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2013 AGFA : Ritika Sethi,
Shilpi Sinha, Sowmya Sriram,
Neha Dewan, Yukti Belani,
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Debashish Banerjee awarding Alap Mehra



Debashish Banerjee awarding Yogita Arora



Darryl Wagner awarding Jatin Arora



Sandeep Asthana awarding Nikhil Gupta



Ajay Pawar awarding G R Suryakumar



Maria C Sherris awarding Debarshi Chatterjee



Neha Gupta being awarded by Melanie Puri



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Akshay Dhand being awarded by Gary Comerford



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15TH GLOBAL CONFERENCE OF ACTUARIES
18TH FEBRUARY, 2013
KEY NOTE AND INAUGURAL ADDRESS
J. HARI NARAYAN, CHAIRMAN, IRDA



Thank you Mr. Karunanidhi, President IAI for the very warm words of welcome. I would also like to thank Liyaquat Khan for having given me this opportunity and this stage to address all the delegates to this Actuaries Global Conference, and also R. Srinivasa Rao and Heerak Basu, ladies and gentlemen,

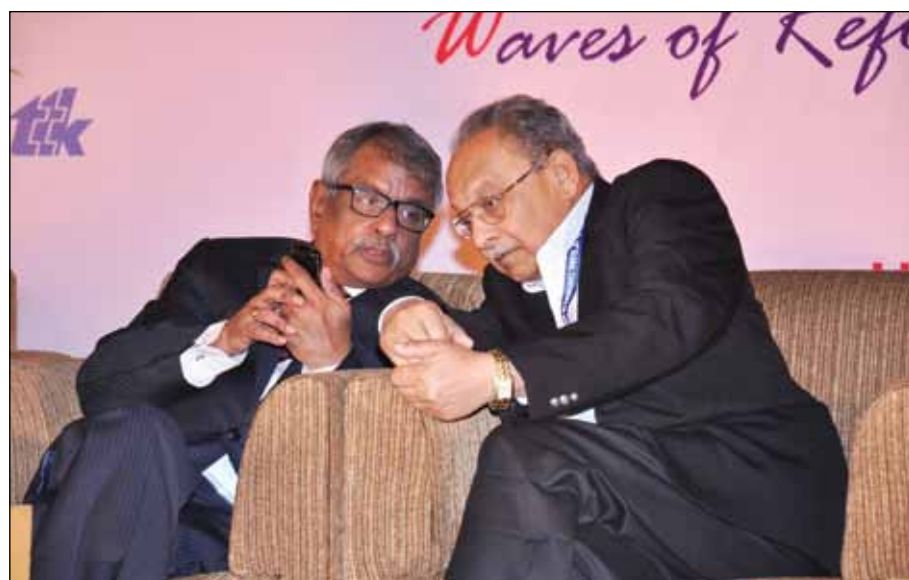
This morning soon after I got up, I was wondering how exactly does one feel good. Not just an insurance regulator, but generally how do people feel good? How do actuaries feel good? And what makes them feel happy about themselves. I thought we should list out every one of our weaknesses and inabilities, and somehow create a construct where these weaknesses and inabilities are actually virtues. And then pride ourselves and feel happy as to how well we have lived up to our virtues. I think that's a good example of what we can do in terms of defining the reality in a manner which suits us best. The reason I am saying this is the strange metamorphosis which has taken place in terms of analyzing the 2008 global financial crisis. And that is a point which I will be getting to.

The 2008 global crisis, when it initially unfolded, many thinkers and economists and others believed that that was a case of a failure arising out of an inadequate application of free market ideas. There was considerable discussion, debate and soul searching on that. But since then, another school of thought seems to have appeared, where the global prices were not so much as a result of free market frisson as it were, but more because of excessive market regulation. So it's curious as to how a given phenomenon can be understood one way or another. And I don't think that debate has quieted as yet. The reason I say this is this question of what is a market and what is the relationship between the market and

a regulatory body, is something which is a very live issue and it'll continue to inform the insurance space in India for many years to come.

Prior to this conference when I was having a chat with Liyaquat Khan, and I asked him what he expects or what he thinks might be a good idea to talk about during the keynote address. He said perhaps one idea that I could expand upon is the consequence of the regulatory differences of viewpoint which the Securities Exchange Board of India, SEBI, and the Insurance Regulatory and Development Authority had got into a couple of years ago.

products with some kind of insurance wrapper around it. And the IRDA believed that whatever might be the nature of the products, since the product was sold by the insurance companies, it is an area really within the province of the IRDA. And the genesis of the differences of opinions of these two bodies came about at that point. Subsequently of course the issue became a highly debated one in the economic papers and amongst economic thinkers, and finally it required an intervention of the Parliament to bring about a clarity in the roles as between the market regulator ie SEBI and the insurance regulator ie IRDA in terms of defining which products would be looked



J. Hari Narayan & Liyaquat Khan

IRDA & SEBI

Taking it from there, I will attempt to expand this into the idea of the difference between market and regulator and how these two forces really look at each other and with what kind of results. I think the facts are pretty well known. There was a time in 2010 when the SEBI had thought that certain products which were being marketed by insurance companies infact were mutual fund products - Mutual fund

at by which regulator. The matter ended there and ended quite well.

But what really happened at the end of it was that it was not that the SEBI did not point out what was essentially true, and that is that there was something in the nature of the product itself that is the products that were then being marketed by insurance companies, which were not particularly in the interest of policy



holders. And that is why the IRDA took it up as a regulatory issue and this was where the rub arose. That is whether a product of any nature should be allowed to be marketed in the belief that ultimately it is the market which will decide what kinds of products will succeed and what kinds of products would not succeed. Or is there a role for a regulator to define what might be the boundaries within which products or policies may be marketed in a given society. It was in that context that we had extensive discussions with various thinkers, people from civil society, people outside civil society, people from the professions and came to the conclusion that regulation is very much like hygiene. And regulation is very much part of the warp and the weft of modern societies in practically every field.

For instance pharmaceuticals: it is not possible nor is it permissible nor acceptable in society that pharmaceutical products be marketed unless they are rigorously tested. Industrial production; it is not possible to pursue certain types of industrial production, however efficient it might be, however cost effective it might be, if such production increases the pollution or the environmental burden of pollution in its very process. Similarly health, management of health. We have not defined it very, very well as yet in India. In India in the system we have not yet had a complete health regulator. The Medical Council is doing its best but a lot more needs to be done. But there are countries across the world where even in the health space, what is permissible and what is not, what kinds of protocols must be followed, and what if you don't will constitute a failure of service; all these are highly defined and highly regulated.

Policyholders & Products

There is no reason to believe that insurance products should be anyhow else. Because from what we could make out several of the insurance products which were there in the market at that time, were certainly not designed from the policy holders' point of view and not designed to ensure that a policy holder gets a good deal. That is the primary role of regulatory body. When the Act constituting the IRDA was formulated, the first sentence says it is to ensure the interest of policy holders. That is the basic prism, the basic glasses through which one is to look at the stability and growth of the insurance industry.

I have been a member of the International Association of Insurance Supervisors, and found that the world over the idea that a regulator must look at a policy holders' welfare is well rooted. Practically all regulatory bodies have that as their principal mandate. But when we have a look at insurance literature, when we have a look at regulatory papers brought out by any particular organization or regulatory body, what we find is the chapters or sections or number of words devoted to policy holder welfare is minimal. It is as if everybody talks about policy holder welfare, the burden of the legislature on the regulatory authorities is policy holder welfare, but in fact the business is elsewhere. Business is how does business grow? Policy holder welfare is at best a side show and maybe an incidental benefit in the entire process. And, nothing exemplified that more than the insurance and insurance space in India around 2010.

To just describe and go back into those times, the industry was growing rapidly. It was growing at a CARG of something of

the order of 29 or 30% right from 2001. It accelerated actually around 2005-2006 till about 2010, it was growing even faster. But the bulk of the products which were there in the market were fundamentally toxic products, and the results of that were quite evident when one looks at what happened subsequently. What we did find is that most insurance companies' balance sheets were shored up by unacceptable levels of surrenders. Surrender incomes and surrender driven products were dominant in the market. Now this might have been an entirely unintended consequence. But it was implicit in the kinds of products that were offered then in the Indian market.

For instance there were many products available which were marketed as pensions. And the pension market was almost at 25% in 2010 if my memory does not fail me. Were they really pensions? Were they really pensions or were they just called pensions but were actually mutual fund operations, is something which we needed to think about. And for that reason in 2010, when this issue between the two, the insurance and the market regulator, when the debate started, in terms of the quality of the products which are available in the market, we did think that to some extent, the regulator had really failed its primary duty of protecting the public weal. We failed in the sense that in the understanding of a free market space in insurance, and liberty to design, we failed the policy holder. We allowed largely toxic products to invade the market place and damage public confidence. And that's precisely what happened. Subsequently in 2010, we did bring about a complete review of the design parameters of the most popular products in those days that

is the ULIP products. And that's what started what we might call second wave of reforms in the insurance industry.

Relook at the past

The opening of the insurance industry was one of the smoothest openings of any industry anywhere in the world from a largely monopoly sector, to an open sector. And in India particularly it was very smooth. I would only like the members here, to look back and see the manner in which the aviation sector or the banking sector in India, both of which were equally state monopolies, how they were opened, and compare that with the smoothness with which the insurance sector was opened. Tremendous tribute to the leaders and thinkers and all those who participated in those heady days of 2000. But now we were in 2010 and it was then that the second round of reforms was needed when we had to re-examine the nature of the insurance products which are being made available to the Indian public. What happened in 2010 onward till now was a point which has been highlighted yesterday during the presentation. If you recall the graph of life industry, it sort of goes at a pretty steep 40 degree angle and then tapers off almost parallel to the X-axis. So it was practically flat from 2010 till about now.

The Pension & Annuity

I think those times will change. And I think the theme which you have chosen for this conference, the waves of reforms is really well done. And I think it's an outstanding theme. Because it is indeed what really would be happening. Starting from 2010 then, the IRDA had to relook at practically the entire gamut of insurance products in the country. We had a look at the design of so-called pension products, and what we found was most of the pension products in the market, did not inevitably lead on to an annuity. It was only a promise of an accumulation product. The regulations suggested on the grounds of customer choice, that on the vesting date the policy holder should be extended an option to buy an annuity from any other annuity provider of his choice. There were two flaws on this argument. One was that very few of products went up to vesting date. The design of the pension product was itself faulty. It could be broken at any time. It acted much like a

mutual fund instrument really and largely was used for tax shelter purposes. But anyway that was the first fallacy about it. And the second one was about customer choice. There was really no customer choice, because the only player in the country which was offering an annuity was the Life Insurance Corporation of India. So if there is only one player in town, I don't see what particular choice, the availability of such option offers. True choice would occur if there were more than one company, at least 3 companies or maybe half a dozen companies which offered annuities. Then a customer would have a true choice. So as a regulator what we felt was it was necessary to send a message across to the insurance industry that on the one hand if one is selling or wishes to market and take the responsibility of a pension product, in his mind, in the thinking behind that product, in the managerial decision or approach, must also be a commitment to provide an annuity at a point of time. And therefore we closed that window.

It might so happen that in the years to come there would be indeed more than one company which offers annuities. I see the beginning of that already. Already one or two companies are coming up with fairly reasonable annuity products. And I think therefore, the attempt, the regulatory intervention to close that window has actually resulted in a widening of the market and an expansion of choice. And perhaps if this trend continues there may not be any longer a necessity to insist on the same company providing the annuity as is the regulation at the present moment. What I am trying to convey is that the role between the regulator and the market is indeed complex, and we cannot approach it from an ideological point of view, whether it be the ideology of a free market or the ideology of a state control. It has to be a balance, and I would be very practical in that I would say that whatever works best is best. Maybe that sounds very much like Alexander Pope but I believe that's the best way to go forward as far as regulations are concerned.

But proceeding on the same line, over the past 2 years, 3 years, a tremendous amount of work has been done between the regulator and the insurance industry to redefine and to re-examine certain basics of the various regulations we have

in place. And I would like to highlight, and this again on the suggestion of Liyaquat Khan, I would like to highlight some of the thinking processes which went behind it. Some of the subjects which I will be talking about are parts of the discussions you are going to have in the sessions later on during this conference including the next two. So it might be very apposite in this keynote address to give our thinking on that matter.

Thinking aloud – Health Insurance

I already mentioned pensions, but from there we moved on to health. In terms of what is the most dynamic sector of the general insurance industry in India today, it is undoubtedly Health insurance. The health insurance has two or three dimensions. One is we saw the emergence of standalone health insurance companies in India. They are doing very well and coming out with very, very interesting products. That's on one side. And on the other side, we have seen the emergence of very large scale publicly funded health insurance schemes. There are two in particular I would like to mention.. One is the scheme called the Arogya Shree of the Government of Andhra Pradesh. For all persons below the poverty line, and there are about 50 million or so in that state, for all of them the state government purchases insurance through a bidding process from an insurance company, and provides a health coverage largely for surgical and tertiary interventions up to about Rs.1.5 lakh going up to Rs.2 lakh. And over time insurance companies were bidding premium at about Rs.80 which amounts to maybe \$1.5 or thereabouts per capita, per annum. But on the other hand with that level of a premium, they were being offered liver transplants, knee joint replacements, valves, valve replacements, stents, all kinds of other surgeries, all of that. All of it was possible at that price and I think over time more than a million operations have been conducted at that level of pricing. Of course the insurance industry took steps to ensure that their exposures are properly limited by appropriately designed re-insurance mechanisms, and the whole thing was financially viable surprisingly! In fact we had conducted several audits and several studies to find out the economics of this entire

operations to understand as to why exactly and how exactly does that work?

A second intervention was on similar lines by the government of India, where they had decided to cover all BPL families in participating states and today they cover most of the country. I think something like about 400 million people or so are covered. And here it's a medical coverage of up to ₹ 30,000 including for deliveries and child birth and hospitalization. The other one which I mentioned was for operations only. Here it was limited to ₹ 30,000 but it included hospitalization, child birth and other routine kind of illnesses which might require hospitalization for a few days. Now this one too was bid out and the cost of insurance is again of the order of ₹ 80 per capita. It's about again \$1.5. So one of the problems which we were facing when we were looking at health insurance was how exactly can we underpin and improve the health coverage, not just from the point of view of the health insurance industry, but from the point of view of providing a health coverage for citizens in the country. To this end the IRDA had constituted working groups along with the Confederation of Indian Industry (CII) and the Federation of Indian Chambers of Commerce and Industry (FICCI), to get the best minds in the business to look at it, and that collaboration has been tremendous. Various issues were raised, various solutions were hammered out. And I must acknowledge the tremendous work done by those two bodies in enabling us finally to bring out the health regulation as far as insurance is concerned in India.

These health regulations are in place and set out the broad guidelines within which the health insurance industry can grow in the country. And I think that will be something which will enable a much healthier relationship between hospitals, third party administrators, insurance companies and the policy holders. One matter which we were conscious of was that it currently being debated in the Mumbai High Court. There is a public interest litigation on the mutual responsibilities of insurance of state, of society and common good and issues of this nature vis-a-vis what the Constitution of India states and requires. So it's in this context that some of the regulations really do come into place.

Thinking aloud – the life insurance products

Leading on from this, we later moved on to the design of the linked and non-linked products. And here I would like to share with you a little story about an experience we had during the IAIS meetings. There was a meeting which was held in Cayman Islands about 8 to 9 months ago. During the conference, the IAIS secretariat invited the Jamaican regulator to talk to the members of the IAIS about his ideas in terms of the insurance industry in Jamaica and his concerns and so on and so forth. During the course of that one of the first things which he said, was when he is sitting there as a regulator in Jamaica, he is not really thinking about solvencies of insurance companies and all that. No. He says he does look at it occasionally, he's got the staff which looks at it, insurance companies look at it. But that is not what he is worried about. He said day in and day out he is worried about the type of products insurance companies are marketing in Jamaica. What might be the implication of the product for the buyers. Are they good, are they bad. And we took that as a point of departure in the IAIS.

The IAIS, in terms of its background and in terms of its quality is really an assemblage of prudential regulators. So they are focused and they are exceedingly expert in terms of calculating solvencies, in prescribing the kind of financial limits and the financial ways in which one should manage risks in insurance companies and provide for them that's their fundamental focus. But it was only after hearing the Jamaican regulator that the IAIS realized, and let me tell you that even the IAIS has as one of its objectives policy holder protection. So for the first time after listening to the Jamaican regulator, that 16 years after its existence, they said they really should be looking at policy holder protection in a better way. They should be looking at product design. The point I'm trying to make is the need to look at these issues inform not just the Indian regulator, but is a belief which is now growing across all regulators. And I think we need to understand this.

As the world knows, the rates of growth in most of the developed countries has more or less come to a stretching point, growth rates are marginal. Of course the

base is enormous, so even a marginal growth is itself a tremendous amount of work and tremendous amount of value. But purely in terms of growth in numbers and rapidity in growth, certainly the world economy has shifted towards Asia and rates of growth in the Asian continent will be pretty rapid. I am sure in time we will witness the same in South American and in Africa, maybe different laggings in time, but ultimately that will be the way we will be moving as a people on this earth. But having said that, the point about Asia and Asian markets, and this is particularly true of India and neighboring countries in South Asia, is that these for a long time are bound to be high volume, low ticket markets. And if we are going to have high volume low ticket markets it is even more important to understand, that the clientele we are going to be dealing with would not be particularly sophisticated, would not be in a position to purchase expensive financial advice. But on the other hand would operate entirely on the basis of trust. And if that trust is going to be violated in any way we will be destroying the industry. Some of the stresses of that we can see in the Indian Life Insurance industry today. For instance redemptions on a month to month basis in most companies exceed first year premium. That being the case I don't see how companies are going to build up their assets under management. And I would say that this has entirely come because of a misplaced idea of where exactly a regulator should or should not intervene. I'm glad that we did intervene where we did and I am confident that on this basis the insurance industry, even though it might be on a flat growth rate at the present moment, the foundations of what we are building today will lead for a more stable and largely more self supported growth going forward. And I think that will be the foundation on which more trust would be built.

