

EAA Seminar  
**Insurance Products Covering Longevity  
and Long-Term Care Risks**

30 September - 1 October 2019 | Hamburg, Germany



Organised by the EAA - European Actuarial Academy GmbH.

### Introduction

Life annuities constitute an appropriate tool providing the retiree with a lifelong income. Nevertheless, we can observe that, in many countries, the propensity to convert into a life annuity the resources available at the retirement time is rather poor. Of course, good reasons, strictly related to the technical features of the “standard” life annuity, underpin the non-annuitization choice. In particular, as the life annuity is an illiquid asset in the retiree’s portfolio, the preference for income drawdown strategies can easily be understood.

In the framework of health insurance products, the long-term care (LTC) stand-alone policy provides resources to afford expenses caused by senescent disability. Hence, this insurance cover can be classified as a pure protection product. Nonetheless, its price is rather high, especially because of the safety loading that the insurer needs to charge in order to face pricing (and reserving) risks originated by rather poor statistical data. A barrier on the demand side then follows.

To stimulate the purchase of insurance products, various alternative products can be conceived, some of which have actually been proposed. “Old-age” life annuities, “special-rate” life annuities and several long-term care “combo” products constitute interesting examples.

## Purpose and Nature

The seminar aims at providing the participants with a good understanding of innovation in product design, in the area of insurance products covering the longevity risk and the long-term care risk. To this purpose, the seminar first focuses on some critical aspects of standard life annuities, then moves to more modern annuity products. Then, various long-term care products are described and compared in terms of sensitivity with respect to the technical bases. Finally, special attention is placed on “health-linked life annuities”, which can suggest interesting alternatives to traditional products.

In a practical part, we give a brief overview of current approaches to provide long-term care in different markets and take a look at product design and pricing, providing an overview of long-term care insurance products. We discuss the latest developments in the industry and will also deal with challenges regarding data, its availability and possible approaches.

## Participants

The seminar is open to all interested persons, such as actuaries operating in life and health insurance lines of business as well as in pension funds, consultants and supervisors. It is expected that the participants have an understanding of basic financial and actuarial mathematics.

During this seminar you will not need your laptop.

## Language

The language of the seminar will be English.

## Lecturers

### Ermanno Pitacco

Ermanno Pitacco is professor of Actuarial mathematics and Life insurance technique in the University of Trieste as well as academic director of the Master in Insurance and Risk Management at the MIB Trieste School of Management. In addition, he has been visiting professor in various universities (recently: University of New South Wales, Sydney; University of Louvain-La-Neuve; University of Ljubljana, University of Zagreb). Main fields of scientific interest are life and health insurance mathematics and techniques, pension mathematics, longevity risk, mortality heterogeneity. He is author or co-author of textbooks and papers in the fields of scientific interest. His papers have been published, among the others, on: Insurance Mathematics & Economics, ASTIN Bulletin, Journal of Pension Economics and Finance, Risks, Geneva Papers on Risk and Insurance, Belgian Actuarial Bulletin, Journal of Actuarial Practice, Applied stochastic models in business and industry, AStA Advances in Statistical Analysis, European Actuarial Journal, Giornale dell'Istituto Italiano degli Attuari.

## Görge Temme

Görge Temme is working in the Actuarial Services Team of PricewaterhouseCoopers GmbH in Germany, focusing on health insurance topics. As such, he manages actuarial consulting projects and audits for various clients, covering, inter alia, tariff calculation, accounting, IFRS 17 and Solvency II. His experience ranges from initial tariff calculation validations and premium adjustment calculations to IFRS 17 implementation projects for primary health insurers as well as life/health reinsurers. Prior to joining PwC he graduated as a Master of Science in Applied Mathematics (Wirtschaftsmathematik) from the University of Cologne.

## **Preliminary Programme**

### Monday, 30 September 2019

08.45 - 09.00	Registration
09.00 - 09.15	Introduction & welcome (EAA)
09.15 - 10.45	Product Design in the Context of Risk Management
10.45 - 11.00	Coffee Break
11.00 - 12.30	Life Annuities: From Investment to Longevity Insurance
12.30 - 13.30	Lunch
13.30 - 15.00	Life Annuities: From Standard Annuity Rates to Special Annuity Rates
15.00 - 15.15	Coffee Break
15.15 - 17.00	Long-Term Care Insurance Products: From Stand-Alone to "Combo" Products
approx. 18.30	Dinner

### Tuesday, 1 October 2019

09.00 - 10.45	Long-Term Care Insurance Products: A Sensitivity Analysis
10.45 - 11.00	Coffee Break
11.00 - 12.30	Health-Linked Life Annuities: A General Framework
12.30 - 13.30	Lunch
13.30 - 15.10	Long-Term Care: A Market Perspective
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](http://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 € 840.00 plus 19% VAT until 30 July 2019. After this date, the fee will be € 990.00 plus 19% VAT.

## Venue & Accommodation

The seminar will take place at the hotel

### IntercityHotel Hamburg-Altona

Paul-Neumann-Platz 17  
22765 Hamburg, Germany

[hotel website](#)

We have arranged special prices for accommodation. The special rate is € 107.14 per night, including breakfast, VAT, city tax and the use of public transport in Hamburg. It is valid for bookings by 2 September 2019 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 e-mail to [Reservations.hamburg-altona@intercityhotel.com](mailto:Reservations.hamburg-altona@intercityhotel.com), 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:	11 points
Belgium:	11 points
Bulgaria:	12 points
Czech Republic:	2-3 points (individual accreditation)
Estonia:	11.5 hours
Finland:	7.75 points
France:	46 points
Germany:	12 hours
Hungary:	12 hours
Ireland:	11.5 hours
Italy:	approx. 4 credits (GdLA individual accreditation)
Latvia:	12 hours
Netherlands:	approx. 11.5 PE-points (individual accreditation)
Poland:	11.5 hours
Portugal:	11.5 hours
Russia:	40 points
Slovakia:	8 CPD points
Slovenia:	50 points
Spain (CAC):	12 points
Spain (IAE):	11 hours
Switzerland:	15 points

No responsibility is taken for the accuracy of this information.