

### Education Committee

Chairperson (ASHK Council member):

Dr. Wai-Sum Chan PhD, FSA, CStat

(Associate Professor, The University of Hong Kong)

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*"I am an associate professor in the Department of Statistics & Actuarial Science at the University of Hong Kong (the "major supplier" of actuarial students in Hong Kong). I have been serving the Education Committee since 2002. Our future plan is to bring closer links among actuarial employers, students and education institutions in Hong Kong."*

*There are five members in the 2005 Education Committee. They are: Herbert Chan, Peter Telford, Albert Wong and Carrie Yip. In addition to the general education and examination matters (e.g., Career Expo, International Actuarial Examinations and Education Seminars), we are planning to have one or two joint education seminars with other professional bodies in Hong Kong e.g. the Hong Kong Institute of Certified Public Accountants and the Hong Kong Law Society."*

### Experience Committee

Chairperson (ASHK Council member):

Mr. David Gott, FIA

(Head of Actuarial Services, China Region, Swiss Reinsurance Co)

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*"A reinsurer for the past 15 years, I am in my second year in Hong Kong and second year on Council. I remain keen to add my time and experience to the society's efforts to make available to the profession a broader range of industry experience data."*

*During 2004, following a survey of appointed actuaries in Hong Kong, an experience committee was formed and collection of data for a mortality and critical illness study for Hong Kong assured lives commenced. The aim of the committee, which comprises Tony Cheng, Sharon Cheung, David Gott, Anthony Kwok, Jeff Lau, Myra Lee, Kenneth Lo, and Steve Tong, has been to provide an update of assured lives mortality experience in Hong Kong whilst at the same time expanding the scope of the analysis to cover smoker differentials and the increasingly important critical illness benefits."*

*The committee is currently analyzing the large volume of data received, with excellent information submitted by 19 companies covering the overwhelming majority of mortality and critical illness risk policies in-force in Hong Kong over the period of 1999 to 2003. The plan is to have an initial report available for members by June. In the second half of 2005 I would hope to see new members joining the committee, with plans for a more detailed analysis of the 1993-2003 experience as well as the consideration of an industry lapse study."*

### General Insurance

Chairperson (ASHK Council member):

Mr. Pang-Hsiang Chye, FIA, MAAA

(Principal & Consulting Actuary, Milliman Ltd)

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*"I am Principal and Consulting Actuary at Milliman Limited in Hong Kong. I specialize in general insurance and medical insurance. I have previously worked with Milliman in New York and San Francisco, and in Malaysia and Singapore with another consulting firm."*

*I hope to raise the profile of actuaries in general insurance in Hong Kong. Committee members are: Kenneth Law, Jeremy Wall and John Tucci"*

*Aims for the year are:*

1. ASHK AGN 9, focusing on areas where actuaries practicing in HK truly require guidance. Potential areas include: risk margins and reserves for claim related expenses.
2. Projects/events aimed at raising the profile of actuaries in the general industry.
  - a) Research projects for publication in iLens:
    - There is movement towards looking at the adequacy of loss reserves at various levels of statistical confidence. Do confidence levels provide a consistent measure of reserve adequacy across different companies? We hope shed some light on this by benchmarking confidence levels calculated for various insurance companies.
    - Until recently Hong Kong has experienced wage deflation for a number of years. However, wage inflation is back. We plan to illustrate the danger of under-estimating premiums rates, when using past data to estimate future experience under these conditions.
  - b) Luncheon talks at the ASHK and HK Insurance Club

### Health Committee

Chairperson (co-opted):

Mrs. Cherry Brennan, AIA, FIAA, FNZSA

(Strategic Business Manager, ING Asia/Pacific Ltd)

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*"I have been with ING Asia Pacific in Hong Kong since 2001, having previously worked as a consultant in the Australian health industry, a marketing actuary in life and health reinsurance in Australia and New Zealand, and an employee benefits consultant. I am a Fellow of the Institute of Actuaries of Australia."*

*Members joining the 2005 Health Committee includes Cherry Brennan (Convener), Vicky Lo, Anna Louie, Questor Ng, Pang-Hsiang Chye. We have held our first meeting on 13 th April 2005. We will continue to meet as a 'group' for now and will re-assess before the next ASHK AGM whether we have enough to offer in*





order to become a formal ASHK Committee. Our proposal, subject to agreement from ASHK Council, to undertake the following:

1. Promote policy debate among actuaries and prepare a paper on Health Care Financing with a view to presenting it to the Government Task force.
2. Prepare guidelines for actuarial issues in health insurance e.g. IBNR claims.
3. Provide speakers for lunchtime or early evening discussion meetings for ASHK on the above two items

We would welcome new members, who are interested in actuarial issues in health."

### Interest Rate Committee (ad hoc)

Chairperson (ASHK Council member):

Mr. Peter Luk, FIA, FIAA, FSA

(CEO, Plan-B Consulting Ltd)

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"I have built a solid career spanning over 40 years and covering many technical, managerial and inter-personal aspects. I have held senior executive positions in some of the largest life insurance companies in the world and my expertise extends beyond the insurance industry into stock broking and property development and management. Professionally, I have also been very active. I was the first person to qualify as an actuary in Hong Kong in 1972. I am the founding president of ASHK."

Check "Actuary Express" to know more about me!

### Life Insurance Committee

Co-Chairpersons (ASHK Council members):

Mr. Thomas Lee, FSA

(Vice President & Actuary, AIA Co (Bermuda) Ltd)

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"I have been working in the actuarial field in Hong Kong for more than 17 years and am now the appointed actuary of AIA Co. (Bermuda) Ltd. Right from the start of my actuarial career, I have joined the ASHK and have served in the Experience Committee before taking on the current role in the Society.

In 2005, the Life Insurance Committee has 16 members from life companies, reinsurers and consulting firms. Most of them are experienced fellows in the actuarial field. Given the large number and mix of members, more valuable inputs and contributions from a wider sphere can be expected to help the Committee in carrying out its functions.

The major projects of the Committee in 2005 include the preparation of the 5<sup>th</sup> Appointed Actuary Symposium, evening talks and discussion forums on actuarial topics which are relevant to actuaries in performing their role in life companies."

Ms. Sim-Kheng Ng, PhD, FIAA

(Chief Financial Officer & Appointed Actuary, CMA Asia Ltd)

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"I am currently the chief financial officer and appointed actuary at CMG Asia Limited. In this role, I have responsibility for actuarial,

accounting, compliance, business planning and finance functions. I have over 15 years of international experience working in Asia, Australia and Fiji. I have been in Hong Kong since 2000."

### Membership & Publications Committee, Secretary & Treasurer

Chairperson (ASHK Council member):

Mr. Greg Brennan, AIA, FIAA, FNZSA

(Chief Actuary, ING Asia/Pacific Ltd)

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"I am the Chief Actuary for ING Asia Pacific in Hong Kong responsible for all actuarial functions in 11 countries throughout the region including product, valuations, reserves, capital, reinsurance actuarial systems and so on. Prior to that, I have worked in New Zealand and Australia. I am married with 2 sons, Jim and Rory. My wife, Cherry, also works with ING, and is responsible for all health products in the region."

