

EAA Seminar
**Life Insurance Products –
Yesterday, Today and Tomorrow**

18/19 October 2018 | Paris France



Organised by the EAA - European Actuarial Academy GmbH in cooperation with the Institut des Actuaire.

Introduction

Low interest environment, new regulation, new requirements from sales channels and retail clients and the advent of technological movement in life insurance business («InsurTech») are changing the game. The present situation reveals that best practice is not good enough anymore and some product types are just not working any longer in this low interest rate environment.

Since new products appear to be necessary, it is advisable to understand the evolution and the present landscape with all its pros and cons before developing new products. In addition, it seems to be wise to learn from present developments in other markets, too.

Participants

The seminar is suited for actuaries and actuarial trainees as well as life insurance professionals who are directly or indirectly involved in product management, product development (projects), investment management, product strategy projects or corporate and business development. It is especially suited for actuaries and actuarial trainees that have not yet gained a deep and long-term experience in life products and life product development.

No laptop is needed for this seminar.

Purpose and Nature

The two-day seminar deals with product development and product techniques of life insurance products. It will focus on saving and annuity products (Day 1) as well as on risk products (Day 2).

Day 1 starts with a short sketch about the evolution of life products. We will discuss then the basic life insurance products like traditional and unit-linked products. We will focus on product technique as well as on related investments. Afterwards, we will discuss some enhancements of these basic life insurance products and some new approaches. Day 1 concludes with a closer look at the annuity phase and we will forge a bridge to risk products (Day 2)

Day 2 starts with an introduction and an outlook on insurance products in the digital age. Then we will turn our attention to risk products. We will give a global overview of product developments in biometric risk. We will look closer into disability protection, elaborating on concrete international examples. In the afternoon, we will wander in the "art" of Group L&H pricing & underwriting, looking also at lessons learnt from recent market crisis.

Are you interested in a condensed and comprehensive overview on basic and present life insurance products and would you like to know how they really work? Are you looking for a brief overview on the life product landscape and its evolution? Would you like to discuss different product techniques with experts and gain insights in the future of life insurance products? Then this seminar is perfect for you!

Language

The language of the seminar will be English.

Lecturers

David Bernert

David has been working for Swiss Re in Munich since 2011 – initially as L&H Marketing Actuary for Central & Eastern Europe and since 2014 as regional Senior Product Expert for Mortality and Pricing Actuary for the German market. Prior to that, David was responsible for francophone markets and global employee benefits programs in the L&H department at Allianz Re for 6 years. Since 2008, David is member of the German Actuarial Association (DAV).

Dr. Axel Wachsmann

Axel has been working at Société Générale since 2005. He is managing director and currently head of cross asset sales for Germany and Austria. In this position he is together with his team in charge of both distribution and institutional investment solutions. His personal focus is life insurance products ranging from guaranteed funds to full hedging solutions of variable annuities. Axel started his carrier in 1994 as Risk Controller for Deutsche Bank. He studied

mathematical economics in Bielefeld and in Lyon. His Ph.D. thesis dealt with equilibrium models including convertible bonds.

Frank Genheimer

Frank is Managing Director and Partner with New Insurance Business GmbH (St. Gallen, Switzerland), a consulting company that offers strategic and tactical business and management consulting for insurance companies and their cooperation partners. The focus of his work is set on innovations, new business strategy, products & related investments as well as cooperation management. Frank is a regular speaker and moderator at events, seminars and workshops throughout the financial service industry. Before he started his career as consultant, he worked within European life insurance industry for about eleven years.

Preliminary Programme

Thursday, 18 October 2018 (saving & annuity products)

08.45 - 09.00	Registration
09.00 - 09.15	Introduction & welcome (EAA)
09.15 - 09.45	Introduction & Evolution of life products
09.45 - 10.45	Basic life insurance products
10.45 - 11.00	Coffee Break
11.00 - 12.30	Investments of life insurance products
12.30 - 13.30	Lunch
13.30 - 15.45	Modern life insurance products I
15.45 - 16.00	Coffee Break
16.00 - 17.45	Modern life insurance products II
approx. 19.00	Dinner

Friday, 19 October 2018 (risk products)

09.00 - 09.15	Introduction to Day 2
09.15 - 10.45	Insurance products in the digital age
10.45 - 11.00	Coffee Break
11.00 - 12.30	A panoramic (international) view of Disability insurance
12.30 - 13.30	Lunch
13.30 - 15.00	Product designs for group protection
15.00 - 15.10	Round-up
15.10 - 15.15	Concluding remarks, closing of seminar (EAA)

Fees & Registration

Please register for the seminar as soon as possible because of the expected demand. If there are more persons interested in this seminar than places available we will give priority to the registrations received first. Please send your registration as soon as possible by using our online registration form at www.actuarial-academy.com.

Your registration is binding. Cancellation is only possible up to 4 weeks before the first day of seminar. If you cancel later, the full seminar fee is due. You may appoint someone to take your

place, but must notify us in advance. EAA has the right to cancel the event if the minimum number of participants is not reached.

Please always give your invoice number when you effect payment. All bank charges are to be borne by the participant. We will send you an invoice, please allow a few days for handling.

Your early-bird registration fee is € 790.00 plus 20 % VAT until 18 August 2018. After this date the fee will be € 970.00 plus 20 % VAT.

Venue & Accommodation

The seminar will take place at the hotel
Holiday Inn Paris Montparnasse Pasteur
10 Rue Gager Gabillot
75015 Paris
France
+33 (0)1 44 19 29 40
www.ihg.com

We have arranged special prices for accommodation. The special rate is 149,00 € per night, including breakfast and VAT. It is valid for bookings by 2 October 2018 out of our allotment "EAA Seminar". Our allotment includes a limited number of rooms. Kindly book your accommodation directly with the hotel by sending an email to sales@hiparis-montparnasse.com (reference code EAA), and note the hotel's cancellation policy.

CPD

For this seminar, the following CPD points are available under the CPD scheme of the relevant national actuarial association:

Austria:	12 points
Belgium:	12 points
Bulgaria:	12 points
Czech Republic:	2-3 points (individual accreditation)
Estonia:	12 hours
France:	64 points PPC (individual accreditation)
Germany:	12 hours
Hungary:	12 hours
Italy:	approx. 4 credits (GdLA individual accreditation)
Netherlands:	approx. 12 PE-points (individual accreditation)
Russia:	40 points
Slovakia:	8 CPD points
Slovenia:	50 points
Switzerland:	15 points

No responsibility is taken for the accuracy of this information.