Thinking aloud – the Bancassurance

But apart from the regulatory changes in terms of product design we have also been looking at methods and systems by which we can expand distribution opportunities in the India insurance space. One major issue which we were working on is Bancassurance. And here we have a problem. And the problem is this, in the Indian insurance law and

practice, as has been going on now for almost a 100 years, yes a little more than 100 years. In fact the first insurance industry in India came about soon after it emerged in Scotland sometime in 1830 or thereabouts. Then it collapsed. Again it started off in 1880. So we have a long experience with insurance. Different types of accents on the insurance industry no doubt. But this entire insurance industry was built on one concept and that is the agent who actually markets a given product at the field level, the agent, is tied to an insurance company. One agent one insurance company. There is a one to one relation between the insurance company and the agent. That being the philosophy of the entire insurance marketing system in India, we could not see any logic in the demand of some insurance companies and by most bankers that a bank should be allowed to be the agent of more than one insurance company. That would destroy the very basis of this one-to-one. And that was not the measure we thought to be wise to be taken just casually. So we refused it. But on the other hand the fact remains that we need to expand and make available the banking network for distribution of insurance products.

If I had my way I would never have allowed banks into the insurance space much like in Canada. But anyway that is water under the bridge. Having come into it, we thought we can define a one is to one equation of an agent but recognizing that India is a sub-continent, the entire, size of the platform on which that one is to one would operate need not necessarily be the entire country. It could be state wise. That is that a insurance company could have a relationship with a bank in a state. And that is how this regulation was drafted. There have been differences of opinion. But at some point of time we realized that it is not possible to please everybody. But what we are here to do is to recommend what in our best judgment is the way forward. But when we were about to notify it, another issue came up which we have need to address and we will be once again referring the bankassurance matter to the Insurance Advisory Committee, to enable them to have look, give their advice so that we can take the matter forward.

Apart from the area of expanding distribution in Bancassurance, we have

also been looking at how to expand the broking channel which is an important channel, and the agency channel.. How do we strengthen the agent system such that agency can be a career opportunity and a career path for persons who wish to devote themselves to it full time. In both these areas we have taken significant measures. One is to create a new channel called senior agents, and the other is to also open up sub broking subject to certain limitations. So that's another area where a lot of work has been done and is part of this wave of reforms which we are contemplating.

Thinking aloud – reinsurance

We had a look also at re-insurance. For many of you it might come as a surprise that India is the most let's say non-regulated market as far as re-insurance is concerned. And we thought that that's not in the best interest of the insurance industry or the re-insurance industry, or the Indian economy itself. So we have been studying patterns which we find in existence in different other jurisdictions. And we have made small beginnings to require registration of re-insurers, certain reporting and certain other requirements of that nature. This of course might mature in course of time. But at this moment it is only a beginning in that direction. We have a long way to go.

Thinking aloud – where the money comes from

One area which I would like to share with you is that in point of fact from a regulator's perspective we really do not know where the money is coming from. By which I mean, it is not possible for us to tell you, where exactly is all this premium coming from? Is it coming from Tamil Nadu? Is it coming from maybe Punjab? Or Gujarat or wherever? Is it coming from individuals? If so what is the size of that individual's family income? Is it coming from groups? In which case which groups?

What I am trying to say is we are largely ignorant of the granular pattern in terms of who buys insurance. We do know the total amount, from, group, single premium, retail, this and that. But we really don't know much beyond that. And the reasons for that is, the initial capture of information is pretty indifferent. Even

though the insurance act recognizes the so-called proposal form, and in fact the proposal form is a legal document by which I mean insurance companies can deny claims based upon information captured in the proposal form. And even though that it is such a vital document, the industry as such and the regulatory office as such, has not really paid much attention to the design, content and data capture within a proposal form. So that is one of the major steps which we have introduced. That is that there is going to be a proposal form. It is already there in the insurance act, it has always been there. It's always part of our legal structure. But we have tried to make it more rigorous in the belief and hope that in time, this proposal form will capture this kind of data which apart from other things and would enable far better policy interventions when it comes to taxation measures, when it comes to other kinds of shelters or other kinds of incentives, which one would like to build to propel the insurance industry in the country. At the moment it's all by hunch and I don't think that is particularly wise.

So as I was saying, the other area is about analytics. We had constituted an information bureau as a body. Initially the regulatory body had wanted the life insurance Council and the General insurance Council to build these kinds of data banks for the betterment of the industry at large. But we found that in the Indian ethos or maybe in the Indian management mechanism, people were less willing to share information amongst themselves. Therefore on the request of the councils we decided to constitute an information bureau at a national level. We have of course taken the pains to ensure that that information body is at an arm's length from the IRDA, that the IRDA hasn't got any privileged access to any of the information which they house, and we are in exactly the same position vis-a-vis the information bureau as any other applicant to that information bureau is. We do hope that the beginnings of this will enable the housing of information which will be critical for various types of analysis and advanced analytics which we talked about yesterday. The geographical based understanding for instance which the MD of Deloitte was talking about. Yes all that is really what is happening within the information bureau.

Thinking aloud – the unfinished agenda

So ladies and gentlemen one other thing which Liyaquat Khan wanted me to dilate upon is about what might be the future steps which you may see. Taking the unfinished agenda as it were. I may inform that I may be demitting office day after tomorrow so I am really at a liberty to say whatever. In the futures I think there are 2 or 3 areas where we need to work on at an industry level. One is social security. I understand that is one of the themes coming up in the next section. Social security apart from the health scheme which I talked about is something which the insurance act incorporates. A certain proportion of the sales of an insurance company is supposed to be directed towards enhancing social and rural security. We call it social and rural obligations, but fundamentally that's what it is. But what we find is that these products seem to be designed to keep the regulator happy and to just ensure that a company meets the letter of the law. It is absolutely no social benefit, no consequence of any

kind whatsoever. It's amazing! Some of these schemes which they market have got a zero claim ratio. You can't believe that. So quite obviously the mechanisms which are in place are inadequate. Nobody even knows what these schemes are about. What's it for? So it occurs to me that it's a complete waste of money. I don't see who benefits from this. But on the other hand, there is certainly a need for social security. So the question is that can we make use of this better? Is it within our intellectual capability and let's say our managerial thrust to really make it happen. And that's a question gentleman which I think the actuaries and the industry representatives here are better positioned to answer. I do hope as we move forward, we'll find an answer to that, as we need in another area, and that is catastrophe relief, catastrophe insurance. Right now that is not particularly developed but we need to take note of what is happening for example in Indonesia where the intensity of typhoons is very much higher than what they have experienced so far. India is very prone to cyclones and cyclone damage.

The same phenomenon will occur all over the Indian Ocean also. So we are open to tremendous catastrophic damages, but we have not taken much steps, much headway in that. So I would say, in the future apart from social security, areas such as health and catastrophe and these would be important. From a pure professional point of view, from the point of view of the actuaries who are here assembled, we have taken steps towards a risk based solvency. I had issued an exposure draft which indicates these first steps. But going down the line, there is one thing which the actuaries must decide in their minds. There is of course one's loyalty to one's company, and the company's interest. But there perhaps is also a loyalty to the tenets and to the solidities of their profession. And I do wish and hope that that will prevail at all times.

Ladies and gentlemen, I would like to thank you and thank all of you for your hearing and I would like to thank the Institute of Actuaries of India for having given me an opportunity to talk to you this morning. Thank you.



PHOTO FEATURES OF KEYNOTE & INAUGURAL ADDRESS



Liyaquat Khan, M. Karunanidhi, J. Hari Narayan, R. Srinivasa Rao, Heerak Basu.



FROM THE DESK OF CHAIRPERSON - 2013 AGFA & 15TH GCA ORGANISING GROUP LIYAQUAT KHAN

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Looking back to the 13th GCA in February, 2011 the feeling is a bit nostalgic: the efforts that the 13th GCA Organising Group under the leadership of Peter Akers as its chair had to put in was tremendous. The objectives were to;

- 1) Make the event truly global: the actuarial and insurance industry work space within India being global – joint venture insurance companies, global reinsurers, global consulting firms and Indian economy very much linked to happenings at the global level.
- 2) Create an ambience which motivates thought leaders at the global level to participate in the conference.
- 3) Motivate industry to own up the event by partnering in organising and financial support.
- 4) Make the GCA celebratory: being together and celebrating.
- 5) Think beyond the routine: new horizons to explore.

Thinking beyond the routine brought about Math Stars event piloted by Mayur Ankolekar and Jane Akers who not only worked diligently amongst economically disadvantaged areas of Mumbai and picked mathematically brilliant kids, financed most of the expenses on the project. Jane has gone back to UK along with Peter Akers, her husband but the memories of her devotion to the project resonates even now. Mayur has continued with the Math Stars project and the 2013 AGFA evidenced the young kids in their brilliance and motivated spirit. Amongst the 11 aspects of 2013 AGFA, that participants were requested to rate on, the Math Stars got the highest rating: 4.72 on the scale of 1 to 6, 6 being the highest. Congratulations to Mayur and his team of volunteer actuarial students. GOD willing some day in future we would have some of these brilliant though economically deprived

now, as successful actuaries.

The responsibility of **making the event celebratory** fell upon Saket Singhal, Chair of the Advisory Group on Social Cultural and Youth Affairs, an advisory group created for the first time with the objective of engaging students culturally with IAI. Assisted by Nidhir Gupta secretary to the advisory group and other members of the group, Saket brought in three students' groups, from Gurgaon, Bengaluru and Mumbai. Three years down the line, these groups (with different student performers each year) have entertained the delegates. 2013 AGFA award winning team from Bengaluru displayed dancing talent that still reverberates in us. Aside from organising students performance Saket and his team also brought in award winning external performers which have had some social orientation: the 2013 AGFA performers, the two young kids displayed amazing dancing talents. IAI staff too joined in the celebrations right in 13th GCA and continue to do so: got rating of 4.69 on scale of 1 to 6.

Involving industry was not a wishful thinking: number of 13th GCA organising group members took the responsibility and some of us know how difficult the path was. We did it: financial partnership collection went up by about 55 % over 12th GCA, a number never achieved before. The financial soundness gave us leverage to market the event globally and effectively resulting in more than 700 delegates as against some 500 in past. Involving industry was a movement that has not looked back, three years down the line, 2013 AGFA & 15th GCA had + 108% more financial partnership than the 12th GCA. Industry supported the 2013 AGFA & 15th GCA, besides by way of financial partnership, sponsoring delegates: 770, the highest ever number so far.

The thought leaders: 13th GCA brought

in N Rangachary, the first Chairperson of IRDA who steered it till 2003 from its beginning as Key Note speaker. His address, well researched and thought out made a mark as never before. The event with 76 speakers had many global leaders of the actuarial profession and industry including President of the UK Actuarial Profession, President of the Casualty Actuarial Society in the US, President – elect of the Society of Actuaries in the US, President of the South African Actuarial Society and many others. The 2013 AGFA & 15th GCA had many more Presidents besides the Key Note address by J Hari Narayan outgoing Chairperson of the IRDA (his last day in office was 20th February, 2013) had the audience re-think on some of the regulatory issues that are being blamed for lack of growth of the life insurance industry. The survey on 75 speakers by the delegates gave J Hari Narayan top score of 15.20, with the second position much behind at 8.80.

The 14th and 15th GCA combined had 151 speakers (with just 12 persons common to both) coming from different countries as under;

Country	14th GCA	15th GCA
Australia	3	2
Canada	1	2
Germany	3	0
Hong Kong	8	4
India	34	41
Japan	1	0
Mexico	0	1
Philippines	1	0
Serbia	1	0
Singapore	3	8
South Africa	2	1
Switzerland	2	1
UK	12	6
US	4	9
Grand Total	76	75

GCA the Global Brand: Much of year 2011 was occupied by strategy Initiative workshops that brought out, besides Vision, Mission and Values document number of aspect of IAI's direction of working and the collective mindset. One of such many aspects was that GCA should become an instrument of IAI becoming a global brand.

In this direction and as one very important cultural shift of IAI's working has been consultation through surveys. Organising GCA too has been heavily influenced by such survey results;

- 1) The Survey on 13th GCA lead us to, amongst many other things the following few;
 - Drop the Plenary session on Takaful
 - Introduce IAI students event
 - Strengthen Global Round Table (GRT) anchored by Ashvin Parekh
 - Allocate more time and have better positioning for the four practice area specific concurrent sessions on Life Insurance, General Insurance, Health Care Insurance and Pension & other employee benefits.

- Create space for deliberations on service delivery keeping in mind the Off-shored Actuarial Work space
 - Introduction of concept of Cover Notes so as to provide a high level flavour of canvas in India in the backdrop of which actuarial work is carried out.
- 2) The Survey on 14th GCA lead us to, amongst many other things the following few;
 - Drop the Plenary Session on Micro-Insurance
 - Strengthen the IAI students event by shifting it to AGFA day from Day 1 evening programme on the sidelines and carefully select two speakers, one from academics and one from practice area who have the potential to inspire students from global perspective.
 - Strengthen further the 'signature' programme of GCA, the GRT anchored by Ashvin Parekh by webcasting the programme globally.
 - Allocate still more time and positioning on Day 1 the four concurrent sessions.
 - Involving the Advisory Group on

Off-shored Actuarial Work (the new Advisory Group created during the year) in organising the session on 'India: Global destination for service delivery'

- Strengthen the administrative aspects of the GCA – the registration & help Desk: it took just about a minute or two to register.

The Global Caravan moves on: In this issue of the Actuary India, we have besides thought provoking Key Note address by J Hari Narayan, the Survey results carried out amongst delegates, Students (who attended the IAI Student Event on 17th February, 2013) and Speakers. Listen carefully and move on without being detracted by street side stone pelters.

I end with my grateful thanks and appreciation for the 2013 AGFA & 15th GCA Organising Group members:

Heerak Basu, Sunil Sharma, Vibha Bagaria, Saket Singhal, Mayur Ankolekar, Tania Chakrabarti, R Srinivasa Rao, And ofcourse, the President, **M Karunanidhi** for his wholehearted support.

Regards,

Liyaquat Khan



THE ACTUARY INDIA – EDITORIAL POLICY (VER. 2.00/23RD JAN 2011)

Version history;

Ver. 1.00/31 01 2004 Ver. 2.00/23rd Jan. 2011

- A: "the Actuary India" published monthly as a magazine since October, 2002, aims to be a forum for members of the Institute of Actuaries of India (the Institute) for;
- a. disseminating information,
 - b. communicating developments affecting the Institute members in particular and the actuarial profession in general,
 - c. articulating issues of contemporary concern to the members of the profession.
 - d. cementing and developing relationships across membership by promoting discussion and dialogue on professional issues.
 - e. Discussing and debating issues particularly of public interest, which could be served by the actuarial profession,
 - f. student members of the profession to share their views on matters of professional interest by way of articles and write-ups.

- B: The Institute recognizes the fact that;
- there is a growing emphasis on the globalization of the actuarial profession;
 - there is an imminent need to position the profession in a business context which transcends the traditional and specific actuarial applications.
 - The Institute members increasingly will work across the globe and in global context.
- C: Given this background the Institute strongly encourages contributions from the following groups of professionals:
- Members of other international actuarial associations across the globe
 - Regulators and government officials
 - Professionals from allied professions such as banking and other financial services
 - Academia
 - Professionals from other disciplines whose views are of interest to the actuarial profession

- Business leaders in financial services.

D: The magazine also seeks to keep members updated on the activities of the Institute including events on the various practice areas and the various professional development programmes on the anvil.

E: The Institute while encouraging stakeholders as in section C to contribute to the Magazine, it makes it clear that responsibility for authenticity of the contents or opinions expressed in any material published in the Magazine is solely of its author and the Institute, any of its editors, the staff working on it or "the Actuary India" is in no way holds responsibility there for. In respect of the advertisements, the advertisers are solely responsible for contents of such advertisements and implications of the same.

F: Finally and most importantly the Institute strongly believes that the magazine must play its part in motivating students to grow fast as actuaries of tomorrow to be capable of serving the financial services within ever demanding customer expectations.

Let's look back and take it for the future : the 2013 AGFA & 15th GCA participants' SURVEY

By Liyaquat Khan, Chairperson –
2013 AGFA & 15th GCA Organising Group,
and Vinod Kumar, Head - Research

INTRODUCTION

curtains down for the 2013 AGFA & 15th GCA on 19th Feb'13 and it was really heartening to see all your enthusiastic and overwhelming response and generous support throughout the event. This will definitely provide a lot of impetus to the organisation of the 2014 AGFA & 16th GCA which we hope to make even more global in nature and more tuned to the audience's interests.

The registration for the event was very good with a record count of 770 from both India and abroad and represented by 136 Institutions/companies. The turnout at the venue was also record breaking which stood at 704 (91.43%) and surpassed all previous GCA participation. Of those who came to the venue, 82 were from 19 countries other than India.

The survey for participants of the event was aimed at all those who had registered at the counter. However, a few emails bounced back and some participants did not respond leaving us with 172 respondents as at 10th March 2013, the closing date of the survey.

Aside from answers to survey questions, respondents have also given their comments in the spaces provided which would prove very useful to the future organisation of the event – a questionnaire by its very nature could only capture so many aspects of the event and cannot be taken as fully exhaustive.

We give below the results of the survey. The analysis of responses about speakers and their ranking has been taken out, results being confidential in nature.

B. THE SURVEY- TAKE AWAYS (order of questions has got changed as a result of deletion of questions about speakers)

The below format is arranged as the questions & options, number of respondents, summary of responses/ graphs, comments from the respondents.