### Profession Matters Committee

Chairperson (ASHK Council member):

Mr. Kevin Lee, FIA

(Chief Actuary, Zurich Life Insurance Co Ltd)

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"I am currently the Chief Actuary Zurich Life Insurance Co Ltd Hong Kong Branch, responsible for the actuarial function and product development. This is my third year as a Council member of ASHK and honored to be the Chairman of the Professional Matters Committee where our main aim is to support the Council to achieve statutory recognition for ASHK. For 2005 we aim to take a review of the AGN's to identify, and if necessary, add further clarification of their purpose and/or application. In addition to the ASHK I also participate in the HKFI as a member of the Actuarial Working Group and Professional Standards Committee."

### Retirement Schemes Committee

Chairperson (ASHK Council member):

Mr. Keat-Aun Tian, FIA

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"I head up the Retirement Scheme Committee (2003/2005) and was past Editor of the ASHK Newsletter (1996/99). Currently the Retirement Scheme Committee is reviewing issues relating to practicing certification. The Committee is currently under represented due to turnover of committee members. Members working in the retirement benefits area or otherwise are welcome to join the Committee. Please contact me directly."

### Feature Article

#### **Reserving for Investment Guarantees in Hong Kong: A Stochastic Approach**

*by Yin-Ting Chan, HKU*

Over the past few years, guaranteed investment funds have gained increasing popularity. In Hong Kong the number of guaranteed funds in Hong Kong has increased from 73 in 2002 to 244 in 2004 and the net asset value have increased by nearly three times over the past three years, reaching a total amount of US\$15999 million at the end of March 2004. In view of the popularity of guaranteed funds, insurers have devised new products to compete for the savings of investors. These new products combine features of a guaranteed fund with those of life insurance. On top of the mortality risk associated, insurers are exposed to the added risk of investment, so it is important to study the investment risk associated with the investment guarantees.

In Canada the CIA Task Force on Segregated Fund Investment Guarantees (TFSFIG) of the Canadian Institute of Actuaries (CIA) issued its final report in March 2002, providing guidelines for determining the minimum capital of segregated fund investment guarantees. A similar study was done in the United States by the Life Capital Adequacy Subcommittee (LCAS) of the American Academy of Actuaries (AAA), and their recommendations were concluded in the C-3 Phase II Risk-Based Capital (RBC) proposal submitted in December 2002. Both the regulatory authorities in Canada and the United States recommended the use of stochastic models for determining the capital requirement of insurance products with guarantees.

In Hong Kong, the Office of the Commissioner of Insurance issued the "Guidance Note on Reserving Standards for Investment Guarantees" (GN7), in which reserving requirements for insurance products with guarantees are clearly delineated. Similar to the recommendations from CIA and AAA, stochastic analysis is required. A detailed description of the process of stochastic investigation is found in a guidance note (AGN8) by the Actuarial Society of Hong Kong, titled "Process for Determining Liabilities under the Guidance Note on Reserving Standards for Investment Guarantees as issued by the Office of the Commissioner of Insurance". In this article, we discuss the stochastic analysis of investment guarantees in Hong Kong.

#### *Stochastic Modeling of Equity Returns in HK*

To study the stochastic modeling of equity returns in Hong Kong, the Hang Seng total return index is used as the benchmark. It differs from the price index in that it has been adjusted for dividend reinvestment to capture the total return from both price movement and dividends. In the study, the Hang Seng total return index from May 1973 to December 2003 was obtained and employed.

Fig. 1 shows the monthly total log return and volatility of the Hang Seng index, where volatility is estimated using a 12-month moving standard deviation of the log returns. Table 1 shows the descriptive statistics. The standard deviation for the monthly total log return of Hang Seng index is large compared to other major markets. For tail behavior, the monthly total log return of the Hang Seng index has a large kurtosis. This indicates that the Hang Seng index is more prone to events of high severity and low frequency.

**Table 1: Descriptive Statistics for Hang Seng Monthly Total Return, May 1973 - Dec 2003**

Mean	Standard Deviation	Skewness	Kurtosis
1.08%	9.57%	-0.83	7.07

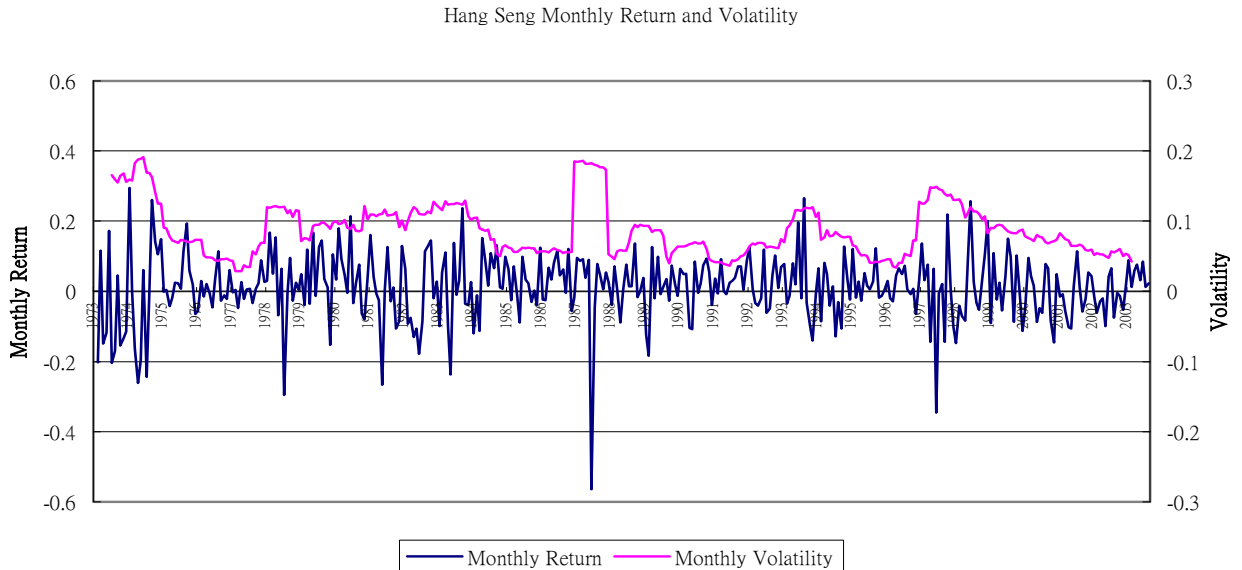
The regime-switching normal (RSN) model has become increasingly popular for modeling equity returns in recent years. It is adopted by both the CIA in Canada and the AAA in the United States for establishing the calibration tests. In this study, we consider the RSN model for fitting the Hang Seng monthly total return index. In the discussion that follows, we let  $S_t$  be the value of the total return index at time  $t$  in month,  $t = 0, 1, 2, \dots$ , and  $r_t = \ln(S_t/S_{t-1})$  be the log return for the  $t$ -th month.



*The 2004 Best Paper Award winner, Yin-Ting Chan (left), was presented with her award by President David Hughes at the ASHK Annual General Meeting on 15 December 2004.*



**Fig. 1: Hang Seng Monthly Total Return Index, May**



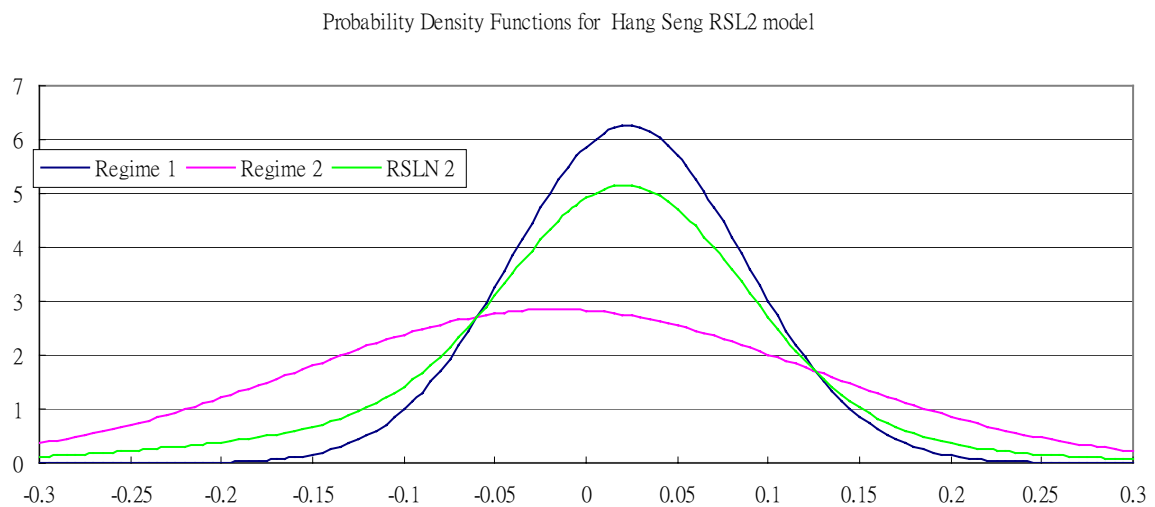
The form of the RSN2 model is as follows:

$$r_t = \begin{cases} \varepsilon_t^{(1)} \sim N(\mu_1, \sigma_1^2) & \text{if } \rho_t = 1 \\ \varepsilon_t^{(2)} \sim N(\mu_2, \sigma_2^2) & \text{if } \rho_t = 2 \end{cases}, \quad P = \begin{pmatrix} p_{11} & p_{12} \\ p_{21} & p_{22} \end{pmatrix}$$

where  $\rho_t$  is a Markov process with transition probability matrix  $P$ .

The overall probability density function for the model, as well as the probability density functions for the two regimes, are illustrated in Fig. 2.

**Fig. 2: Probability Density Functions for Regimes 1 and 2, and the Overall Probability Density Function for RSN2 model**





The RSN2 model captures varying volatility by allowing the variance of  $r_t$  to take 2 different values depending on the regime the Markov chain is in. With six parameters, the RSN model can allow for fatter tails. These make the RSN2 model flexible to use.

The RSN2 model is fitted to the Hang Seng monthly total return index and the results are found in Table 2.

**Table 2: Fitted model parameters to the Hang Seng index from May 1973 to December 2003**

$\mu_1$	$\mu_2$	$\sigma_1$	$\sigma_2$	$p_{12}$	$p_{21}$
2.28%	-1.63%	6.38%	13.99%	0.04	0.09

The fitted model has nice interpretation. Regime 1 can be interpreted to be the stable state in which the stock market spends most of its time. This can be seen from the comparatively low level of volatility in regime 1, as well as the comparatively high value of  $p_{11}$ , which indicates persistence to stay in regime 1. Regime 2 can be interpreted to be the unstable, high-volatility state. It can be seen that, on average, negative return is experienced in this high-volatility state. This is consistent with our observation that the plunge of the stock market often comes with large fluctuation of stock prices.

### Calibration Test

We can establish a calibration test based on the results from the stochastic modeling of the Hang Seng monthly total return data, in order to ensure reasonable goodness of fit.

Let  $A_t$  be the accumulation factor from time 0 to time  $t$ . That is,  $A_t = S_t/S_0$ . Based on a stochastic analysis of equity returns, the distributions of  $r_t$ , and hence  $A_t$ , are obtained. In a calibration test, the distribution of the accumulation factor should have its tails thicker than that required in the calibration test. The comparison is done by considering the percentiles of the fitted model to the required values in the calibration test. The required values are given by a set of calibration points. Three holding periods are considered: 1 year, 5 years, and 10 years.

In this study, calibration points are found based on results from fitting the RSN model to the Hang Seng monthly total return data. The results are reported in Table 3.

**Table 3: Calibration Points for Hong Kong Equity Return Data Based on RSN Model**

Percentile	Calibration Points		
	1-year	5-year	10-year
1%	0.43	0.26	0.26
2.5%	0.52	0.38	0.43
5%	0.62	0.53	0.65
10%	0.75	0.76	1.06
90%	1.72	5.63	18.66
95%	1.91	6.25	26.52
97.5%	2.08	8.74	35.74
99%	2.33	11.03	50.19

It is concluded that the RSN2 model fits the Hang Seng total return index reasonably well, and would be suitable for stochastic modeling of the investment guarantee in Hong Kong.

*(Ms. Yin-Ting Chan is the winner of the 2004 ASHK Best Paper Award. We would like to express gratitude toward Ms. Chan for compiling an extract of the paper for the ASHK Newsletter. The full paper can be downloaded at ASHK website:*

<http://www.actuaries.org.hk/doc/Reserving%20for%20Investment%20Guarantees%20in%20HK.pdf>

### Market Update

#### Actuarial Guidance Note on Dynamic Solvency Testing (AGN 7)

**T**he AGN 7 was approved at the ASHK Extraordinary General Meeting held on 9 December 2004. This guidance note is a recommended practice and not mandatory requirement for appointed actuaries to comply with. However, departure from the AGN should be disclosed and appropriately justified by the actuary. Referring to the letter sent to Chief Executives of all authorized insurers carrying on long term business from the Insurance Authority (IA) on 3 March 2005, the IA requires that AGN 7 shall be applicable for financial years ending 31 December 2005 and thereafter. The IA also requests long-term insurers to submit a copy of actuarial opinion as prescribed under paragraph 5 of the AGN 7 together with the statutory returns as required under section 20 of the Insurance Companies Ordinance.





### *Life Insurance Policy Illustrations*

**M**embers may be aware of recent consumer complaints in the market pertaining to misleading sales illustrations of investment-linked products.

Given that regulatory concerns have been expressed on this matter, the Council has issued a circular letter to Appointed Actuaries reminding them to observe and abide by the guiding principles as set out in the Actuarial Guidance Note 5, namely:

1. Illustrations should not mislead.
2. Illustrations should be suitable to the intended target market.
3. Where premiums and benefits are illustrated, the conditions upon which these are payable should be clearly distinguished.
4. Due consideration should be taken of the marketing or distribution channel used to sell policies, and how the illustration should and could be used within this context.
5. Illustrations should be consistent with the compliance environment.