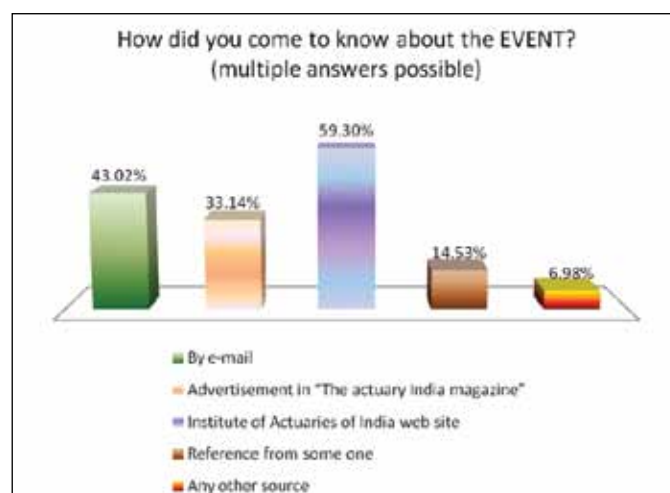
1. Please fill in your details: Responded by 172 out of 704 (24.43%) reported participants

Name (Not mandatory) :
E-mail (Not Mandatory) :
Telephone number (Not mandatory) :
Country of residence (Mandatory) :
Member of an Actuarial body
(Mandatory) (Answer Yes/No) :

2. How did you come to know about the EVENT- Multiple answers possible- Responded by 172 participants

Information source	Count
Institute of Actuaries of India web site	102
By e-mail	74
Advertisement in "The actuary India magazine"	57
Reference from some one	25
Any other source	12

On average, each participant acknowledged information with regard to the event reached to them from 1.57 sources; Prominently from IAI website and by e-mail. A look at the source percentage as under:



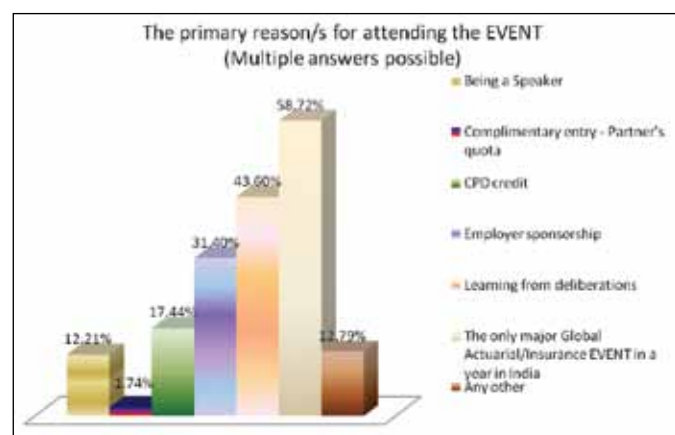
Any other source as specified by 12 members as:

Liyaquat Khan mentioned to me.
Asked to speak
Deloitte
Vishwanath Mahendra - AA of AMHI
Invited by Institute
Insurance Institute of India mailing
My manager told me
Expectation/Tradition that the GCA happens in February
My company was a Partner
Colleagues
Co partners in GCA
I have been coming for years

3. The primary reason/s for attending the EVENT (multiple choice possible)- Responded by 172 participants

Choices	Counts
Being a Speaker	21
Complimentary entry - Partner's quota	3
CPD credit	30
Employer Sponsorship	54
Learning from deliberations	75
The only major Global Actuarial/Insurance EVENT in a year in India	101
Any other	22

There were 306 responses under all multiple options in total. The purpose indicator is 1.78 on average by counting the total responses from all 172 respondents. However, most of the participants attended the annual event due to it being in their opinion the only major global actuarial event in India.



There were 22 specific responses, however, few which were duplicate and incomplete are not represented here.

Comments by Participants

Performance by students
Networking and getting to meet people related to actuarial profession
Learn about the Indian market
To know about the profession, scope & students
Part of multiple Advisory Groups
To get an idea, information on current developments & knowledge on the industry
To get exposure from worldwide Actuaries
Supporting a qualifying colleague
Excellent food/ drinks
To receive award
To know more about actuarial career and life
Looking for a platform for entry level job
I thought I would be a speaker as so often before but my offer was not accepted

4. Date/s you attended the EVENT (please click all dates that you attended)-Responded by 173 participants

Day	Attended by	as % of survey participants
2013 AGFA-17 th Feb'13	133	76.88%
15 th GCA- Day 1	165	95.38%
15 th GCA- Day 2	152	87.86%

Keeping in view of total registrations as 704 and considering the survey participants as a fairly good cross section of all participants, the above proportions may be viewed as an indicator for counting of heads during 2013 AGFA, GCA-Day 1 and GCA-Day 2 as 541, 671 and 619 respectively.

Rate the following:

5. The EVENT website and Admin support through the website (Rating scale from 6 to 1 , 6 being the highest)- Responded by 173 participants

Summary of weighted average of each of the items rated by the participants

Items	Average rating
How smooth was the online payment process for registration?	4.84
Details of Speakers displayed on the website	4.62
The Website?	4.50
If you booked hotel room through the site, how smooth was the process?	4.00

Comments by Participants

- 1) Don't understand why I had to book a room on website, then fill in all details etc again on a spreadsheet sent to me by Institute
- 2) Bank charges are being applied for online payments. Either receipt should show the full amount including bank charges or bank charges should be waived
- 3) Excellent
- 4) Major Overhaul of the website needs to be in place. There was not much data available on the website.
- 5) Transit Hotel may have been better than Air link at the same cost.
- 6) It was a little tricky to find the programme details i.e. the detailed timings - that could have been easier to access on the website.
- 7) If we can have the list of local hotels, medical/ hospital location and other necessary information as a pdf, it will too much helpful for all of us.
- 8) I didn't think the website was very good. The programme was hard to read, and the PDFs were difficult to download. It also was unclear about the AGFA being a separate event, so hard to find information on it.
- 9) Payment through the website did not work initially but the IAI office gave very good support.
- 10) Overall it is ok.
- 11) Venue is not OK.
- 12) Needed a better programme schedule!
- 13) No sure why the mini bar closed in the hotel for booking through IAI
- 14) Everything was perfect

6. Cover notes on the website from the perspective of being of use to you (Rating scale from 6 to 1 , 6 being the highest)- Responded by 161 participants

Summary of weighted average of items rated by the participants

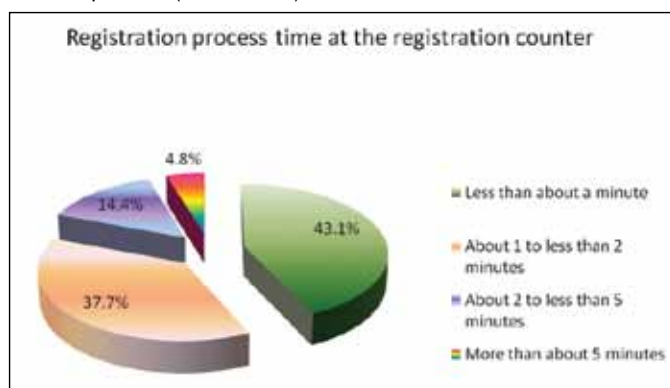
Cover note	Rating average
Economic & Demographic trends	4.37
Life Insurance	4.31
Off-shored Actuarial Work	4.28
General Insurance	4.17
Health Insurance	4.15
Pensions, Employee Benefits & Social Security	4.06

Comments by Participants

1) Excellent event
2) Attended only Life session
3) I didn't use the cover notes
4) There were cover notes? I didn't know this.
5) It could have been better and more interesting to read. I don't recall reading much about these on websites. Though I glimpsed through the emails sent separately.
6) Its a good idea! They could be more polished/thoughtful - but I guess they will with time. Great initiative.
7) Current topics like Solvency II found no mention. Topics looked sponsor-oriented.

7. Registration process time at the registration counter- Responded by 167 participants

More than 80% of the registration has been done within 2 minutes; however, there were 8 cases responded as "more than about 5 minutes". This might take the overall count of such cases up to 35 (out of 704).



8. Rate the following- Services and Venue (Rating scale from 6 to 1, 6 being the highest) - Responded by 171 participants

Summary of weighted average of each of the items rated by the participants

Service	Average rating
Efficiency of help desk	4.98
Overall ambience at the venue - Hotel Grand Hyatt	4.87
Convenience of access to venue	4.85
Networking facilities	4.69
Ease of locating & movement from one Session Hall to another	4.57
Networking opportunities: space/privacy	4.40
Space availability for movement- Halls and Corridors	4.28
Food & Beverages	4.08

Comments by Participants

- The space availability for movement-Halls and Corridors was very bad and the corridors were very noisy even during sessions which was disrupting the ongoing sessions. This was due to people trying to network standing (congesting) the corridors right outside the seminar halls which was not very impressive and I think people who are interested in networking and not attending sessions should be encouraged/compelled to stand and talk in different location probably outside so many other seminar halls where nothing was going on at that moment or coffee/meals section etc.
- Got very crowded in area between the rooms where sessions took place. I seem to recall that there was more space in hotel used last year. But this issue is the ONLY -ve point for hotel this year compared to last
- signage was confusing
- Other than the connectivity, renaissance was a better venue.
- There were last minute changes in the break-out session venue. Took time to find them.
- Food was monotonous and everyday almost the same stuff was being repeated, especially in vegetarian dishes. Also there was only Indian cuisine each time and lack of variety, not the best of Grand Hyatt.
- Management was good though.
- There were not much networking opportunities for the Students. A process should be set up so that actuarial aspirants get an opportunity to talk to industry Stalwarts and they in turn get to know the new talent.
- No place to keep luggage on the last day. Hotel did not provide any space.
- There were swarms of mosquitoes inside the session halls that were extremely distracting and constantly biting
- some assistance for the physically disabled could have been provided for.viz, food arrange for the PH disabled.
- More standing tables are required in the courtyard to facilitate networking. Allows people to congregate better. There was a problem with concurrent sessions moving on Day 1 and no instructions on which hall to go to - caused confusion that could have been avoided.
- Food was OK - very typical big conference affair, so probably not as good as I was expecting from the Hyatt. The fact that the IOA reception was booked in a room where no alcoholic drinks could be served was ridiculous - in a 5* hotel that kind of thing shouldn't happen for an international function!
- Hotel is quite convenient in terms of location but I felt Renaissance was better in overall look, feel, space, etc.
- Good location - better than Powaii
- A big flex board was kept near to the counter which was very much useful.
- There was no indication for C1, C2, C3 halls for concurrent sessions. My suggestion is it can display at different places so that it can be easily accessible.
- The quality of the food was very poor. Most of the participants expressed this.

- 19) There was a big gap between the events and dinner (18th). Most of the participants left the venue without having dinner.
- 20) Bar was opened very early (6.30 PM) but not dinner!! Institute should think whether bar is required in our country for such a kind of event.
- 21) Tea was kept for shorter duration. I saw so many participants were searching for want of tea so many times. This can be improved.
- 22) Location is easily accessible by any mode of transport like train, bus car etc.
- 23) Food and morning tea was not in standard and adequate
- 24) The sessions were not clear as to what is happening in which hall for concurrent sessions and for IFA event
- 25) There were a lot of mosquitoes in the area where sessions took place which was not expected from a place like Grand Hyatt

9. Please rate the 2013 AGFA programmes (Rating scale from 6 to 1, 6 being the highest)-Responded by 138.

Summary of weighted average of each of the items rated by the participants

Item	Average rating
1) Maths stars awards	4.72
2) Presentation of Associate, Fellowship awards	4.70
3) IAI Staff performance	4.69
4) Ambience and Seating	4.68
5) Presentation of Subject related awards	4.63
6) The program structure	4.60
7) Compeering by Varun Gupta	4.57
8) Student performances	4.57
9) Family videos	4.46
11) Light and Sound effects	4.37
12) Timings of sessions	4.33

Comments by participants:

- 1) The program structure should definitely be improved to have more attendance on day 2 sessions where by delegates start leaving on day 2 and there is hardly anyone to be seen post lunch where by the sessions were being conducted by presidents of US and UK institute. Being a member of Indian association I think we need to improve the impression that we are creating of Indian students on them. It was really disappointing to see such amazing speakers having come from all over the world to have such a weak attendance who had probably taken a good amount of time preparing these sessions. The RGA session had around 50-70 attendees while the last UK institute session had as weak attendance as around 35-40 delegates and the video grapher was sleeping or on call all this while on day 2. We need to structure may be have some awards or something on day 2 or may be have the programme starting Friday.
- 2) Too long - should be shortened
- 3) Family videos are great to watch but quality wasn't consistent making it difficult to hear. If possible it would be great to have recipient receive award stay on stage and then show their family video. Then do this for next award winner, etc.
- 4) Don't keep performance on two days , all can't sit late for two days than v had to choose which one to attend
- 5) It would be nice to hear a few words from the actuaries receiving fellowship.
- 6) I think Family Videos took a bit more time and 'What's In It For Me' was lacking for that particular segment
- 7) Sound was too loud when the records/videos were being played
- 8) Performances were weak and unrehearsed, can be ignored in future GCA meets. Otherwise it was cherishable.
- 9) Fellowship awards should be given by president rather than sponsor of the events. It is really disappointing to see the award being given by some random personality. It should be the highest authority of the body which is the president. I didn't even see president talking except once.
- 10) The health session had very few seats and ppl had to stand through the session
- 11) I liked the celebratory aspect for the fellows getting their certificates - especially the family videos. However the whole session was too long - people can sit max 2 hours before they start getting bored and looking for a way to get out.....
- 12) The GALA Event was not conducted in an organised manner. There were cases when the Award givers were not informed of the timing when they were required on the stage. Like with ST7 award. Plus, if we want to showcase our culture through dance performances, it is advisable to have correct selection of songs and groups. Other one or two dance performances, the performances were not up to the mark when being performed at event of such grand status.
- 13) Fellowship awards should surely be given and presented by the President.
- 14) Would be good to have a group photo of all new Fellows with the President. The FELLOWSHIP part of the awards night should be the HIGHLIGHT and not buried in the overall programme. It is what everyone should aspire to, and should be a highlight for new Fellows.
- 15) Videos of family went on a bit too long.
- 16) I found the air conditioning at the main session hall too cold!!
- 17) The awards for the subjects dragged on.
- 18) I would have appreciated if IAI President would have given the Associate ship and Fellowship awards rather than other industry professionals. Subject awards are fine to be given by industry professionals and sponsors but not the other ones.
- 19) It's a good idea but family videos were too long - especially when talking in languages I didn't understand. So maybe keep them but make them shorter.
- 20) I did not attend as I am not keen to sit through such a long programme of so many things. Make it special for the new Fellow Members. Why all the many other awards at the same time?

- 21) Timing was not followed in the first day.
- 22) Lot of improvement is required in compeering. Stage was kept idle and there was gap between events. No communication was given. Audience needs to be informed continuously and compeer should take control over the stage and audience together.
- 23) Overall performance of the students was good.
- 24) Family videos were confusing. Whose family's interview was going was not clear. For all the interviews if English translation was available below, it might have made the session better.
- 25) This was an enjoyable event but was very long to keep the attention of the people in the audience, it should have been at least an hour shorter. My suggestion would be to have fewer speakers and have people receiving presentations sitting at the front to speed up the process. I very much enjoyed the family videos, although some of these too could have been a little shorter.
- 26) It's not clear sometimes when sound is played while announcing awards
- 27) There were lot of mosquitoes and music was very (very) loud and noisy.
- 28) Family Videos could have been avoided
- 29) This night could use some revision I believe. Also the bugs were terrible.

10. Please rate the following-15th GCA (Day 1 & Day 2) Sessions(Rating scale from 6 to 1, 6 being the highest)- Responded by 160 participants

Summary of weighted average of each of the items rated by the participants

Plenary session	Average rating
S2-Global Round table: Waves of Reforms... Oceans of Opportunities	4.59
S10- Insurance market: Reinsurance solutions	4.43
S9- Actuarial Frontiers	4.38
S4- Enterprise wise Risks	4.37
S5- Evolving regulatory landscape and implications	4.32
S6- Money Market, Liquidity and Credit Crunch	4.30
S8- India: Global Destination for Service delivery	4.26
S7- Lessons from UK Actuarial Professions' Project on Discount rate	4.18

Comments by participants:

- 1) There was lack of student sessions for the motivation of students who just entered the profession.
- 2) I expect that there should be more participation from young members of the profession. They can do better than just dancing on stage. I am not saying that cultural activities are less important but when we talk about ocean of opportunities, it seemed it is only there for few people who talk every GCA or it some foreign branded face.
- 3) * Too many plenary sessions. Need more breakout sessions with choice. Many plenary sessions to do not appeal to many people. * A bad idea to have breakout sessions on

first day as attendance waned on second day.

* Personal view is far more technical material can be presented with choice if there are more breakout sessions.

- 4) It is a shame how few people attend the last few sessions. If 771 register and, say, 600 attend the event, it must be asked why about 30 attend the last plenary session. Where are all the responsible people at the IAI? Why would anyone want to prepare something for the last session?
- 5) Not sure why Aswin Parikh was chairing 2 sessions and was speaker for one. Not that I have issue about this, but instead could have given opportunities to other delegates by may be, taking out one session from him.