The objective of the Guidance Note is to assist members and raise their awareness of the issues to be considered when preparing and using policy illustrations in the sale of life insurance products.

The full text of the Guidance Note is available for downloading from the ASHK website at:  
<http://www.actuaries.org.hk/doc/AGN%205.doc>

### *Revised MPF Guidelines*

**T**he following revised MPF Guidelines have been recently approved by the Management Board of the Mandatory Provident Fund Schemes Authority: Guidelines on Quarterly Returns of Registered Schemes (Guidelines II.3), Guidelines on Annual Statements of Registered Schemes (Guidelines II.4), Guidelines on Monthly Statistical Returns of Registered Schemes (Guidelines II.8) and Guidelines on Approved Exchanges (Guidelines III.4).

#### Guidelines II.3, II.4 and II.8

These Guidelines have been revised to collect statistical information on special voluntary contributions.

#### Guidelines III.4

The list of approved stock exchanges and futures exchanges in Annexes A & B to the Guidelines have been revised to reflect the replacement of Korea Stock Exchange by Korea Exchange as an approved stock exchange in Korea and the name changes to four approved stock and futures exchanges following their recent restructuring.

Copies of the revised Guidelines could be downloaded from the MPFA website at:

<http://www.mpfa.org.hk/main.asp?pageNo=62&langNo=1>

### *Morris Review: Interim Report*

**T**he Interim Report of the Morris Review of the Actuarial Profession in the UK was released on 17 December 2004. The Interim Report can be viewed at  
[www.morrisreview.org.uk](http://www.morrisreview.org.uk).

The review has identified four urgent change issues for the actuarial profession:

- Standard-setting, including compliance monitoring and discipline;
- Scrutiny of actuarial work and advice;
- Innovation in education and professional development; and
- Independent oversight.

The review acknowledges the role of actuaries in the assessment of long-term liabilities and that, at least in the short term, this should continue to be recognized in reserving specific roles to actuaries. However, there is a risk that actuaries' roles and contributions will be too narrowly defined, with insufficient recognition of the role of actuaries on the asset side, in overall financial management and high quality financial reporting for relevant institutions.





The ASHK will continue to keep members posted of development with the Morris Review. A final report is planned for Spring 2005. Interested members may also watch out developments through the Morris Review website.



### Major Global Retirement Trend

A recent global survey was conducted amongst 9,200 people in 15 Countries (including Hong Kong) to understand the preparations, perceptions, concerns and wishes surrounding retirement.

The findings are both interesting and informative. The full results can be downloaded from the HKRSA website at:

<http://www.hkrsa.org.hk/content/download/804/2585/file/AXA+Retirement++Scope+FULL+VERSION+English+Final.pdf>

Key findings in this survey include:

- People in Hong Kong are enthusiastic early retirees who are keen to take an active role in the community but are dissatisfied with their retirement income which is among the lowest in the world, according to the AXA Retirement Scope, a global benchmark study on retirement released yesterday.
- Both workers and retirees were surveyed about their financial preparation, quality of life and views on retirement. In Hong Kong, 307 working adults and 300 retirees under 75 years of age were interviewed.
- The survey found that in retirement, Hong Kong people show little interest in leisure and holidays and see it as an opportunity to give back to society through charity and voluntary work. Family bonds are also important with a large number of retirees expecting a range of material and financial support from children with many retirees moving in with them.
- Compared to the other countries surveyed, the retirees in Hong Kong have the lowest retirement



income. Hong Kong workers are generally pessimistic about their retirement income and believe that their standard of living will drop once they retire.

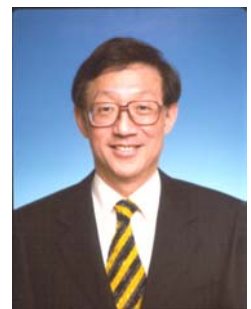
- The study also found that overall Hong Kong people were the least content and happy with their lot with many working people preferring to live elsewhere.

### Actuary Express

Name: **Peter LUK**

Title: **CEO**

Company: **Plan-B Consulting**



*Q: What is your least favorite book?*

**A: There are hundreds of books I did not finish reading because I didn't like them. Therefore, I don't remember their names.**

*Q: How would you describe your cooking skills?*

**A: Awful.**

*Q: What is your favorite drink?*

**A: Green tea.**

*Q: Which sport are you most lousy at?*

**A: All.**

*Q: What is your most horrible weekend?*

**A: Having absolutely nothing to do.**

*Q: What would you not take with you if stranded on a desert island?*

**A: A violin.**

*Q: Who would you never ever want to meet?*

**A: Einstein, because I won't understand a single word he might say. Read his book on theory of relativity half a dozen times. Never finished 5% of it.**



*Q: What things would you not dare say in public?*

**A: I cannot say here as this questionnaire may become public information.**

*Q: At what age should an actuary retire?*

**A: At the end of the mortality table.**

*Q: Which animal would be most representative of you?*

**A: Dragon.**

*Q: Who would you like to be your mentor and why?*

**A: Bill Clinton. Politically savvy and charismatic.**

*Q: If you can turn back the clock, what would you like to change about your past?*

**A: Spent more time with my children before they became teenagers. I would be happy to give 10 years of my life to get back that opportunity.**

*Q: Can you tell us about your work history in 10 words?*

**A: Insurance, investment and real estate. A workaholic. Expectations too high.**

*Q: How would your friends describe you in 4 words?*

**A: An honest and boring gentlemen.**

*Q: Would you like to be born a male or female in your next life and why?*

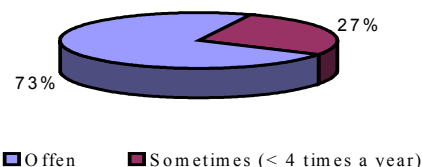
**A: Male. Know nothing about being a female. Being risk averse - A devil you know is better than a devil you don't know.**

*Q: Can you spot a fake smile?*

**A: Sometimes.**

### Questions 2 – 9: Activities

*How often do you participate in ASHK activities each year?*



*Which activities/services are important to you?*

Ranking	Activities/Services
1 <sup>st</sup>	Luncheon meeting and evening talks
2 <sup>nd</sup>	Seminars for PD & CPD and membership directory
3 <sup>rd</sup>	General mailings such as newsletters & job ads and ASHK website
4 <sup>th</sup>	Joint seminar
5 <sup>th</sup>	Social events

*Why do you participate in ASHK events?*

Ranking	Reasons
1 <sup>st</sup>	Learn about new topics/trends in the profession
2 <sup>nd</sup>	Networking opportunity
3 <sup>rd</sup>	For PD and CPD

*If you are not participating in ASHK events, why not?*

Ranking	Reasons
1 <sup>st</sup>	Timing clash with their schedule and company doesn't sponsor their attendance
2 <sup>nd</sup>	Lack of time, lack of interest and fees set too high

*Which meeting format do you prefer?*

Ranking	Meeting Format
1 <sup>st</sup>	Lectures
2 <sup>nd</sup>	Panel discussions
3 <sup>rd</sup>	Workshops
4 <sup>th</sup>	Informal speakers

## Membership Survey

**T**o help Council in planning for its future activities, Council sent a survey to all members in August 2004 with the aims of gathering information about members' interest and their views on the ASHK activities.

### Results

This survey had 12 responses (11 Fellows and 1 Student). *[It seems that we have to provide incentives to encourage members to participate in our future surveys!]*



What topics would you like to see more of at ASHK seminars?

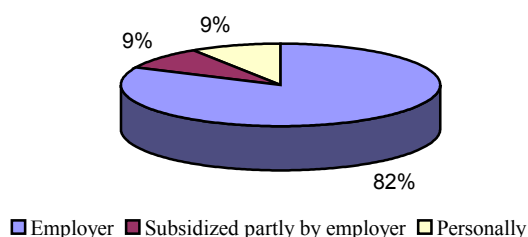
Ranking	Topics
1 <sup>st</sup>	Life insurance
2 <sup>nd</sup>	Investment
3 <sup>rd</sup>	Professionalism and business & management skills
4 <sup>th</sup>	General insurance and pension
5 <sup>th</sup>	Health insurance and risk management

When would you prefer the activities to take place?

Ranking	Reasons
1 <sup>st</sup>	Weeknight after 6 pm
2 <sup>nd</sup>	Lunch time
3 <sup>rd</sup>	Saturday morning

*[Council and various committees have done a great job in arranging numerous luncheon meetings in the first quarter of the year. We will try to organize evening talks in the forthcoming months.]*

Your subscription fees and meeting fees are paid by:



### Questions 10 – 11: Newsletter

Do you read the ASHK newsletter?

**100% - Yes**

What topics would they like to read about in the ASHK newsletter?

Ranking	Topics
1 <sup>st</sup>	Feature article
2 <sup>nd</sup>	Market update
3 <sup>rd</sup>	Actuaries on the move
4 <sup>th</sup>	International highlights
5 <sup>th</sup>	Committee reports
6 <sup>th</sup>	Education

### Questions 12 - 14: General

Are they satisfied with the:

**Current calendar of events: 100% - Yes**

**Newsletter: 90.90% - Yes**

**Website: 55.56% - Yes and 44.44% - No**

*[Council is considering to revamp the website with more user-friendly and value-added features!!]*

What suggestions do you have to help improve ASHK?

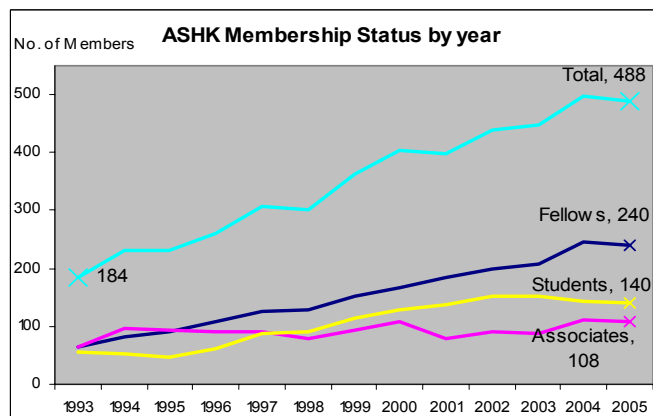
- New Fellow members, new development in IFRS, job advertisements etc should also be added on the ASHK website. The best sessions from the Appointed Actuaries Symposium should be presented to the remainder of the membership as these are probably the most important topics for actuaries in HK (amongst the life actuaries).
- ASHK currently has the largest member of actuaries in Asia. ASHK should play a vital role increasing its publicity in Asia and focus in supporting actuarial community of China.
- ASHK should also provide more opportunities for its members to network, e.g. social events once/twice a year, establishing subgroups of common interest, including sporting events.
- The perception of the business and government towards ASHK is important for the future of ASHK. Hence, some cost-effective means of promoting ASHK are as follows:
  - Publicity through interviews published in newspapers and business magazines or interviews on business TV programs.
  - Advertise projects, etc which have had the involvement of actuaries is appropriate publications.
  - ASHK publications which are distributed to the business and government community.
- More proactive in developing profession in HK & not being reactive to events elsewhere.
- A new section in ASHK newsletters can be created to let members (especially Council and Committee members) to introduce any articles that are relevant and/or interesting to members who practice in HK. For example, a trend that is happening in other countries.
- Improve general public awareness of the profession, promote the profession and demonstrate the skills that we have. The objective is to deploy our skills more widely in the society through involvement, example in sporting events, e.g. ASHK dragon boat team, in charity events, e.g. ASHK team for charity





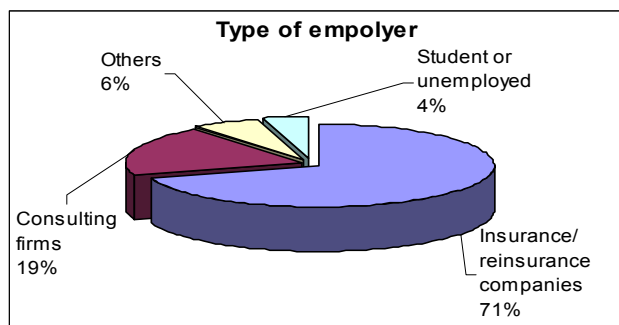
walks, in events of interest to the general public, e.g. stochastic simulation of soccer match results & risk management of soccer betting business and perform an exam leave study to facilitate companies to compare their study leave entitlements with others.

### Membership Profile



Membership level increased steadily in the past 12 years from 184 in 1993 to 488 in 2005. As at March 2005, there are 239 fellows (49% of total).

Major type of employer is **insurance/reinsurance companies**, with 71% of members. **Consulting firms** is the second major type of employer, which amounted to 19%. (see the pie chart below).



Most of our members work in **Life insurance** area, with 60% of members.

By Area of Work	% of total member
Life Insurance	60%
Retirement Schemes	8%
General Corporate Management	7%
General Insurance	5%
Finance/Investment	2%
Others (e.g. Education, IT)	3%
Undisclosed	15%
<b>Total</b>	<b>100%</b>

(Above statistics are compiled from membership information in 2005.)



### New Members

We would like to extend the warmest welcome to the following new members who joined the ASHK since December 2004.