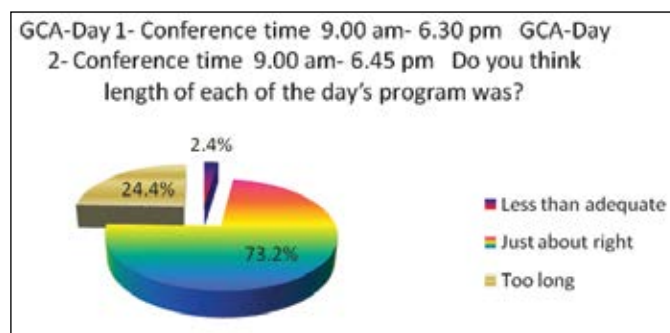
11. Please select concurrent sessions attended by you (multiple choice possible)-Responded by 161 participants

Session	Attended by	as % of total respondents
C1: Health Care Insurance	39	24.22%
C2: Pension and Employee Benefits	30	18.63%
C3: Life Insurance	79	49.07%
C4: General Insurance	56	34.78%

There were 204 entries in total from 161 participants leading to 1.27 sessions on average attended by each of them.. It is also observed that Life Insurance sessions have invited more participants followed by General Insurance. If we consider the survey participants as a fairly good cross section of all participants, it might be possible that around 350 members attended the Life Insurance session.

12. GCA-Day 1- Conference time 9.00 am - 6.30 pm

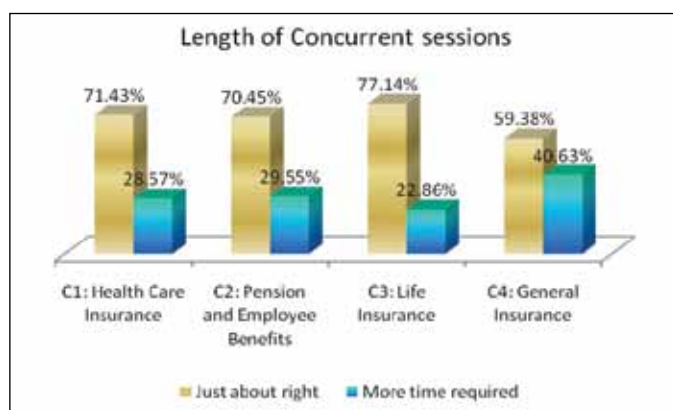
GCA-Day 2- Conference time 9.00 am - 6.45 pm Do you think length of each of the day's program was? No. of participants- 164



13. Length of Concurrent sessions (Multiple choices possible)- No. Of participants- 147

Concurrent session	Just about right	More time required
C1: Health Care Insurance	30	12
C2: Pension and Employee Benefits	31	13
C3: Life Insurance	54	16
C4: General Insurance	38	26

There were 220 responses considering multiple choices from all 147 respondents and General Insurance appears to have insufficient time than other sessions. Overall, nearly 30% of attendees of concurrent sessions appear to agree that sessions require more time.



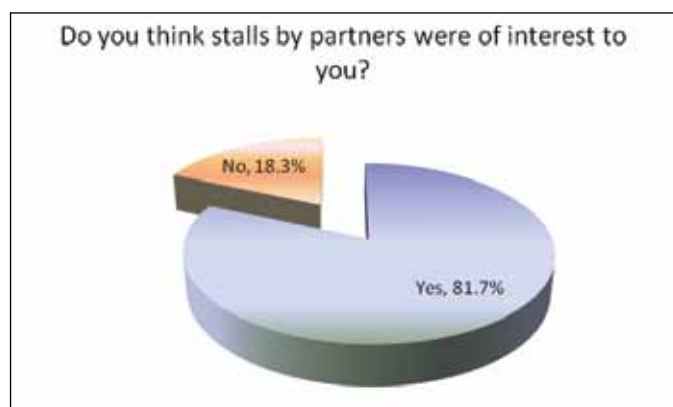
14. Please rate 15th GCA-overall- No. of participants- 165

Rating Scale	6	5	4	3	2	1	Rating Average
Count	32	75	41	13	3	1	4.71
Percentage	19.4%	45.5%	24.8%	7.9%	1.8%	0.6%	

Comments by participants:

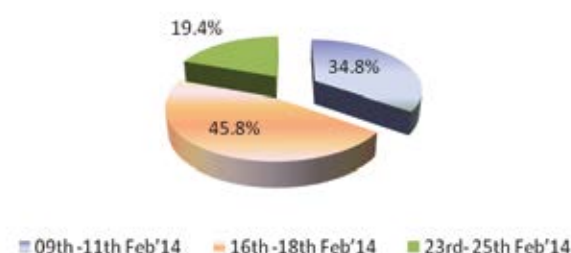
- 1) Concurrent sessions should be timed evenly which would make it easier to switch between them
- 2) Organizing team was very efficient.
- 3) Idea of whole concurrent session in one day and plenary in one day may be was great from organizing perspective but was very odd and unsuitable from an attendee perspective.
- 4) The conference was generally well run and the venue comfortable and easy to get to. I'd prefer to see better timing keeping of sessions - and more of the attendees actually in the sessions. Many younger attendees spent all of their time in the corridor playing games on stalls when they would surely have benefited more from listening to the sessions inside. It gave me a poor impression of the professionalism of the group as a whole, which was not a good lasting impression to come away with.
- 5) Organizing was good. but Audience was decreased at last day sessions...And next time please advise stall keepers to close them during panel discussions.
- 6) It was my first GCA. It was excellent in all respects.
- 7) Pretty good overall
- 8) Very well organized
- 9) Lunches were not up to the mark.

15. Do you think stalls by partners were of interest to you? No. of participants- 164



16. What would you like the 2014 AGFA & 16th GCA to be held over? No. Of participants- 155

The future: 2014 AGFA & 16th GCA What would you like the 2014 AGFA & 16th GCA to be held over?



Majority of participants prefer the 2014 AGFA & 16th GCA to be held during 16th-18th Feb'14.

17. Comments/Suggestions for the 2014 AGFA & the 16th GCA- No. of participants- 51

- 1) Veg and Non-veg food should be served differently and Jain food items should be more i.e. equivalent to normal food.
- 2) I think learning I had in GCA from the sessions was very good. My motive of coming to GCS (Learning) was solved.
- 3) Do consider and devote some useful sessions for the students who are still studying and looking for internships and jobs.
- 4) It would be great to see more information about micro-insurance next time. Also, we need to pick few points from the current GCA and take it as starting point of the next GCA. For example, everyone was talking about focus on primary and preventive care i.e. focuses on customer's health in the field of health insurance in this GCA. It would be interesting to see where the industry has graduated to by the next GCA.
- 5) Move conference to March
- 6) This year's congregation has surpassed all previous years both in quality and quantity. Subject specific session of General Insurance, was of very high standard. M. Ramaprasad of IRDA gave a very wide expanse of General Insurance, which at the time is lacking guidance in many aspects. It was heartening to see many delegates were present even in the concluding Session.
- 7) Heartfelt thanks to Organizers as well as to staff of Institute of Actuaries of India who are well known for dedicated service.
- 8) Please reduce the sessions/speakers to make it interesting and less cumbersome for all delegates.
- 9) Some sessions do not start on time or some speakers exceed the time allotted. Please improve on this. This upsets the other speakers and also eats into the time of their sessions. Also, this results in less time for subsequent sessions.
- 10) Somehow we need to get people to attend the sessions rather than mingle (noisily) in the corridor outside. And encourage people to stay until the end. Suggest split plenary between the two mornings and break-outs in the afternoons. Keynote speakers at the start of each day supported by other entertaining or well known individuals at the end of the day before short receptions that follow immediately after the last speaker.

- 11) Must keep to time. Chairmen need to be strict. And MC must be more diligent in getting people in the rooms.
- 12) Hold the 2014 AGFA & 16th GCA in The Renaissance, Powai
- 13) More student-centric
- 14) More about non-traditional avenues Actuaries could look at
- 15) Different performances other than dance
- 16) Avoid live performances by students and staff, instead invite more celebrities like the winners of India's Got Talent who performed exceedingly well. All other events in G.C.A. were just about perfect.
- 17) Keep doing good work
- 18) Give prominence to the industry's problems and consulting actuary's issues.
- 19) MD's / CEO's of Indian Insurance Cos should attend
- 20) There is huge participation from Delhi and in my view it could be one of the destination or even possibly having at neutral location. We should not focus on how many people attend but the quality. I was disappointed to see the attendance during the plenary session on day 2 especially
- 21) Some control/at least reminder should be there to avoid playing in stalls at the time of sessions.
- 22) None of the above. Attending AGFA on a Sunday is a waste of time
- 23) The date suggested at the end of February clashes with school midterm break, so would suggest avoiding that date. Consider whether the partner stalls should be moved/closed during the times the sessions are running to ensure that most people attend the sessions.
- 24) Please next time organize some special events to people who participate from outside INDIA.
- 25) Should be more organised from next time onwards with good preparation beforehand at least for the GALA events.
- 26) Sooner or later there will be merit in changing the format of the event to four big conferences in the year on life, pensions, health and non-life (eg like Life convention in the UK). The issue is how to fit the recognition dinner/awards night into such a structure. Need to relook at plenary sessions (number and content), and have more breakout sessions.
- 27) All recorded session if we can download and can see repeatedly, this will be so good.
- 28) There could be more time in interactive session with the speakers.
- 29) The sessions, if possible, could focus upon the current techniques used along with the current business market (which was the key area of discussion).
- 30) My suggestion would be to hold it in the middle of March. It might be possible to attract more actuarial thought leaders and cross functional heads, especially people from finance
- 31) I really enjoyed the 2013 programme. I would like some more technically intense sessions as well for the growing actuary. I did enjoy a lot the high-level discussions this time as well.
- 32) Great event, great organizing, overall - very good experience. Thank you.
- 33) More involvement of Student members of IAI in terms of events or discussion forums for all three days should be encouraged so that it gives them more confidence to clear the exams with more energy and zeal by seeing so many qualified actuaries at one place.
- 34) Make the Continuing Education credits more meaningful. The program was a sham. I am ashamed of claiming continuing education credits. My sponsor's money was wasted.
- 35) An 8:30am start after a 9pm dinner the night before can be tough on those who need eight hours a night sleep and still have to do a few hours work each day regardless of a conference.
- 36) It has had a bit of feel of a mafia/captive, IAI shared by Milliman & Munich with RGA and Swiss trying to join them - we need variety in health - not just those with rather strong interests in particular directions (or their organisations anyway). Direct local insurers should have a much higher profile & be encouraged - actuarial health in India shouldn't be RI/USA consultant led.
- 37) Great exposure and experience!!!
- 38) FOOD left much to be desired. Hence great care should be taken.
- 39) No booth with games/activities or prize drawing during sessions.
- 40) Fewer or no CPD points for those who attend only few sessions.
- 41) Two day conference will be ok.
- 42) It is not essential that it should be Global every year.
- 43) Global level can be done once in 2 or 3 years.
- 44) Indian professionals can be allowed to present papers in high numbers. However, high level of quality should be maintained.
- 45) Bar/liquor can be avoided/reduced.
- 46) Indianness can be brought in to every action.
- 47) The venue may be other than Mumbai.
- 48) Qualified fellows (and associates) may be introduced in the dais.
- 49) Senior Actuaries working in India may be honoured.
- 50) Best performing actuary in that year may be selected and honoured.
- 51) I think it is important that sessions start on time and that students attend these talks (which are very valuable) as many just stayed in the corridors meaning that the talks were not full. Fewer talks with more time each may reduce the risk of talks running over.
- 52) Thank you though for an excellent two days this year!
- 53) Keep it a 2 day program; avoid Sunday.
- 54) Can be held in Delhi/Gurgaon. So many participants come from Delhi/Gurgaon.
- 55) I believe the next GCA should get over in 1.5 days instead of full two days. The second half of second day is not much of use to anyone. People either have their return flights or just not interested to attend any session.
- 56) Please continue to have Hyatt as the venue this time as well. 15th GCA was very good and well managed and amazing speakers. I look forward for a similar function the coming year. All the best !
- 57) Some papers should be based on public invitation.
- 58) The conference to be held in Renaissance Hotel, Powai We welcome you to the 2014 AGFA & 16th GCA - its an event not to be missed

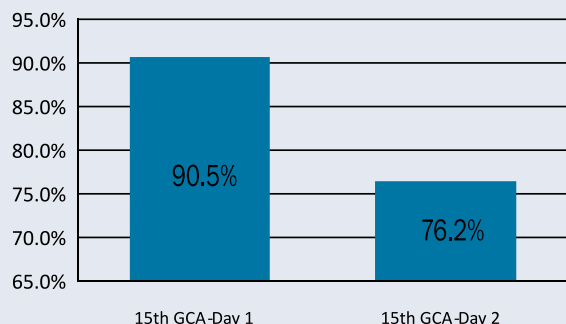


2013 AGFA & 15TH GCA: CHAIRS & SPEAKERS SURVEY SUMMARY

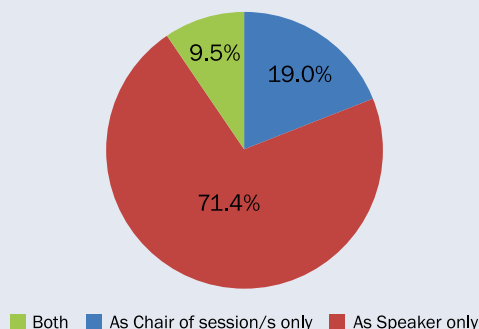
Binita Rautela, Marketing Manager

Along with various other surveys we conducted survey of Chairs and Speakers of 2013 AGFA & 15th GCA. The 75 Speakers (including chairs) were from ten countries including 41 from India. We are glad to inform that many speakers & chairs took the time out for this survey. The results of the survey along with the feedbacks and suggestions are presented below.

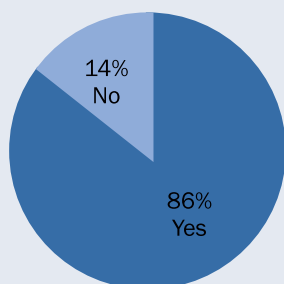
Q1 Date/s you have attended the EVENT



Q2 What was your role/s?



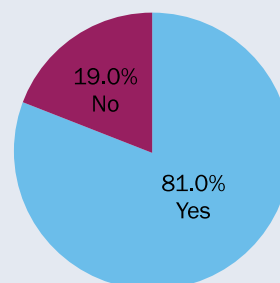
Q3 Were you comfortable with the floor arrangements for Chairs & Speakers?



The following response / Suggestion were received from the speakers / Chair

- The helpdesk was unable and appeared unwilling to help.
- There was no PA system to inform delegates that sessions were about to start.
- There was no clarity as to what should happen between sessions, with the result that the ensuing session was often delayed or poorly attended as people filtered out.
- Good arrangements
- The speaker monitor wasn't working and it was extremely difficult to follow the speaker
- No room on podium to address audience, stuck behind lectern
- The bright lights were quite strong and it was hard to see the audience and the audio was difficult to hear on the platform.

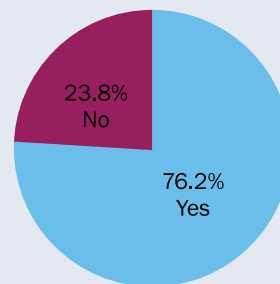
Q4 Where you were either a Chair or as a Speaker, was the Session organised professionally?



If answer is "No", then please provide suggestions for improvement

- The venues for the concurrent sessions were not clear.
- There was a change in the time allotted and starting time for the session (may be as for other sessions) - Session on Professional Issues related to Employee Benefit Schemes. The communication was not done well - including the display board outside the allotted room.
- Not really - the previous session was not appropriately kept to time - it ran over (the chairman of the previous session was not strong enough to control the speakers and his own comments added to the overrun).
- Though there was a delayed start (15-20 min), but it went well and was organized well.
- Not really - everyone left for a tea break that was not scheduled at the time we supposed to start.

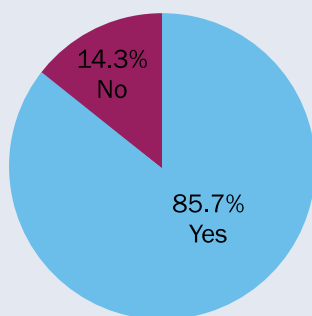
Q5 Were arrangements on dais (Sofa set, lighting, audios etc) comfortable?



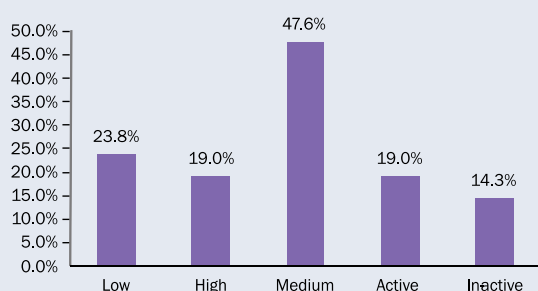
Some comments and suggestions provided

- Bright lighting made it difficult to see audience.
- The lights were extremely bright when on stage - making it uncomfortable to sit for long.
- Room for the health sessions was too small, also if one sat on the left side it was almost impossible to see the speakers slide presentations.
- Could have been better - the people on the dais could not see the presentation. A monitor in the front would have helped.
- Don't shine bright lights in faces and better audio.

Q6 Was time slot for session sufficient to deliver the subject?



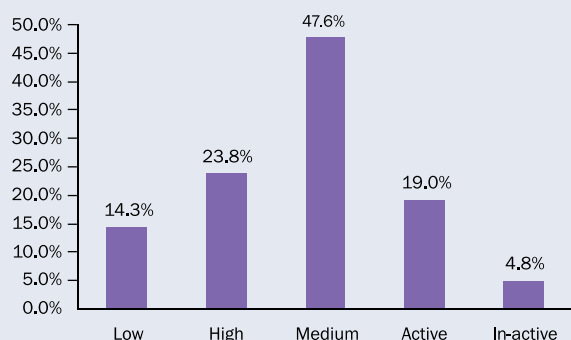
Q7 Your observation on attendance of delegates vis a vis capacity of the hall. (multiple choice of answers possible)



The speakers/Chair gave following suggestions to improve the participation in the sessions where the participation was low or In-active.