#### Fellows

Gary BOWMER, *FIA (1991)*, AXA China Region  
 Michael Man-Ho CHAN, *FSA (2003)*, Manulife  
 Victor Wenjun HUANG, *FSA (2001)*, Manulife  
 Jacky Wing-Wai KWAN, *FSA (2003)*, Prudential Corporation Asia  
 Trevor KREEL, *FCIA (1996)*, *FFA (1993)*, *FSA (2002)*, Manulife  
 Edmond Tze-Tao MOK, *FSA (2004)*, Blue Cross  
 Victor Ka-Lok PO, *FSA (2004)*, Blue Cross  
 Cathleen Ling-Yan YU, *FSA (2003)*, AXA Asia Pacific

Brian Yue-Cheung CHAN, *ASA (2003)*, Prudential Assurance  
 Yuh-Woei CHIA, *AIAA (2000)*, AXA Asia Pacific  
 Michael Wai-Keung LAU, *AIAA (2000)*, AXA General Insurance  
 Sara Wai-Man LAU, *ASA (2004)*, Watson Wyatt  
 Bobby Chi-Kan LEUNG, *AIAA (2003)*, Merrill Lynch  
 Douglas MIN, *ACAS (1993)*, Gen Re  
 Sharon Hoi-Yee YIU, *AIAA (2000)*, AXA China Region

#### Students

Jason Chi-Shing FUNG, *SOA Student*, Prudential  
 Samuel Shih-Chun LAU, *SOA Student*, HSBC Life  
 Wing-Sin LAU, *SOA Student*, Deloitte Actuarial  
 Agnes LAW, *IoA Student*, Zurich Insurance  
 Danny Yuk-Ming LEE, *SOA Student*, Manulife  
 Simon Chun-King LEE, *SOA Student*, Pacific Century Insurance  
 Iris Oi-Yee LEE, *SOA Student*, Prudential  
 Polly Shuk-Nga TAM, *IAAust Student*, Manulife  
 Pummarn THANASINRUNGRUANG, *SOA Student*, AXA Asia Pacific  
 Issac Chun-Yam TONG, *SOA Student*, Prudential  
 Victoria WEN, *IAAust Student*  
 Ada Tin-Yun WONG, *SOA Student*, MassMutual Asia  
 Gary Hon-Pan YU, *SOA Student*, Shun Loong Holdings Ltd



### Change of Membership Status

The following members have changed their membership status.

#### Fellows

Simon Chi-Sum CHAN, *FIAA* (2005), ING Life Japan  
Iris Lai-Hing CHEUNG, *FSA* (2004), Watson Wyatt  
Queenie CHOI, *FIAA* (2004)  
Kenneth Ka-Ming DAI, *FSA* (2003), Manulife  
Tony Yiu-Tung HO, *FSA* (2004), RGA Reinsurance  
Walter Ki-Wai HO, *FSA* (2005), HSBC Life  
Joe Hei-Yin LAM, *FSA* (2004), New York Life  
Sylvia Wing-Yee LAW, *FSA* (2004), ING Life  
Andy Man-Tai LIU, *FSA* (2004), Swiss Reinsurance  
Yuk-Lun SZETO, *FSA* (2004), China Life Insurance  
Steven Siu-Yin TO, *FSA* (2004), Gen Re  
Rejoice Cho-Yi WAI, *FSA* (2004), Manulife  
Alex Chi-Kit WONG, *FIAA* (2004), Manulife  
Joan Wei-Chung WONG, *FIAA* (2004), AIG  
Kelly Hang-Wah YIM, *FSA* (2004), Deloitte Actuarial

#### Associates

Rick Kui-Wai CHAN, *ASA* (2004), CIGNA  
Lily Lee-Ni CHANG, *ASA* (2004), Manulife  
Michelle Yee-Mui LAU, *ASA* (2003), New York Life  
Eva Yuet-Hwa LEE, *ASA* (2000), Zurich Insurance  
Emilio Yik-Chung PANG, *ASA* (2003), HSBC Treasury  
Alvin Wai-Shing SIU, *ASA* (2003), Pacific Century Insurance  
Cannes Yuk-Ching TAM, *ASA* (2003), Pacific Century Insurance  
Billy Hoi-Wai WONG, *ASA* (2003), Watson Wyatt  
Timothy Kwong-Hei WONG, *ASA* (2003), Manulife

### Reinstatement of Membership Status

The following members have reinstated their membership status.

#### Fellows

Geraldine KAYE, *AIAA, ASA* (1997), *FIA* (1992), GAAPS International  
Windian Wing-Yum LAI, *FSA* (2004), Sun Life Financial  
Steve Chung-Hang TONG, *FIAA* (1997), Dah Sing Life  
June Wai-Man WONG, *FIAA* (1994), New-Alliance Asset Management  
Sheng YU, *FCAS* (1999), S Yu & Partners

#### Associate

Johnny Shuk-Cheong LOK, *ASA* (2003), Towers Perrin

#### Student

William Shui-Ki LEUNG, *IoA & SOA Student*, Prudential

### Actuaries on the Move

The following members have changed their business details from January 2005 onwards.

#### Fellows

Fabien JEUDY  
Angela KOECHLI  
Andy Man-Tai LIU  
Vicky Lai-Kan LO  
Eugene MAK  
Edmond Tze-Tao MOK  
Mark STAMPER  
Des THOMAS  
Ka-Man WONG  
Victor Shiu-Fung WONG

#### Associate

Eddie Tak-Yin CHAN

#### Students

Andre Cheuk-Kan HUI  
Carrie Mee-Fung YIP

### Corporate Changes

#### Prudential Assurance Co Ltd

25/F, One Exchange Square  
Central  
Hong Kong

#### Sun Life Financial (Hong Kong) Ltd

20/F, One Exchange Square  
Central  
Hong Kong

Further details of members' movements are available on ASHK online membership directory at:  
<http://www.actuaries.org.hk/doc/2005%20Membership%20Dir.pdf>

### Actuaries in the Media

The *South China Morning Post* on 16 February 2005 published an article "Vigilance needed to combat crime". At least \$91.8 million in hot money is laundered in Hong Kong every day, amounting to between \$24.7 billion and \$61.7 billion a year. Hong Kong is tempting target for corrupt officials, tax evaders or drug traffickers seeking to launder dirty



money. Last year, Hong Kong's biggest money laundering case surfaced, when authorities took six men to court for allegedly operating a money laundering racket that shifted \$92.15 million in notes daily across the border from the mainland. It highlighted the need for banks and other financial institution requires to maintain constant vigilance. Ms. Lilian Ng, Chief Financial Officer of Prudential Assurance Co Ltd, said companies today are pouring resources into training employees about how to combat suspicious financial activity. The aim of this training program is to promote a culture of compliance over complacency.

This year, the HK PolyU will have over 4,000 graduates and 5,000 non-final-year students from a wide spectrum of courses available for graduate employment and summer jobs during late May to late August. Should there be suitable vacancies for HK PolyU students, your company may publicize the recruitment advertisements on-line at the Joint Institution Job Information System

### Other Information

#### ***PCO's Position on Privacy Related Issues***

To keep you abreast of the position of the Office of the Privacy Commissioner for Personal Data on current privacy related issues, case notes, topical enquiries and the latest PCO news and activities. To view, please click: <http://www.pco.org.hk/english/publications/newsletter/issue14.html>

Contents includes:

- Compliance Actions Taken by the PCO
- Wrongfully Use of Personal Data of a Job Applicant
- PCO News - "Privacy Guidelines: Monitoring and Personal Data Privacy at Work"
- PCO Activities
- POC News

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Student Affairs Office  
The Hong Kong Polytechnic University  
Hungghom, Kowloon  
Tel: 2766 6800  
Fax: 2774 5226  
Email: [sacareer@inet.polyu.edu.hk](mailto:sacareer@inet.polyu.edu.hk)

(<http://www.jijis.org.hk>). For further information, you are most welcome to contact their staff members.

### Actuarial Joke Corner

A financial director rings his long standing actuarial firm and asks "Can I speak to an Actuary please." The receptionist passes the Financial Director through to the actuarial department and the actuarial manager says him, "for the last time, you've changed over to a money purchase scheme, so don't need a Scheme Actuary." The finance director replies: "I know, I just wanted to hear you say it again."

(This joke is obtained from <http://www.actuarialjokes.com> and is reprinted with permission)



#### ***Hong Kong Polytechnic University's Recruitment Services***

The ASHK has been asked to bring to the attention of members the free recruitment service provided by the Hong Kong Polytechnic University (HK PolyU).





### Events' Highlight

#### ASHK Past Event: The Annual Dinner 2004

**W**e like to thank members for your wonderful support of the ASHK inaugural Annual Dinner held in November last year. It was certainly a night to remember. More than 130 members and guests attended this memorable event. The highlights of the night included a cocktail reception, a speech from the Honorable Mrs. Anson Chan, JP, an Underwater World slide show by David Grundy (FIAA), an Acknowledgement Ceremony of New Fellows in 2004 and a raffle draw with prizes generously sponsored. A vote of thanks is due to the Honorable Mrs. Anson Chan, JP and Mr. David Grundy for their stimulating presentations and to *Cologne Reinsurance plc*, *Hannover Life Re (HK Branch)*, *HSBC Life (Int'l) Ltd*, *Novotel Century HK*, *RGA Reinsurance Co.*, *Stirling Finance Ltd*, *Sun Life Financial (HK) Ltd*, *Swiss Reinsurance Co.*, and *Transamerica Reinsurance (Asia Pacific Head Office)* for their generous sponsorship.

#### Event Pictorial (Can you spot yourself in these photos?)











We have much pleasure in announcing that the Honorable Mr. Frederick Ma, JP, Secretary for Financial Services and the Treasury, will be our Guest Speaker at this year's Annual Dinner which is scheduled on Monday, 14 November 2005. In the welcome speech during the Annual Dinner 2004, President David Hughes talked about volunteerism. He encouraged both senior and young members to step up, get involved in all levels of the Society and give back to the profession in a meaningful way. We are now looking for volunteers to join the organizing committee of the Annual Dinner 2005. If you are interested in joining the Committee, please contact Ms. Daisy Ning at [daisy.ning@sunlife.com](mailto:daisy.ning@sunlife.com).



### ***Forthcoming International Events***

#### ***IAA International Pensions Seminar 30-31 May 2005, Taipei, Taiwan***

**J**ointly sponsored by the International Actuarial Association, the Taiwan actuarial association and the Taiwan Insurance

Institute, the International Pensions Seminar will take place in Taipei from 30-31 May 2005. Attend the Seminar and you will be able to hear distinguished international and domestic speakers' views on the following key issues:

- Global pension trends
- Pensions regulatory framework
- Role of insurance companies in pensions
- Role of consulting actuaries and government actuaries in pensions
- Impact of pensions funds on capital markets
- Annuitisation and other forms of decumulation
- role of actuaries in pension reform and implementation

#### **IAA Pensions Seminar - Registration:**

Registration brochure is available at:

[http://www.actuaries.org.hk/doc/IAA\\_Pension\\_Seminar\\_Brochure\\_\(May\\_05\).doc](http://www.actuaries.org.hk/doc/IAA_Pension_Seminar_Brochure_(May_05).doc). Please note that the deadline for registration is **10 May 2005**.

#### ***13<sup>th</sup> East Asian Actuarial Conference 12-15 September 2005, Bali, Indonesia***

**T**he 13th EAAC will be held this year in Bali, Indonesia. As before, the Conference offers a platform for actuaries to present a paper, and an opportunity to share knowledge and expertise with the profession in the region. This year's theme is "**The Actuary at Risk**". The Conference will look at intrinsic risks, relating to the technical and professional aspects of an actuary's work; and at extrinsic risks, the environment in which actuary operates. With increasing globalization, this environment is becoming borderless.

#### **EAAC Registration:**

Registration brochure is available at:

<http://www.actuaries.org.hk/doc/13th%20EAAC%20Brochure.pdf>. Kindly note that the deadline for early bird registration is **30 June 2005**.

#### ***28<sup>th</sup> International Congress of Actuaries 28 May – 2 June 2006, Paris, France***

**T**he 28th ICA will take place in a time where the actuary is very much in demand to face the new stakes of a world in perpetual upheaval. The integration of risk management in insurance industry and the introduction of new accounting standards results in an evolution of actuarial





modelling. The Congress cover topics of all the actuaries' interest:

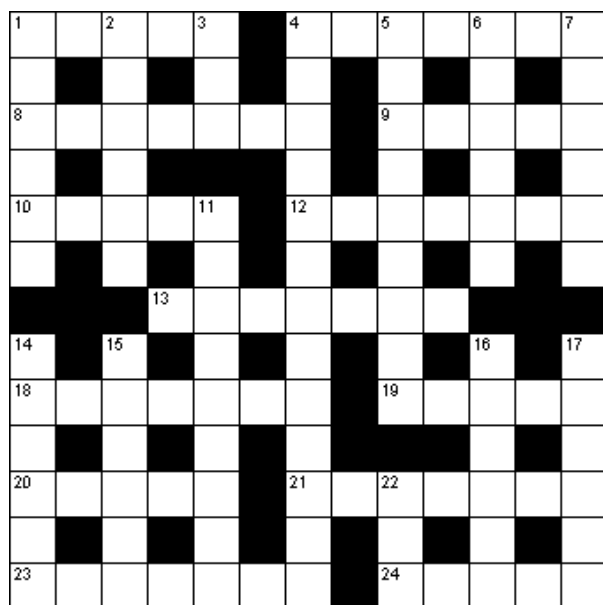
- Scientific Topics: Stochastic Dependence (Correlation and Nonlinear Dependence) and Solvency Measurements & Asset Liability Management
- Professional Topics: Responsibility for the Actuary and Role of the Actuaries with respect to the New Accounting Standards
- Technical Topics: Actuarial Problems related to the Retirement of the Baby-Boom Generation and High Severity Risks & Insurability

### ICA Registration:

Online registration, and further information on Call for Papers and Congress program are available at:

<http://www.ica2006.com>.