- The hall was always too crowded to my taste.
- Better control of timing, in particular the handover from one session to the next, needs to be more efficient. I suggest the plenary sessions should have an MC.
- There were too many people not attending sessions generally and milling around in the Hall outside. Not sure how to stop this - in other countries it just doesn't happen to the same degree - people go to conferences to learn and to get CPD credit and they generally just attend without needing to be told that they should! Something in here about professionalism that the IAI could take a lead on by commenting post the event about the disappointing attendance at sessions by some delegates? Needs thought on what might work. Disappointing though and gives a poor impression of the profession.
- It was getting late and people were leaving. Maybe finish early afternoon and change timing to spread over a longer period with shorter last day.

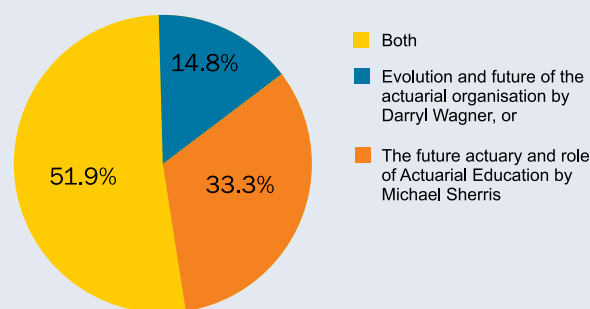
Q8 Your observation on participation by delegates



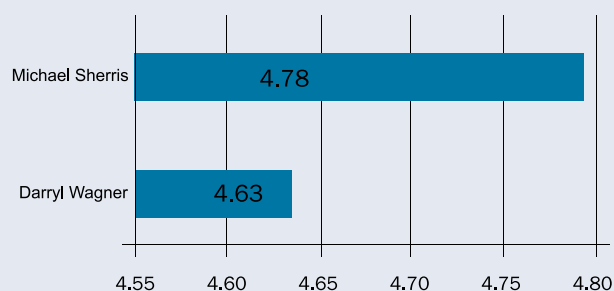
Following comments/ suggestions were received

- Though shortened last session of a long day is always a challenge!!!
- Time management inefficiencies reflected in the crunching of our session time and time for audience response was not sufficient.

Q9 Which was the subject you found most relevant?



Q10 Rate the following speakers on decreasing scale of 6 to 1 where 6 is highest and 1 is lowest ?



Some of the speakers listed following comments & suggestions

- Better to have fewer sessions.
 - Better to have fewer speakers, but for each speaker to have more time.
 - The agenda should overall be shorter. By the end of each day, there appears to be a collective loss of interest.
 - Better to avoid roundtable discussions. They generate only in platitudes.
 - The AGFA should be MUCH shorter. And without dancing.
- Try to keep to time schedules.
- Slightly longer sessions for a little more depth.
- Attendance of delegates at the sessions.
 - Less lighting on the stage.
- Can promote this seminar amongst non-actuarial professionals/ insurance people to enable better integration of actuaries/ non-actuaries.
- Larger & better room for health.
- Keep to time during the day.
 - Find a way of keeping delegates engaged to join the final session.
 - Maybe finish the second day a little earlier.
- The sound system.
- Encourage speakers to make sessions more interactive.
 - Fewer panelists per session to allow question time.
 - Overall, a great conference. Really enjoyed it!
- Provide tables on the dais.
 - Water bottles on the dais too
 - There could be a podium at a fixed point in the hall which could be used by the participants to put questions.
 - Participants wishing to speak should mention their name first- this should be well Organized.
 - Finally cutting short the time allotted is not a good practice.
- Time management at the various sessions.
 - Lighting and sound related systems and logistics.
 - Separation of sessions for student members and fully qualified actuaries.
 - Feeder conferences during the year to lead to annual conference.
- Room was long and wide and slides were only on right, difficult for people on left side of room to see screen.
- Schedule with specified tea breaks.
- Signage to room.

2013 AGFA & 15TH GCA: IAI STUDENT EVENT - SURVEY SUMMARY

By Binita Rautela, Marketing Manager

The IAI Students Event has a history.

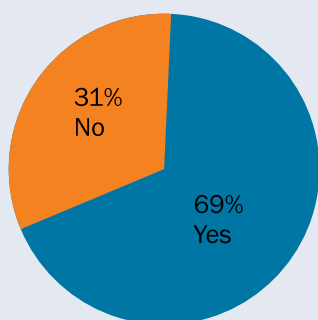
Looking at the history of the GCA starting in 1999, initial years there were few students and relatively large number amongst actuaries and other insurance professionals. The subjects for discussions were regulation centric and the way insurance industry was functioning around the globe, particularly those countries wherefrom joint venture partners were expected to enter the insurance sector, then about to be opened to provide sector participation.

With passage of time, the subjects for deliberations and participants profile changed with participating actuarial students taking larger space, the student population in India having leap-frogged in few years.

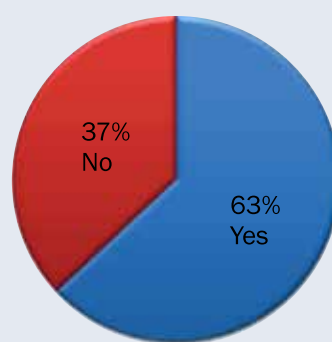
Post 13th GCA in February, 2011 we started survey amongst participants and one of the feedback was for a programme within the GCA which could be student-centric. The 14th GCA Organising Group deliberated over the suggestion and while recognizing that the GCA was not a forum to have student – centric deliberations, it would make sense to have some event that can be student-specific and at the same time can connect the student community to global career opportunities for them. This made sense and the 14th GCA had about 90 minutes exclusive session open to only students participating in the GCA addressed by two professors of Actuarial Science, one from University of Belfast, Northern Ireland and another from University of Kent. The survey feedback of 14th GCA participants indicated that the Student Event experimented first time may as well be strengthened. This feedback enabled the 15th GCA Organising Group to have the IAI Student Event more exclusive and on a separate day. The only way to do this was to have the event on AGFA day, thus the Event was held for 90 minutes on 17th February, 2013 before the 2013 AGFA Event. Two speakers, one a professor of Actuarial Science in Australia and other a senior level Consultant in Deloitte, US had topics that could relate the students to actuarial academics and practices globally. The capacity of the venue being limited to about 250, the invitation to attend the Event had to be limited to students registering for the 15th GCA, based on criterion of number of subjects passed and the student from ACET stream.

The Survey was specific to those who were invited to attend the Student Event and the results are revealing as usual.

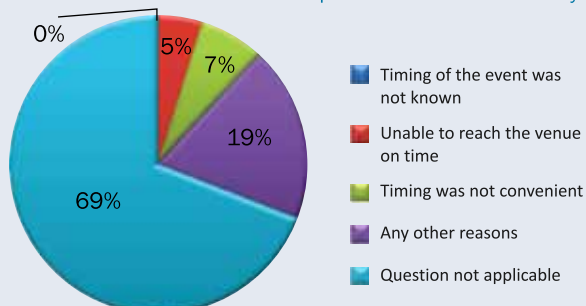
Q1 Whether you attended the IAI Student event on 17th February, 2013 ?



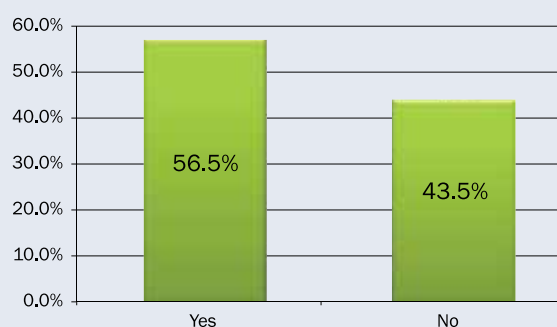
Q3 Is this the first time you attended the student event ?



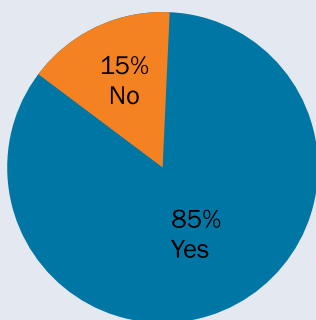
Q2 If answer to (1) above is "No", state the reason for non-participation. Select "Question not applicable" only if you have attended the event and to proceed further in the survey



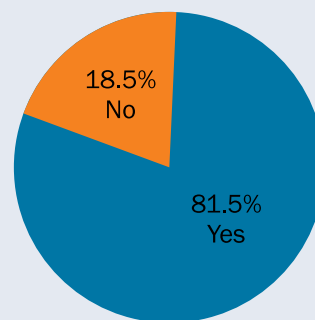
Q4 Do you feel that IAI student event was better done on 15th GCA date rather than on the 2013 AGFA day ?



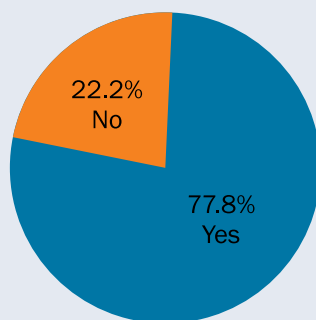
Q5 Whether the theme of the event was appropriate for the time?



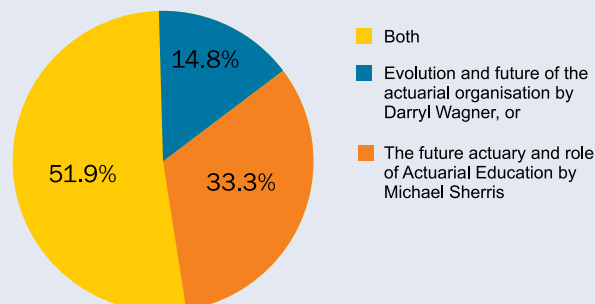
Q8 Do you feel that the subjects were relevant?



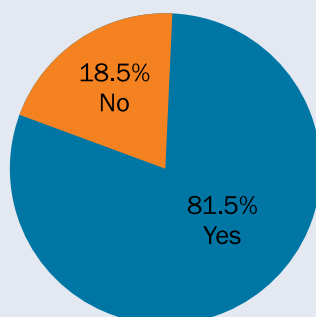
Q6 Do you feel that the duration (90 minutes) of the event was adequate?



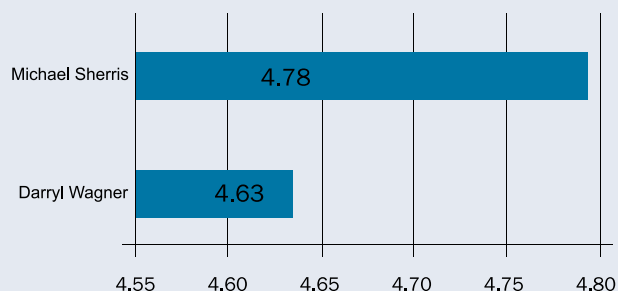
Q9 Which was the subject you found most relevant?



Q7 Do you feel that the event was of value to you?



Q10 Rate the following speakers on decreasing scale of 6 to 1 where 6 is highest and 1 is lowest ?



Give suggestions which you feel may make the IAI student event 2014 more of value?

- Need more provisions where the prospective students can get involved more and it would be better if we have the Exam Markers session as well, which would help us to gain an insight as to how they expect the student to put the answer in right way.
- It should relate more to indian scenarios
- The time should be more
- The slides should also be given to us for future reading
- The student event held last year (14th GCA) was more relevant for me as a 'student' currently finishing graduation and unemployed. This year most of the content especially the problems in the industry was difficult to understand and hence not very effective! The

definition of STUDENT is the problem. GCA is a place where young minds get an opportunity to meet the hotshots of the industry, so how about a recital by actuaries who are distinguished and successful about their career so far and what and how should these aspiring actuaries choose their way.

- It should be on the days like Wednesday, Thursday, Friday so that outstation members can enjoy Mumbai visit on weekends and can meet their mumbai relatives and friends on weekend.
- It should give more insight to the type of opportunities available for students and the skills they should possess to perform better at job and which help them to acquire a job.
- The definition of 'student' needs consideration. Is the target of the event

only people who are working and are non fellows ? We are students pursuing full time degrees and also appearing for professional papers. The session was more about people who work. Basically does a student mean only a non fellow who is working ? Or does it mean a non fellow who is studying right now? For some of us, the event had very less to offer because we are not working but are full time students.

- It should be held at a more convenient time.
- The students event at 14th GCA was way more relevant than this year. What did the students get from the sessions?
- More Students Participation – Music, Dance

2013 ACTUARIAL GALA FUNCTION AND AWARDS (2013 AGFA)

by Ruchi Goel

Organized by : INSTITUTE OF ACTUARIES OF INDIA

Venue : Hotel Grand Hyatt, Mumbai

Date : 17th February, 2013

As the name suggests “2013 AGFA” was a gala event organized by IAI in collaboration with Deloitte, with the aim to recognise the endeavours of actuarial students in academic excellence, achieving qualification and other areas as well.



M. Karunanidhi

The AGFA function was compèred by Varun Gupta from Max Life. The program started about 5 in the evening with the inaugural address by **M. Karunanidhi**,



Jeff Schwartz

President, IAI followed by **Jeff Schwartz**, Senior Director, Deloitte consulting on Actuarial talent.

This was followed by calling upon the students on stage from 4 NGO's –Door Step School, Muktangan, Salaam Balak Trust and Room to Read.

The function had many cultural performances by actuarial students who work in various companies in and around Mumbai, Gurgaon, Bangalore and other cities. Despite their busy schedule, they rehearsed for many days and showed their extraordinary performances in the function.

The first awesome dance performance was given by “Mumbai performers”.

Bringing life and colour to the stage with an extravagant dance routine, straight from Bollywood, emoting the beauty and grace of an Indian girl in her traditional attire, jewellery and her mesmerizing dance moves, this team enthralled and entertained the audience with the pomp and flare of Indian dance and music.

The first round of award was given to the best theme for 15th GCA “**waves of reforms.....ocean of opportunities**” was given to **Ajai Kumar Tripathi** from Sahara Life followed by the best student theme award to **Vishnu Bharadwaj** for the theme “**Uncharted territories Unimagined treasures**”.

Akhilesh Agarwal received the Late A S Gupta prize for qualifying as topper in ACET exam conducted in June 2012.

The Actuary India award was given for the best article to **Saket Vasisth and PS Durga Prasad** jointly for their collective efforts on presenting mortality analysis with detailed examples and research.

The 1st prize for best reportage in IAI was given to **Kailash Mittal** for his article “14th GCA – Concurrent Sessions on Life Insurance” and IInd prize was given to **Bharat Venkataramani** for his article “Understanding latest developments in IFRS for Insurance Industry”.



Debashish Banerjee

After the first round of awards, **Debashish Banerjee** from Deloitte India consulting explained about next gen analytics where the information would be available on the mobile and told how Deloitte has worked extensively to achieve this.

About the Author



ruchi2kc@yahoo.com

Ruchi is a Fellow of IAI and working with IDBI Federal Life, Mumbai. She loves travelling, listening to soft music and watching meaningful movies.

Now was the time to present the award for academic excellence.

The “Gurgaon performers” paired up to dance the Rueda de Casino, a particular type of round dancing of Salsa.

Awards for actuarial students who became Associates in the year 2012 were given.

Charles Cicci, Senior Manager Deloitte, presented a video depicting “Life of Actuarial in Deloitte” with an endeavour to show the work life balance of an actuarial professional at Deloitte.

The evening was actually to celebrate the actuarial talent for their hard work and perseverance they showed in their studies to achieve the level of Fellow. To show how a family of an actuarial student goes through the ups and downs with his/her pass and fail and finally gets a “sigh of relief” once he/she becomes fellow, a video of the family of those who became fellows were shown.

I would like take this opportunity to say that this was the most awaited evening for me as well, because I received the Fellowship along with my husband Manoj Kumar, who received Fellowship too. The evening became even a much memorable moment for both of us as the IAI's initiative of showing the video clips of our parents and our cute little daughter really touched us.

The third mesmerizing dance performance was by “Bengaluru performers” depicting the evolution of Dance through its past, present, and its future accentuates the continuous transformation that any vivid culture can constantly undergo. As there can be only one winner, Bengaluru dancers were declared the winners of the evening, and were awarded for their best performance

out of the three performances by Rajesh Dalmia and Riddhi Bangali.

Alpesh Patel, Director, Deloitte consulting addressed and explained what's meant by Innovation.

Last but not the least; IAI staff, beside their regular activities took time to give a



Alpesh Patel

energetic and fun filled performance this evening.

The Gala evening concluded on a very successful note followed by Cocktail & Dinner.



PHOTO FEATURES - 2013 AGFA





The 15th Global Conference of Actuaries, held from 17th February to 19th February, 2013 at **Hotel Grand Hyatt, Mumbai** was organized by **Institute of Actuaries of India (IAI)**. The conference attracted more than 76 illustrious and eminent global speakers from all the areas of actuarial discipline and was well attended by actuaries as well as non actuaries all over the globe. The theme of the conference **“Waves of Reforms... Oceans of Opportunities”** was an award winning entry of Ajai Kumar Tripathi. **J. Hari Narayan**, Chairperson, Insurance Regulatory and Development Authority delivered the key note address on the first day, 18th February, 2013, which was followed by Concurrent Sessions viz; **(Life Insurance, General Insurance, Health Care Insurance, Pension, other Employee Benefits, and Social Security)**. This was followed by Global Round Table and Plenary Sessions on the second day, 19th February, 2013 under the various actuarial practice areas. More information on the presentations, photos can be downloaded from the Institute of Actuaries of India's professional website <http://www.actuariesindia.org>.

CONCURRENT SESSIONS ON LIFE INSURANCE

by Srikanth Vatturi

Organized by : Advisory Group on Life Insurance

Venue : Hotel Grand Hyatt

Date : 18th February, 2013

There were four presentations during the concurrent sessions on life insurance. The topics covered in each of the sessions reflected the theme of the conference: “Waves of reforms...oceans of opportunities”.