### Puzzle Corner



#### Across

- 1 Has the courage to read out second (5)
- 4 Some temper, ornery, this ruler! (7)
- 8 Have high regard for damaged sceptre (7)
- 9 Counted up one theologian plus editor (5)
- 10 Country earthenware (5)
- 12 Recital about item in newspaper (7)
- 13 Draw a treatise we hear (7)
- 18 Taking cab back to a short road, one gets rum (7)
- 19 No longer alive, right, afterwards? (5)

- 20 Musical drama, a short work, takes a long time (5)
- 21 Responds as wrens scatter (7)
- 23 Physical assault might well be used to light a torch! (7)
- 24 Raleigh left out something to drink (5)

#### Down

- 1 Act like Alfred Hitchcock, being straightforward (6)
- 2 A bit of Prussian land (6)
- 3 The woman gives point to the man! (3)
- 4 One of the film crowd with standard – that's very unusual (13)
- 5 Arctic Lapp endlessly turns out to be good with hands (9)
- 6 Make smaller cut (6)
- 7 Long narrow hilltops and topless river crossings (6)
- 11 Every other anteater left out (9)
- 14 Swallow in cabs or buses (6)
- 15 Small account with small amount of money causes stress! (6)
- 16 Perhaps oak in small thoroughfare makes it a full thoroughfare (6)
- 17 Mistake remover is terribly rare around South East (6)
- 22 Cutting tool was upside down (3)

#### HINTS:

Clues consist of two elements: a definition of the answer and a 'cryptic' indication, e.g. an anagram, or word hidden inside other word(s).

The definition element can be found either at the start or at the end of the clue. It's the solver's task to discover where one element ends and the other begins. Some clues consist of two definitions (of two words spelt the same but having different meanings).

#### Across

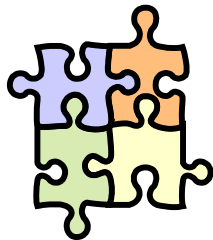
- 1 Anagram.
- 4 Solution contained inside the words of the clue.
- 8 Anagram
- 9 'One' + abbrev. for a theologian scholar + abbrev. of editor'.
- 10 Two definitions.
- 12 Anagram.
- 13 Answer sounds like something else.
- 18 A reversed word + 'a' + abbreviation + Roman numeral.
- 19 Another word + abbreviation of 'right'.

- 20 Made up of abbreviated word + another word.
- 21 Anagram.
- 23 Two definitions.
- 24 A first name with 'left' removed.

### Down

- 1 Two definitions.
- 2 Contained inside a word of the clue.
- 3 Abbreviated compass point + another word.
- 4 Made up of two other words.
- 5 Anagram (but remove a letter first).
- 6 Two definitions (strictly this is a double-definition of what is essentially the same word).
- 7 Remove the first letter from another word.
- 11 Anagram.
- 14 Contained in words of the clue.
- 15 Abbreviation + other word.
- 16 One word contained inside an abbreviation.
- 17 Anagram with abbreviation inside.
- 22 Answer = one of the clue words flipped over.

(This puzzle is reprinted with permission from Eddie James.)



We believe ASHK members would love a challenge. Members who submit correct entries will have their names announced in the next issue of newsletter. Please submit answer to ASHK Office by email: [actsoff@netvigator.com](mailto:actsoff@netvigator.com) by **31 May 2005**.

Since this is the first time we introduce puzzle corner, our puzzle editor is pleased to receive your feedback and suggestions for improvement. Please send your ideas to ASHK office.

### The Actuarial Society of Hong Kong NEWSLETTER

Volume 01/2005

April Issue

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#### Contributions to the ASHK Newsletter

We welcome members' contribution to the following sections of the ASHK Newsletter: *Feature Article, Actuaries in the Media, Actuaries on the Move, Actuarial Joke and Puzzle Corners*.

Send correspondence to the ASHK Office at the address below. When sending in correspondence which has been created in a word processing program, when possible, email a copy of the file to either the editor's or the coordinators' e-mail address. Publication of contributions will be at editor's discretion.

#### Corporate Advertisement

The ASHK will accept from insurance companies' or actuarial consulting firms' advertisements in the ASHK Newsletter provided that the advertisements do not detract from the actuarial profession. Positioning of advertisement will be at the editor's discretion.

#### File Formats:

Advertisers have to supply the artworks which should be created in MS Word/PowerPoint/JPEG/PDF formats.

#### Advertising Rates:

	One Off	Whole Year
Full page	HK\$4,000	HK\$3,600@
Half page	HK\$2,000	HK\$1,800@
Quarter page	HK\$1,000	HK\$900@

To advertise, please contact the ASHK Office by tel: (852) 2147 9418/9419 or e-mail: [patkum@netvigator.com](mailto:patkum@netvigator.com) / [actsoff@netvigator.com](mailto:actsoff@netvigator.com)





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### Upcoming Events for Your Diary – Year 2005

#### January

4 Jan 05

##### ASHK Luncheon Meeting

“Update on Morris Report”  
by Mr. Mike Pomery, IoA  
President

#### February

19-22 Feb 05

##### Education & Careers Expo

*(ASHK was one of the  
Exhibitors and organized a  
careers seminar, “The  
Actuarial Profession” which  
was well received by  
the public.)*

#### March

9 & 23 Mar 05

##### ASHK Luncheon Meetings

“Selling Our Services  
Internally as if Failure is not  
an Option”  
by Mr. Sidney Yuen, HK  
Benchmarking Clearinghouse

“Current Issues in the German  
Life Insurance Industry”  
by Dr. Johannes Loerper,  
Hamburg-Mannheimer

#### April

15 & 27 Apr 05

##### ASHK Luncheon Meetings

“Asset Allocation for Life  
Assurance Companies and  
Pension Funds”  
by Mr. Greg Cooper,  
Schroders

“Leadership: The Courage to  
Committ”  
by Mr. Andrew Gale, IAAust  
President

#### May

30-31 May 05

##### IAA Pensions Seminar, Taipei

Registration brochure is  
available [here](#).

Deadline for registration:  
10 May 2005.

#### June

6 Jun 05

##### ASHK Luncheon Meeting

by Mr. Frederick Ho,  
Commissioner of the Census  
& Statistics Department

27 Jun – 4 Jul 05

**Joint Regional Seminar, Beijing**  
(27-28 Jun), HK (29 Jun),  
Taipei (30 Jun – 1 Jul) &  
Singapore (4 Jul)

“Asset Liability Matching”

*(Organizer will apply for SOA  
PD credits.)*

#### July

27 Jun – 4 Jul 05

**Joint Regional Seminar, Beijing**  
(27-28 Jun), HK (29 Jun),  
Taipei (30 Jun – 1 Jul) &  
Singapore (4 Jul)

“Asset Liability Matching”  
*(Organizer will apply for SOA  
PD credits.)*

11-14 Jul 05

**SOA Course 7, HK**

20 Jul 05 (tbc)

**ASHK Luncheon Meeting**  
by Mr. Vincent Kwan, Hang  
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#### August



#### September

13-15 Sep 05

##### 13<sup>th</sup> EAAC, Bali, Indonesia

Registration brochure is  
available [here](#).

Deadline for  
early bird registration:  
30 June 2005

16-18 Sep 05

**IAA Fund Meeting**  
Bali, Indonesia

#### October



#### November

7-10 Nov 05

**SOA Asset Liability Matching  
Seminar, HK**

14 Nov 05

**ASHK 2<sup>nd</sup> Annual Dinner**

15 Nov 05

**ASHK 5<sup>th</sup> Appointed Actuaries  
Symposium**



#### December

9 Dec 05

##### ASHK Annual General Meeting