Session 1: Round Table: Persistency, various facets and impacts

Chairperson: Sudhin Roy Chowdhury,

Member (Life Insurance), IRDA

Panel members: Marielle Theron: Non-Executive Director, Max Life Insurance Co. Ltd, India. (Switzerland)

Sanket Kawatkar: Practice Leader (Life Insurance), Milliman (India)

Chirag Rathod: Director & Appointed Actuary, Canara HSBC OBC Life Insurance Co. (India)



Marielle Theron, Chirag Rathod, Sudhin Roy Chowdhury, Sanket Kawatkar

About the Author



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Srikanth Vatturi, Vice President: Actuarial - ERM, looks after Enterprise Risk Management at ICICI Prudential. He has been with ICICI Prudential since May 2003. Srikanth is the Student Member of IAI.

Sanket Kawatkar emphasized that good persistency is important in life insurance as it is a long term business and the cost structures are designed to generate policyholder value in the long run. He mentioned that there is a need to analyse persistency in detail and statistically credible experience is required for this analysis.

Marielle Theron highlighted the need to take measures to encourage persistency such as proactive measures at the time of receiving the surrender request. A strong pitch should be made at the time of sale that life insurance is a long term product. Additionally recruitment

and training of agents should focus on persistency, and persistency targets should be part of the sales dashboards with strict consequences for mis-selling by agents.

Chirag Rathod mentioned that persistency is the best measure to gauge a company's credibility. Lapsed customers send the wrong message which adversely impacts reputation of the company & industry. A recently conducted study on lapsed customers identified three major propensity segments: Forgot to Pay, Can't Pay and Won't Pay. The analysis confirms that policies with clear "Need based" pitches are less likely to lapse. Continuous engagement is needed during the customer life cycle to improve persistency.

Sanket Kawatkar highlighted that in the valuation of life insurance companies several questions do not have clear answers

- What is the "best estimate" lapse / surrender assumption?
- What's the new business margin for products sold in India?
- What is the appropriate level of valuation of life insurance businesses in India?

Life insurance companies should illustrate profitability margins and embedded values under a range of scenarios for lapse experience. Furthermore, in product design, design products should minimize profits and losses arising from poor persistency to the extent possible.

Session 2: Life insurance markets



Tony Cheng

Chairperson: Tony Cheng, CEO- Asia, RGA Reinsurance Company (Hong Kong)

Panel members: Richard Holloway: Managing Director, South East Asia and India Life Insurance, Milliman (Singapore)
Melanie Puri: Director, PWC (India)

Life markets in India and Indonesia in global perspective:



Richard Holloway

Richard Holloway compared the Indian and Indonesian insurance markets, outlining points of similarity and difference. Both are growing markets that have similar demographic trends with a large emerging middle class. A stark difference exists in the level of regulation with the Indian market seeing a much higher level of regulation. The Indian Regulator has prescribed limitations, inter alia, on expenses that can be charged to customers and commissions that can be paid out to distributors. Companies in Indonesia have more freedom in terms of product design. Another difference exists in the level of foreign holdings in insurance Companies. Foreign Direct Investment is limited at 26% in India while it is 80% for new ventures in Indonesia.

Future of Life Insurance:



Melanie Puri

Melanie Puri covered the concerns on introducing a risk based solvency regime in India, in particular Solvency II. The main risks taken by insurers in the course of business in India were pointed out. A comparison against the economic scenario in developed countries was used to point out potential market risks, particularly interest rate risk. Solvency II requires a range of disclosures on the solvency and financial conditions of companies. There is a risk that its implementation in India would be reduced to targeting just the Solvency Ratio. Given the capital charge required for longer term investments, this might discourage investment in long term securities. In conclusion, it is necessary for the requirements of all stakeholders,

including consumers, to be considered, while arriving at a risk-based solvency regime.

Session 3: Life with Disability



J Meenakumari

Chairperson: J Meenakumari, Head (Actuarial), IRDA

Panel member: Barry Hewett, Senior Actuarial Consultant, Munich Reinsurance Company Singapore Branch (Singapore)



Barry Hewett

Barry Hewett covered the key success factors in disability income insurance in terms of product design, underwriting, claims assessment and pricing. For a disability product to be successful it needs to be profitable to the insurer and offer genuine value to the life assured.

The product design should satisfy the genuine income needs of the client and should ensure there is clear and appropriate definitions and policy wording. Moreover, the product design should ensure there remains an incentive to return to work.

Underwriting needs to pay careful attention to the interaction between financial, operational and medical risks. Special considerations are required in respect of self-employed lives, part-time workers, seasonal workers etc.

Claims' assessment for disability income products requires a regular, hands-on follow up approach where assessment of the functional ability is far more important than assessment of the medical condition.



T R Ramachandran, Avijit Chatterjee, P Nandagopal

Pricing disability income products is challenging due to the paucity of data. Disability income experience is not static and changes with the economic cycle, workplace safety advances and cultural attitudes. In the light of these issues, guarantees should be avoided.

Session 4: Indian life insurance: Getting out of the quicksand

Chairperson: Avijit Chatterjee, Appointed Actuary, ICICI Prudential Life Insurance (India)

Panel members: T R Ramachandran, MD & CEO, Aviva Life Insurance Company Ltd (India)

P Nandagopal, CEO, India First Life (India)

T. R. Ramachandran covered some of the challenges facing the insurance industry in terms of acquiring new customers and retaining them. It has become increasingly difficult to convince consumers to opt for long term investments in debt and equity in the face of poor or worsening macroeconomic factors. Non-productive assets such as

gold and property have gained favour with a population that perceives these as safer assets with better returns compared to financial markets.

He also expressed an opinion that tied agency as a distribution model is not sustainable in India, especially for the private industry, since the number of agents in relation to the industry size was high and the Regulator is focussed on reducing or capping payouts.

P. Nandagopal covered the requirement for need-based selling and the adoption of technology in selling insurance. Selling today involves significant offline processes and adoption of technology will facilitate smooth selling and would help the industry grow as a whole. It would also provide means to distribution to analyse consumer needs better and build deeper relationships increasing the trust and longevity of relationships between the consumer and the industry. He also suggested that distribution may become more efficient if certain of its tasks could be split and performed separately, e.g. sourcing and prospecting.



PHOTO FEATURES - LIFE INSURANCE SESSIONS



CONCURRENT SESSIONS ON GENERAL INSURANCE

by Neha Podar

Organized by : Advisory Group on General Insurance

Venue : Hotel Grand Hyatt

Date : 18th February, 2013

The session was organized by the General Insurance Advisory Group of the Institute of Actuaries of India to present the evolution of General Insurance in India and the changing role of Actuaries amidst the same. The session was broadly divided into 3 parts; focusing on General Insurance in India, Actuarial Management of General Insurance Business and Risks in General Insurance respectively.

Session 1: General Insurance in India – a view

Chairperson: M Ramaprasad, Member (General Insurance), Insurance Regulatory and Development Authority (India)

Speakers: Ritesh Kumar, MD & CEO, HDFC ERGO General Insurance Company Ltd (India), Dr. Amarnath Ananthanarayan,

MD & CEO, Bharti Axa General Insurance Co. Ltd (India)



M Ramaprasad

M Ramaprasad commenced the session by describing the different stages that General Insurance has experienced in India –merger of companies, liberalization, the tariff regime and subsequent de-tariffication. De-tariffication leading to substantial reduction in premium in order to acquire market share was highlighted. He believed that solvency was ensured as no Catastrophes were experienced. Current scenario of the industry was described as life insurance being pessimistic and general insurance being foreseen to be quite interesting as it is comparatively

nascent (especially health insurance). Reinsurers are also seen to be quite optimistic about general insurance which gets reflected through the current surplus treaties in the market. The way forward for general insurance was projected to be innovation driven. A special mention was made about the determination of threshold rates for natural perils by GI Council to support GI companies.



Ritesh Kumar

Ritesh Kumar shared some interesting statistics pertaining to GI Industry in India. Industry growth rate was shown to be 17% pa on an average; private sector market share growing by ~5% pa up to 2008 and less than 1% in the later years. Comparative penetration of insurance in India was mentioned to be significantly low as compared to other countries. The reasons provided for recent growth trends were favorable demographic conditions and urbanization. Ritesh Kumar stated that the health segment has been growing by about 30% year-on-year as health insurance still only contributes to 6 to 7% of the total spending on health. Also, despite having the 6th largest vehicle market in the world and third party motor insurance being mandatory, market penetration of Motor in Insurance is barely 50%. A comparative analysis of the industry today vis-à-vis that in 2001 was shared. Industry-wide losses were expected by him as only 2 of the 3 phases of de-tariffication have been implemented yet. Contribution of fire, to the overall portfolio of the company, was estimated to increase to 35% in a span of 5 years; as opposed to 9% traditionally and 25% in the last year. Results of a study done by A.M. Best (on the companies in

About the Author



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US) showed that out of 426 companies turning insolvent, more than 50% were due to under-pricing. Hesitance to use driver related risk factors while pricing Motor policies was challenged.



Dr. Amarnath Anantharayan

Dr. Amarnath Anantharayan discussed the normal procedure that is adopted while pricing a GI product. The process explained was: deciding features of the product (using Conjoint Analysis to determine the flexibilities and perceived value of each add-ons for the insured), considering the trade-off between price and volume [$Quantity = f(Price, Std. Normal Variate (Z))$], studying the price elasticity, comparing the expected profitability with the targets set and finally adjusting the premium for competitiveness. Extensive use of Survival rates, Hazard rates and Monte Carlo simulation was specified.

Taking over, M. Ramprasad concluded the session by throwing some light on the future strategies adopted by IRDA. Circulation of exposure draft on claim reserving was mentioned; that would come to effect after joint certification by IRDA and ICAI. IFRS & Solvency II were stated to be natural turnouts, as a step towards international equity.

Session 2: Actuarial Management of General Insurance Business

Chairperson: Gary Josephson, President – Casualty Actuarial Society (US)

Speakers: Tania Chakrabarti, Appointed Actuary, Royal Sundaram Alliance Insurance Co. Ltd (India), Tassos Anastasiou, Chief Actuary – Emerging Markets, RSA Group. (UK)



Gary Josephson

Gary Josephson introduced the session by talking about the Regulations in the US. Indications were given that the companies only have to submit their Profit & Loss statements. Pricing, reserving and capital requirement declarations are optional. Also, each company has its own risk management framework; the validity of which has to be explained to the regulator.



Tania Chakrabarti

Tania Chakrabarti then took over to explain the importance of Financial Conditions Report (FCR) in different parts of the world. Economic Capital (EC) was stated to be the most important part of FCR. The two basic types of EC mentioned were risk sensitive Formula based approach (which has a broad spectrum) or Risk based capital approach which includes detail Capital Modelling and Stress Testing. She stated that currently in India, EC is purely formula based. Saudi Arabian regulations are quite similar to that in India on account of year end IBNR, File & Use procedures and Formula driven statutory capital. The situation in Canada is between the two traditional forms of FCR i.e. capital is risk based but as a fixed % of each risk. Brief mention was made about a minimum limit (called Minimum Capital Test, MCT) which is specified and the capital held has to be at least 150% of MCT. For South Africa, use of both, Risk based

approach and Formula based approach were described.



Tassos Anastasiou

Tassos Anastasiou explained the stringency of regulations and role of actuaries across the globe. Soft regulatory framework in UK was explained by no compulsion of having an Appointed Actuary and reserving sign-off only required for the Lloyd's syndicate. Comparing Australia to UK, he stated that Australia has a strong professional and regulatory requirement. Importance of peer review of Appointed Actuaries' work by external consultants in Australia was mentioned. He stated that every company undertakes self-assessment of capital requirement. Singapore is believed to be the only country which significantly focuses on Solvency II, undertakes stress testing for FCR and ensures high amounts of asset-liability matching.

Session 3: Risks in General Insurance



Debashish Banerjee

Chairperson: Debashish Banerjee
Service Line Lead, Actuarial, Risk & Advanced Analytics, Deloitte Consulting (India)

Speakers: Nirav Patel, Principal Consultant, PWC (UK), R Chandrasekaran, Secretary General – General Insurance Council, (India), Kenneth Cunningham Vice President, Analytics LexisNexis Risk Solution (US), Charles Cicci, Specialist leader, P&C Actuarial Lead Deloitte Consulting (US); Arijit Das, Manager, P&C Actuarial Deloitte Consulting (India)

Nirav Patel commenced the session by



Nirav Patel

explaining methods that can be used by Indian GI companies to mitigate risks. The use of risk based pricing and reserving to reduce insurance risk was suggested. The key challenge while mitigating operational risk was stated to be able to quantify it; as there is no straightforward method that can be used. The issues are believed to be aggravated by the fact that companies tend to restrict their analysis to events that have occurred in the past, hence underestimating the risks.



R. Chandrasekaran

The session by **R Chandrasekaran** was focused on use of the Dynamic Financial Analysis (DFA) Tool. Mention was made of the tool getting impetus after de-tariffication; as the number of companies showing losses significantly outweighed the number of companies showing profits. Uses of DFA for Asset-Liability Management, Asset Allocation, comparing alternative reinsurance programs, etc were highlighted. A brief explanation of how it models the entire operations (both Assets and Liabilities) of a company was given. An illustration of its use was stated as: if the region-wise and LoB-wise gross profit is expected to be positive; then using reinsurance may not add substantial value.

Kenneth Cunningham introduced the audience to a new trend in the international market of using credit information of policy holders to estimate their claim experience. Emphasis was given on it being a useful alternative when no other data is available for pricing. The underlying theory of using credit information was stated to be: 'A



Kenneth Cunningham

person who is careless with his credit is bound to be careless with his assets.’ How credit information can be used to do differential pricing (which would substantially reduce the risk of anti-selection), was explained. Credit score was explicated to be either used directly or as input for a statistical model or to calculate an insurance score.



Charles Cicci

Charles Cicci and **Arijit Das** together briefed upon the concept of Economic Capital (EC) and the problems faced by Indian companies in the process of its implementation. Economic Capital was explained to be Balance sheet capital + Opportunity cost of Capital; where opportunity cost makes an adjustment for market value of assets and liabilities

and the time horizon. Uses of EC were posited to be strategic decision making, promoting risk management and quantifying the risk appetite of a company. Its consideration of the correlation between reserves set for different LoBs, especially in the tail of the distribution, was highlighted. Some common methods mentioned were Variance-Covariance approach, Linear Correlation Method and Copula method. The hindrances experienced while implementing EC were highlighted to be: convincing the management about its importance, adequate IT infrastructure, resource constraints, fitness of model as per purpose and dependency modeling.



PHOTO FEATURES - GENERAL INSURANCE SESSIONS



Organized by : Advisory Group on Health Care Insurance

Venue : Hotel Grand Hyatt

Date : 18th February, 2013

Session 1 : Round Table Discussion - Health Insurance Penetration in India

Chairperson - J Meenakumari, HoD (Actuarial) – IRDA (India)

Presenters

- Rob Leonardi, Head of Regional Markets, Asia Pacific, Munich Health (Singapore)
- Krishnan Ramachandran, COO, Apollo Munich Health Insurance Company Limited (India)
- Alam Singh, Asst. Managing Director - Milliman(India)

J. Meenakumari talked about various initiatives which have been recently taken by IRDA in the health insurance segment to increase penetration and detect fraud and abuse in health insurance.

Rob Leonardi then discussed the role of reinsurers in health insurance management. He started with an insightful graph explaining the private health insurance (PHI) developments in various countries (like India, China, Australia, Taiwan etc) of Asia Pacific region by displaying PHI as percentage of Total Health Expenditure in 2011.



Rob Leonardi

Leonardi discussed the gross medical trend development from 2009-2012 and medical trend estimates for 2012 for these countries. Most of the countries exhibited increasing medical trends except China and France.

He also compared the healthcare environment across different dimensions for these countries. Finally, he shared how the reinsurer can participate in improving health care results. Some of his suggestions included:

- Provision of reinsurance capacity
- Source of capital management solutions
- Improving risk management and risk transfer – loss ratio optimization

The discussion was then taken ahead by Krishnan Ramachandran where he discussed about the penetration in health insurance in India. Ramachandran

About the Author



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Nikhil works in actuarial department of McKinsey & Company and is involved in Forecasting, pricing, trend analysis, competitor analysis and risk adjustment analysis in US Health market. Nikhil is the student member of IAI.

started the discussion by showing the various health insurance schemes run by the government, geographical areas targeted by these schemes, target population & number of beneficiaries covered by these schemes, benefits provided, source of funds and payment mechanism.

Krishnan Ramachandran explained the impact of these schemes and the challenges ahead. In terms of challenges, he highlighted that there



Krishnan Ramachandran

should be a clear identification of target and beneficiary, limited focus on primary care and presence of fraud & abuse in these schemes.

Ramachandran also suggested the steps to be taken to face the challenges like unifying benefit design & payments, minimizing duplication & risk of fragmentation and focus on data quality & standards

The final section of this session was taken by **Alam Singh** on Fraud & Abuse Management. He broadly covered the health data standards in India, defining fraud and abuse and the way forward to minimize it.

Alam Singh stated that the data quality in India has improved steadily in past 3-4 years and suggested that the main issues can easily be remedied through minor



Alam Singh, Rob Leonardi, J Meenakumari, Krishnan Ramachandran



Alam Singh

IT improvements, financial incentives & education of data entry staff (ages of 150+ plus, date of admission prior to policy start, etc.).

He also mentioned some key points to improve data standards. Next he talked about the fraud and abuse and how it is prevalent in many health insurance markets. He explained some examples of fraud and abuse and discussed the tentative solutions and the way forward.

Session 2: Health Reforms in USA and lessons for India

Chairperson - Richard Kipp, Consulting Actuary - Milliman (USA)

Presenters

- Sandeep Patel, CEO CIGNA TTK Health Ins Company, India
- Jim Oatman, Senior Vice President, McKinsey Healthcare Revenue Solutions, USA



Richard Kipp

Richard Kipp started this session by giving a glance of health reforms in US and its features.



Sandeep Patel

Sandeep Patel then started the discussion with the current challenges in the US health market and how the

health reforms may address some of the challenges. He gave the brief idea of pre reform US market and the market share of different health programs. He further discussed the objectives and highlights of US health reforms.

Patel also covered the implications of reforms across market segments, stakeholders. He finally discussed the trends and lessons that can be a take away for Indian market.



Jim Oatman

The other half of this session was presented by **Jim Oatman**, who talked about the concept of risk adjustment in post reform world of US health. He started with the purpose of risk adjustment and then discussed the medicare drg based payment system, which was a significant move to shift the payments calculation from volume based services. He also talked about the existing Medicare Advantage and Medicaid Risk Adjustment plans.

Oatman discussed the data, modeling and payment methodology for risk adjustment. Finally, he explained the prospective impact of risk adjustment on the future margins by showing some insightful graphs. One of the key take away from this presentation was how the population with risk conditions may become profitable than the population without any risk adjusted conditions in post reform scenario.

Session 3: Health Reforms in USA and lessons for India

Chairperson - Sandeep Patel, MD & CEO, Cigna TTK Health Insurance Company (India)

Presenters

- Herbert Meister, Chief Actuary - Asia Pacific, Munich Health(Singapore)
- Zhee Chong Koh, Product Actuary, Regional medical pricing team, Swiss Re, Singapore



Herbert Meister

Herbert Meister started this session with the discussion on Claims Volatility in Health Portfolios. He illustrated the volatility of claims/loss ratios using different graphs and then discussed the reasons for the volatility. Herbert Meister highlighted the reasons (some of it mentioned below) could change consumer or provider behavior and thus bring volatility in claims:

- Health care reforms,
- Epidemics/Pandemics
- New or revised products

Meister then talked about the various challenges and opportunities present due to this volatility. He talked about some of the challenges like

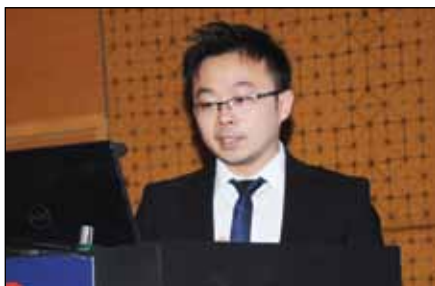
- Accuracy of Reserve Calculation
- Accuracy of performance forecast and premium adjustments
- Expected Profitability

And finally he discussed some of the opportunities like

- Use appropriate pricing models taking expected volatility into consideration
- Estimate expected future volatility and take future developments, like launch of new products and product modification
- Consider mitigation measure like annual limits and reinsurance to reduce and manage portfolio's expected volatility

The other half of the session was presented by Zhee Chong Koh, who talked on data analytics & portfolio management for medical insurance. He discussed about experience monitoring through data analytics and the general principles of data analytics.

Koh also discussed about the number of reports that can be generated using data analytics platform for the senior management, actuarial and claims department. Finally, he highlighted



Zhee Chong Koh

various actions that can be taken based on these reports. Some of the likely actions he mentioned are:

- Revise pricing assumptions and redesign product/benefit
- Tighten policy wording and UW practices
- Recognize “good” policyholders and reward them to enhance loyalty
- Recognize “bad” policyholders
- Improve claims management

Session 4: Regulating Health Insurance Business – Aspects & Issues



Rajesh S

Chairperson - Rajesh S, Swiss Re (India) Presenters

- Alan Watts, RGA VP Health Insurance

Alan Watts discussed the role of the regulator and explained the various insurance core principles, standards, guidance and assessment methodology to ensure a solvency of insurers/ability to pay claims and protect insured.



Alan Watts

He also discussed the very different roles for private health insurance within the healthcare system around the world and how the health insurance markets are regulated across the world.

Then Alan Watts discussed some of the regulations in health insurance in Abu Dhabi, Brazil, South Africa and Mexico. Towards the end of the session, he discussed about the learning for the Indian market.



PHOTO FEATURES - HEALTH CARE INSURANCE SESSIONS



CONCURRENT SESSIONS ON PENSION, EMPLOYEE BENEFITS AND SOCIAL SECURITY

by Sumeet Shah & Siddharaj Panchal

Organized by : Advisory Group on Pensions, Other Employee Benefits and Social Security

Venue : Hotel Grand Hyatt

Date : 18th February, 2013

The concurrent session on Pension, Employee Benefits & Social Security was conducted on first day, 18th February 2013 at the 15th Global Conference of Actuaries. The theme of the session was to cover the issues faced in Expensing the Employee Benefit Costs, Financial Security in Retirement: Longevity Plan, Defined Contribution Investment Decisions, Professional Conduct issues faced by Actuaries & the global scenario of Employee Benefits. The session provided a platform to exchange general and technical updates involved in the designing, management, accounting and evaluation of all types of employee benefit schemes. All the topics experienced full house & attended by a mixture of senior professionals and junior students with active audience participation.

Session 1 : (Round Table): Expensing Employee Benefit Costs, impact of assumptions & issues around assumption setting.

The Round table was moderated by **Jamil Khatri** – Global and India Head - Accounting & Advisory Services, KPMG (India) who introduced the panel members: Anuradha Sriram, Head – Employee Benefits Consulting -Towers Watson (India), Danny Quant, Head

– Employee Benefits Asia, Milliman (Singapore) & Dr. Paritosh Basu, Group Controller - Essar Investments Limited (India).

The Chairperson highlighted the issues faced in Expensing the Employee benefit Costs & assumptions setting. He explained that the expense needs to be recorded in the period in which it is earned by the employee and not when the benefit is payable. Employee benefits can be bifurcated into long term & short term wherein the short term liability will be accounted on an undiscounted basis and long term liability is to be valued actuarially. He also pointed out the recent requirement the Provident Fund valuations and the intricacies involved. He requested the Panel to throw some light on the challenges faced by companies in setting the actuarial assumptions for the valuation of Defined benefit schemes and the underlying volatility of actuarial liabilities and what actions can be taken by Companies to minimize the volatility.

Anuradha Sriram presented her views on the BSE 100 companies and PSUs. She said that 50% of the total PSU liabilities comprise of 'Pension' Liabilities. A major portion of this liability is also comprised of 'Other Long term Benefits' like



Danny Quant, Jamil Khatri, Paritosh Basu, Anuradha Sriram.

About the Authors



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Compensated absence, Long Service Award etc. Also 50% of the total P&L cost as on 31st March 2012 was due to Actuarial gains & Losses. This was mainly due to the change in 5/10 year government bond yields and due to the actual experience not in concurrence with the assumptions.

Dr. Basu pointed out that the underlying volatility of actuarial liabilities needs to be smoothened out. A better explanation should be provided by the actuaries on the volatility of the Defined Benefit liabilities. Actuaries should factor segmentation of the actuarial assumptions. For example, actual attrition behavior across various locations is different and this should be factored in the valuations. He suggested that companies should engage more with Actuaries rather than just year-end valuations.

Danny Quant gave a global perspective. He said that the Defined benefit liabilities are long term liabilities and they tend to be volatile due to the long term nature and sometimes the volatility can be beneficial for the company. He also pointed out that globally the longevity risk for employers is increasing and employers should find ways to mitigate the longevity risk.

Session 2 : Defined Contribution Investment Decisions – a tool for meeting conflicting Objectives

The session started with detailed presentation on 'Defined Contribution Investment Decisions' which was presented by **Guy Chennells**, Product Marketing Actuary, Old Mutual Corporate (South Africa) and the session was chaired by P A Balasubramanian, Consulting Actuary (India).



Guy Chennells

The speaker gave an in-depth perspective of Investment decisions to be made under Defined Contribution schemes. The pension system is setup after considering the regulations like in India where we have EPF & NPS. He also gave an overview of the Investment related regulations and issues faced in South Africa, the common fears and concerns for 'Retired' employees & future retirees. The discussion also covered the New Pension Scheme (NPS). Default fund management objectives were discussed such as 'Good long term growth', 'consistent Medium term growth' or 'Protection against negative return'. Various analyses were presented to smoothen & enable long term growth for Pension plan. The chairperson concluded the session by providing an insight on the Indian Pension market.

Session 3: Employee Benefits – India and Beyond

Sandip Shrikhande, Senior VP - Head of Group Insurance, Kotak Maindra Old Mutual Life Insurance (India) chaired the next session under the theme **Employee**



Sandip Shrikhande

Benefits – India and beyond.

Neil Narale, Leader – Actuarial off shore Team, Mercer (India) discussed the concept on 'Employee Benefits' outside India. He covered recent developments



Neil Narale

in US Pension market and the changes in the legislation in South Korea. Huge deficits are borne by US companies and now there are new methods available to deal with those deficits. The discount rate has fallen due to the recession leading to higher DB liabilities. Many US companies are now offering lumpsum benefits to employees and retirees so as to reduce future pension liabilities. Updates on Retirement benefits from a mature to emerging market were discussed.

A new Severance Pay System is introduced in South Korea which has a flexibility to be DB as well a DC plan. Employers will get tax benefit on the contributions made

to be provided by the IAI on preparation PF disclosures. Auditors are becoming vigilant and are getting involved in to in-depth analysis of the reports. Actuaries need to educate clients on actuarial gains/losses. Global parent companies are now getting involved in the local valuations.

Session 4: Employee Benefit Consulting: Professional Conduct issues.

The session was moderated by **V Rajagopalan**, Member – IAI Advisory Group on Professionalism, Ethics & Conduct, (India) and the speakers were Dr. K Sriram, Consulting Actuary (India) and K Subrahmanyam, Consulting Actuary (India)

Dr. K Sriram pointed out that the public trust in the actuarial profession has declined over the years. To rebuild the trust the Profession needs to provide Thought Leadership to the public. Actuaries are required to comply with the various professional standards issued by IAI and the provisions of the Actuaries Act relating to conduct. Actuaries should prevent the misuse of actuarial advice and the same should not exceed the law.

K Subrahmanyam pointed out that as per the Current Professional Regulatory



K Sriram, V Rajagopalan, K Subrahmanyam

to the Trust Funds. This would ultimately lead to higher employee engagement.

The second speaker **Kulin Patel**, Director – Employee Benefit Consulting, Towers Watson (India) gave an insight on the Indian scenario. As per the new regulations, PF is now to be treated as DB Plan due to the embedded interest rate guarantee and more guidance needs

Framework, actuaries should report non-compliance on two major issues. They are: 1. Acceptance of an Assignment (as per the Actuaries Act) and 2. Non – Conformity of Actuarial reports with the Guidance Notes/Actuarial Professional Standards (APSs).

As per the PCS, the new Actuary should inform the previous Actuary on receipt

of an assignment. If the new actuary is aware that previous actuarial reports are not in conformity of the APSs/GNs, he/she should whistle blow. The IAI should play a role with regards to the compliance of professional standards issued by it by the members of the IAI. A mechanism should be introduced to track and curb undercutting of professional fees. He also said that actuaries should have a Certificate of Practice to sign actuarial reports as per AS15-R. IAI has to coordinate with the related authorities—such as CBDT, Registrar of Companies, and ICAI to ensure the acceptance of actuarial reports from bona fide members, and disclosure of name of actuary in the public documents.

There was debate on this. Members present at the meet strongly expressed a view that IAI should have mechanism to ensure discipline among the members in interests of the profession and maintenance of standards of the profession, by means of a Quality Control Board. A member pointed out that consulting actuary must be allowed to quote his/her fee in the market.

Session 5: Financial Security in Retirement: A Longevity Plan

Jagadish Salunkhe, Consulting Actuary (Mercer) chaired the final session



Jagadish Salunkhe

under the theme **Financial Security in Retirement: A Longevity Plan**

Danny Quant, Head- Employee Benefits Asia, Milliman (Singapore) made an interesting presentation on **Financial**



Danny Quant

Security in Retirement: A Longevity Plan. He presented a hybrid plan which covered the financial security of retirees surviving beyond the age of 85. Due to recent medical developments there has been a global reduction in mortality and companies are now subject to higher longevity risk and more employees are expected to retire in the coming years. To mitigate this, a normal DC setup will not be sufficient to cover the pension payments. So, Companies will have to find a solution which will include a DC as well DB arrangement to fully cover the longevity risk. In pension based schemes mortality factor plays a very important role in determining the eventual liabilities. Danny also suggested improvement in mortality should be factored and different methods of mortality improvement could be adopted.

The round table and all the presentations were followed by interesting question and answer sessions. More information on these presentations can be downloaded from the Institute of Actuaries of India professional website <http://www.actuariesindia.org>

PHOTO FEATURES - PENSION, EMPLOYEE BENEFITS AND SOCIAL SECURITY SESSIONS



SHINING MATH STARS

by Shruti Shetty & Tanuj Mittal

Organized by : Institute of Actuaries of India

Venue : Hotel Grand Hyatt

Date : 17th February, 2013

All knowledge is in the human mind. In many cases it is not discovered, but remains covered, and when the covering is slowly taken off, Swami Vivekananda says "We learn". With a mission of inculcating interest in mathematics and the nuances of learning, we are a group of actuarial students who aid this process of 'discovering' among students from Mumbai's Municipal Schools. Like the last two years, we felicitated our math stars from these schools at the 15th GCA's AGFA event. Non-profit organizations like Doorstep School, Muktangan, Salaam Balak Trust and Room to Read are our constituents.

The Actuarial Connect

Our volunteering has an actuarial tie-in: planning and preparation guide the outcome, the process needs to be robust to have an impact, and judgement is often exercised to optimise our efforts. We also continue to develop ourselves - a session's learning feeds into the next and to our small group, akin to a CPD credit! Last year, we reached and believe that we influenced well about 3000 kids in an effort of over 500 hours.

An Insight into Pedagogy

Our aim is to supplement, but not

substitute the school teachers. Our sessions start with the closing of books, not opening any; because we wish to tell stories of mathematics, not teach a lesson. Our pedagogy emphasises on seeing and listening. Our anecdote-rich sessions last for forty minutes in which we crave for the kids' attention. Usually we are rewarded with raptness and curiosity. We have also learned to laugh at ourselves.

Anecdotal Slopes

Our stories take our young audience on joy rides of mathematics: 'Kaun Banega Crorepati' and 'Slumdog Millionaire' touch their senses. How the 'zero' was discovered in India, why it was inscribed the way we write today and what makes a crore different from a million are narrated rather dramatically! Our students appreciate that learning 'squares and square roots' will help them negotiate a house someday. One of our interesting sessions dealt with 'prime numbers', an otherwise insipid subject for a child. A torn blank paper each comprising a prime draws parallels to internet security underlying credit card transactions. Last year, 2012, was declared to be the National Mathematics Year in India to celebrate the 125th birth anniversary of

the mathematical genius Srinivasa Ramanujan. We shared with our children in a 40 minute session on 'BODMAS', the life story of Ramanujan and his contributions to the world of numbers.

Shining the Light

Lakshmi was one of our math stars two years ago. Her difficult childhood is now behind her. She likes mathematics and sciences and now learns at a college which offers her an integrated program to prepare for the IIT-JEE. For someone like Lakshmi with a poor base in mathematics, our sessions instilled the confidence to reason and made her question herself that if she can do well in mathematics then why not in other subjects? This has been our hypothesis, 'Good in mathematics, good in all subjects.'

About the Authors



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Shruti Shetty and Tanuj Mittal are student members of the Institute of Actuaries of India.

MATH STARS BEING AWARDED AT THE HANDS OF M. KARUNANIDHI, PRESIDENT, IAI



The Event this Year

The Math Stars event held during the 15th GCA serves an opportunity to the kids to participate and increase their confidence. Held during the AGFA on 17th February, 2013 the third edition of the event saw a threefold increase in the number of entries received from the first edition. It shows a sense of aspiration has spread amongst these students to experience a day with the actuarial world. We selected 25 students from the 150 entries received. Abhijit Pal from Munich Re India gave generously of his time to evaluate a slogan that flourished our students' creativity and read:

"Math is closely connected to _____ (subject) because _____."

Slogan and Spot Contests

Our first set of slogan contest winners were selected with the help of a jury in Sandeep Goenka (E&Y) and Akshata

Damre (IAI). The slogan shortlisted for the first prize was written in Marathi, which when translated into English reads: "*Math is connected to life because plants and creepers say multiply us to find our product. And humans say deduct our quarrels and add our trust to get a geometrically symmetrical friendship.*"

The second set of winners were selected via two rounds of table games, which were built on the idea of allowing kids from different age groups to compete on a level playing field whilst interweaving different subjects with math. The first round led to the search of the *numerical value of words* using an index in which consonants and vowels were assigned numbers and mathematical operations respectively and solving a maze of 'odd and even numbers'. It was heartening to see that out of the ones who proceeded in the second round, a few finished their

tasks with centum marks and in advance of the allotted time. The next game was conducted on similar lines using Devnagari script instead.

Awards and More

Prizes were given by M Karunanidhi, President IAI, to the six winners: Shrinivas Yeddandi, Pravina Ramjangle and Megha Bhaigade for the slogan contest and Pooja Chaudari, Mamta Jadhav and Saurabh Potere for the games. The GCA, which brings actuaries from different countries under one roof, served an opportunity for the math stars to interact with a few. We hope the Atlas gifted to each Math Star whets their inquisitive mind - to know and understand the world that gets smaller by the day. After a sumptuous dinner, the kids headed home with an excitement to return next year.



HAPPINESS IS LIKE
A BUTTERFLY.
THE MORE YOU
CHASE IT,
THE MORE IT
ELUDES YOU.
BUT IF YOU TURN
YOUR ATTENTION TO
OTHER THINGS,
IT COMES
AND
SITS SOFTLY
ON YOUR
SHOULDER.

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IFA EVENT AT THE 15TH GCA

by Derek Cribb

Organized by : INSTITUTE AND FACULTY ACTUARIES, UK

Venue : Hotel Grand Hyatt, Mumbai

Date : 18TH February, 2013

The Institute and Faculty of Actuaries (IFoA) was very pleased to host a reception for our members attending the 15th Global Conference of Actuaries in Mumbai on 18th February. The President, Philip Scott was accompanied by Chief Executive, Derek Cribb and Director of Education, Trevor Watkins and we were delighted that it was attended by over 100 of our members.

The event was one of an increasing number of events in India and the wider region designed to make the leadership of the IFoA more accessible to members. These important occasions provide an opportunity to for the leadership to meet members in the region and provide an update on the work that the organisation is doing on their behalf.

The highlight of the event was the presentation of awards to newly qualified fellows in India. Congratulations to Ankur Agrawal, Jaisimha Chitra, Avdhesh Gupta, Nikhil Gupta, Richa Gupta,



"Philip Scott, Derek Cribb and Trevor Watkins were delighted to have the opportunity to meet members of the IFoA, here with newly qualified Nikhil Gupta"

Shamit Gupta, Philip Jackson, Hiten Kothari, Alap Mehra, Khushwant Pahwa and Chithra Suresh. Qualifying as an actuary represents the culmination of an immense amount of hard work and we wish them all the very best as their careers develop. We would also like to mention the family and friends of those who have qualified with us, whose support will no doubt have helped them on their journey to qualification.

At the reception, Derek Cribb also recognised the hard work of some of the people who give their time generously by volunteering for the IFoA. The help and support of our volunteers contributes so much to the success of the organisation and Derek presented silver volunteer lapel pins to six of our volunteers in recognition of their efforts; it really is appreciated. If you would like to get involved in volunteering for us then please take a look at the volunteering pages on our website or get in touch with Debbie Atkins, our Volunteer Engagement Manager (debbie.atkins@actuaries.org.uk).

Philip also took the opportunity to update those who attended on our work on refreshing our brand. More than just a new logo, the new brand represents the launch of our values that we want to instil among our volunteers and staff. Philip explained why a solid brand

About the Author



Derek.Cribb@actuaries.org.uk

Derek was appointed Chief Executive of the Institute and Faculty of Actuaries in June 2011.

Derek studied at Imperial College, London and is a member of the Institute of Chartered Accountants in England and Wales.



"President of the IFoA, Philip Scott, was pleased to present awards to several newly qualified members at the 15th Global Conference of Actuaries in Mumbai on 18th February"

identity is important to us –how it adds value to the work that actuaries do and how it can contribute to actuaries being more easily recognised and frequently used. Good business flows from a good brand. Our members can expect to hear more from us after 29th April once the new brand is launched.

Finally, I would like to extend thanks to the IAI for their kind hospitality and help with organising the event. Congratulations once again to our newly qualified Fellows –and thank you to all our members in India for your continued support.



PHOTO FEATURES - IFA EVENT





IAI STUDENT EVENT

The student event of the Institute of Actuaries of India gave me the opportunity to present some of my observations on what makes a good actuarial student. I wanted to draw students' attention to the long history of innovation in the actuarial profession in areas of developing new techniques to solve business problems in insurance, pensions and investment. I also wanted to highlight the wide range of opportunities that actuarial students have and that they should take the most of these. In India there are clearly excellent opportunities as the insurance industry grows and a wide range of work areas open to students to gain experience.

The actuarial training provides opportunities in what are regarded as non-traditional actuarial work areas including banking, finance and management consulting. At the same time the career opportunities in the actuarial insurance and consulting fields are international and gaining work experience as students study the courses a way of demonstrating commitment and hard work.

I also wanted to highlight the opportunities for further education through postgraduate study at university. My own experience from completing an MBA showed this to be a valuable experience in not only learning new ideas but also in meeting other business contacts and network development.

It was encouraging to see such a great turnout and the questions and answers after the presentations was excellent and covered a wide range of topics of much relevance to students and their career aspirations.

The event also gave students and opportunity to meet with other students and to experience the Global conference I the following days. The awards were also a wonderful experience along with the great entertainment from the students and staff of the Institute. Overall it was a great experience for me and I thank the Institute and the students for the opportunity.

- By Michael Sherris



KNOW THE SPEAKERS AT IAI STUDENT EVENT



DARRYL WAGNER

Life Actuarial Leader Deloitte Consulting (US)

Darryl is a Fellow of the Society of Actuaries and a **Member of the American Academy of Actuaries**. Prior to joining Deloitte, Darryl was a partner at Andersen, where he worked for 12 years. Darryl's experience includes: Reserve analysis and review for **life, annuity, and health business in the context of audits of major insurers including MetLife and United Healthcare. Merger and acquisition analyses, including actuarial appraisal analysis.** Darryl is a **frequent speaker** at Society of Actuaries meetings, valuation actuary symposiums, and other industry events like Fellow, Society of Actuaries Member, American Academy of Actuaries University of Nebraska, BS, Mathematics Summa Cum Laude, Honors Scholar

dawagner@deloitte.com

MICHAEL SHERRIS

PROFESSOR UNIVERSITY OF NEW SOUTH WALES (AUSTRALIA)

Michael Sherris is Professor of Actuarial Studies in the Australian School of Business at the University of New South Wales and is currently Head of the School of Risk and Actuarial Studies. He has been an active member of the Australian actuarial profession having served on the Council of the Institute of Actuaries of Australia. He was President (2008-2009) of the Asia Pacific Risk and Insurance Association and a Board and Executive Member of the Enterprise Risk Management Institute International (ERMII). He was named Australian Actuary of the Year 2007 in recognition of his contributions to actuarial research and education both internationally and within Australia.

m.sherris@unsw.edu.au

PERSONAL :

Describe about yourself and your background



I am a Principal with Deloitte Consulting and lead Deloitte's US Life Actuarial Consulting practice. I grew up and studied in Nebraska before moving to the East Coast to pursue my actuarial career. I am married with four children, one of whom is pursuing an actuarial career herself. When I'm not working, I enjoy listening to and making music, working out, spending time with family and friends, and taking active vacations like riding vintage motorcycles with my dad.



I grew up and went to High School and University in Australia. I qualified as an Actuary in 1980 through the Institute of Actuaries (UK) then worked in industry in life insurance and banking and finance. I became an academic in 1985 and 1998 was appointed foundation Professor at the University of New South Wales in Sydney to establish the Actuarial program which is now well regarded internationally for its teaching and research programs.

share your career progression since you started your first job



I started my career as Research Graduate, Reserve Bank of Australia, in 1977 and after qualifying as an actuary worked with CGA (Zurich Australia Life) and following that moved to become Bank Actuary of Commercial Banking Company of Sydney and then of the State Bank of NSW. I then moved into a position as Lecturer at Macquarie University, followed by promotion to Senior Lecturer and then Associate Professor. I became Professor of Actuarial Studies at UNSW in 1998 where I am now.

ACADEMIC CAREER :

I was always interested in learning new ideas as well as doing some meaningful research. In fact, when I was in college, my friends and my mentor suggested me to choose an academic career. Later, I got the opportunity to do the same.



My first job was with CIGNA as an actuarial student. I had great experiences there, met many people and

learned a lot. I became an FSA while at CIGNA and after about 5 years, took a position as a Manager with Arthur Andersen. Again, a great experience, working with talented colleagues and industry leading clients. I became a Partner with Andersen in 1998 and of course, had to leave when the firm encountered difficulty in 2002. Since 2002 I have been a Principal with Deloitte. I have thoroughly enjoyed my Deloitte experience which has allowed me to continue to build both my skills and network as well as contribute to my clients, colleagues, and the profession.

PROFESSIONAL:

Are there any subjects you wished you had studied to be the best in your job?



That's an interesting question. While the math and actuarial courses are vitally important to what I do as actuary, I don't think I would have taken more of these.

I really think it's important to be well rounded as an actuary and as a business person. So if I could choose more or different courses to take, they would have been more general business and finance courses as well as fun and interesting courses like art history, fine food and wine etc.



Not really. The business we are in is constantly developing so you need to keep up with this. I have studied many new developments through self-learning and reading recent texts in new areas. I was also fortunate to complete an MBA and gained the benefit of a broader education for business from that.

Would you like to share some of your professional experiences with the readers?



The most interesting professional experiences I had were in the banking industry where I was involved with corporate and structured finance as well as money market and funds management. The corporate financing in those days was called leveraged leasing and involved the financing of gas pipelines, power stations and large aircraft. It gave me a valuable understanding of finance and interaction with other professionals in the area.



I have been truly fortunate to be able to work with great organizations and wonderful people throughout my career. I won't get into all the details, but highlights for me include participating in the development of insurance accounting guidance in the US, helping several large insurance organizations go through transformational change in the form of demutualization, advising and leading younger actuaries as they pursue their actuarial careers, and giving back to the community and the profession through volunteer work with local charities, the Society of Actuaries, and the International Association of Actuaries.

What methodology and techniques do you use to motivate students?



When it comes to motivating students, my focus is on helping them see the opportunity in what they are doing. The opportunity to learn, the opportunity to take on more responsibility, the opportunity to advance in their

organization and in the eyes of colleagues, and the opportunity to make a difference!



It is best to motivate students by setting what they learn in a business context. So the use of assignments based on real world problems, real world data and applications is much better than endless problems and textbook exercises.

What advice would you give to Actuarial students?



My advice would be to venture out of your comfort zone and try new areas. Continue to learn new things and look for areas that you enjoy. Develop and maintain your technical skills especially early in your career. Make sure you do other things in your life like play sport, join social clubs, have a hobby, travel and do social activities. Don't get too stuck in studying. Have a balance.



Several pieces of advice I have given over the years include: Learn as much as you can in each situation you encounter. As my mom would say, it gives you the opportunity to put another "key on your key chain." And we know that keys open doors! Pursue everything you do with excellence. To quote my dad this time—"Anything worth doing is worth doing well". And whether we realize it or not, we build our reputation with each experience. Have a positive attitude. This helps you focus on solutions rather than problems, inspires others to be positive as well, and generally makes life more healthy and fun. And finally—Pay careful attention to the details but be ever mindful of the big picture. I like to say that in order to explain something simply, you must understand it deeply. I really believe this and advise students to think this way about their work. If your CEO came by today and asked you what you were working on, how would you respond?

What are your expectations from the students in terms of skills and performance?



I look for several characteristics in successful actuarial students: Strong technical skills, curiosity and creativity, positive attitude, the ability to "connect the dots" between different concepts, situations, and experiences, and strong communication and interpersonal skills.



Fortunately actuarial students are usually very smart and talented. They are also hard working. This is what gets them through the exams. At UNSW I am amazed at how gifted many of the students are including musical and other activities. Not all students do well since actuarial science is not for everyone. It is important to recognize when to move onto something else. Otherwise communication skills and aiming to understand problems are the best skills to develop in order to succeed in business.

How do you utilize your lifelong learning in your classroom?



I always make students aware about how little of the different areas that they study is covered in the actuarial syllabus and how there are new things that are not covered. An example is longevity risk, an area where I do my current research. The actuarial syllabus does not give students the knowledge of recent developments in this field when it should. Stochastic mortality modeling is important yet these

models are not well covered. Otherwise I use my experience to develop assignments that are based on my real world experience.



Lifelong learning is important for us all as actuaries. While I don't spend much time in traditional classrooms these days, I spend a lot of time in seminars, listening to webcasts or other presentations, and other forms of continuing education and professional development. And I enjoy presenting as well. Much of our continuing education as actuaries is dependent on the efforts of volunteers so I encourage everyone to consider getting involved and thanks to those who already are!

What are the hot research fields or topics in actuarial science globally?



I'm a life actuary by background with focus on financial reporting and other forms of performance measurement and business analytics. So my response is affected by that perspective, but I would say: longevity, health care delivery and reform, advanced analytics and its application to the insurance and other industries, social security structures in the wake of global demographic shifts, regulation and solvency requirements for the insurance industry, insurer financial reporting frameworks, "modernization" of the actuarial organization to meet the needs of the future, and risk management.



The one that I work on now is Population Ageing and Longevity Risk. We are living longer and populations are ageing so how to finance an uncertain retirement and how to manage systematic mortality changes is critical and important to the profession. Also with prudential regulation and risk based capital requirements, this has meant that insurance risk and capital management is an important research area. This is an area I also work in and have done so in the past.

How useful is the Internet and other modern mass communication technology in your field?



The Internet is essential. It allows access to the latest research and teaching materials very quickly. New ideas are developed and published online much quicker than journal publications. It also allows collaboration with overseas researchers to be more efficient. Students use social media such as Twitter and Facebook and so communication with students can be made more efficient as well. Of course these days course materials include recorded lectures that are available online and there is an increasing use of MOOCs – Mass Open Online Courses. It is changing the way universities offer course and students arrange their study.



Extremely important. When I started my career, I used a computer with no hard drive, had to have memos and reports typed, and had no cell phone, lap top, or email. Imagine no email! (I realize I am dating myself). Now it is hard to believe that we got by without these things. As technology has advanced, so has the sophistication of actuarial tools and techniques, along with the speed of business. It is critical that an actuary today keep up with technology to stay relevant and keep up with the rapidly moving and evolving business environment. At the same time, I believe it is important that

actuaries and other business professionals put technology aside from time to time to think, plan, spend time with people, and otherwise nourish their holistic health and well being.

How important are foreign languages in your professional Life?



I studied German for 4 years in high school and can proudly say that I know enough of the language to let a taxi driver know where I need to go...most of the time. Like many Americans, I am fluent in only one language, but I would say foreign languages are very important in my life. I work and travel extensively internationally. In my travels, I am constantly reminded of how much I appreciate and admire those that speak foreign languages, as colleagues and friends around the world speak English with me. I have not given up on the idea of becoming fluent in another language, but until then I am most grateful to those who indulge my English.



I tried to learn foreign languages. I did French and Spanish. But found I was not so good at these languages especially when I do not actively use them. I have been fortunate to have been born in an English speaking country and English is the language most used in business and has become an international language. But I think learning another language is important and language skills are a great help especially since many young people work internationally as these days.

What is your view about the future of graduate programs in actuarial science?



Graduate programs can offer an efficient way for students with a quantitative background to move into the actuarial profession. It is always more efficient to learn in a structured course with support from lecturers. In fact full time study is beneficial for learning the material but also for a broader experience in a university learning environment. Graduate programs need to offer students a broader study program that will not only provide actuarial professional courses but also broader business, finance and economics courses as well as developing other skills such as communication and leadership.



I see graduate programs as having an important place in the development of actuarial professionals. I certainly don't see them as necessary for all actuaries, as actuarial exams and other forms of basic and continuing education provide plenty of content and development opportunity beyond undergraduate education. For those who learn of the actuarial career late in or after their undergraduate studies, or who for some reason don't have the opportunity to pursue actuarial science at an undergraduate level, I think graduate programs offer an excellent opportunity to discover the profession. And of course graduate programs are essential to developing actuaries with advanced knowledge and training in selected areas of actuarial science who may go on to academic fields or explore frontiers of actuarial research and the development of actuarial thinking, tools, and techniques. I would add finally that actuaries consider other forms of graduate study (such as an MBA) as well, as they progress and wish to learn about and/or pursue other career opportunities.

What is the most difficult aspect in the field of actuarial science?



Most rewarding? I would say the most difficult aspect of being an actuary is making tough decisions. These might be decisions about challenging technical issues, strategic directions for an organization, or about career direction for the people you lead. Our actuarial training can help with these difficult choices, as do our best to gather the pertinent facts, analyze that information from different perspectives, and consult with others for advice and/or perspective. As to most rewarding, I would say it is the feeling of knowing you helped an organization or a person achieve significant success. And as actuaries, I believe we have many chances to do that, both for specific organizations and colleagues we work with, as well as for society at large who benefits from the financial security we help make possible.



The most difficult aspect is that it is not well understood. It provides a basis for addressing many business problems but it is usually associated with insurance and standard actuarial reporting tasks. If you can break out of this then that is when you will find some of the most rewarding experiences.

What books, concepts or experiences have influenced you the most in your professional development?



The books that I have been influenced a lot by are:

Chamberlin, Gary (ed.) (1986), A Ramble Through the Actuarial Countryside: The Collected Papers & Speeches of Frank Mitchell Redington, MA, Staple Inn, UK: Institute of Actuaries Students' Society. **And**

Surely You're Joking, Feynman!: Adventures of a Curious Character, Richard Feynman, Ralph Leighton (contributor),

Edward Hutchings (editor), 1985, W W Norton

Both give fresh perspectives on many aspects of matters relevant to actuarial work. They have influenced the way I think about many problems and work on in my research. I recommend them both to any research student.



I'd like to call out my parents here. My mom and dad were great influences on me as I grew up. Not only did they support me in all that I did, but they taught me the importance of hard work, stewardship, positive attitude, and commitment. And they not only spoke about these things, but lived them as well. My mom passed away last year, but her legacy as a role model lives on for me. I aspire to be such a role model for my family, friends, and professional colleagues.

What message would you like to give to the students and senior actuarial community across the globe?



Our profession is strong and has a bright future! As I told the group of actuarial students I addressed at the recent GCA in Mumbai, you are our future! Make the most of it. Learn from those you work with, but make the profession your own as well. I am confident that the next generations of actuaries will lead us into unimagined territories as a profession and do so with integrity, excellence, and influence. And to experienced actuaries, it is up to us to be good stewards of our profession and help pave the way for and prepare future actuaries to be successful. I encourage all of us to embrace these opportunities as they are truly rewarding!



My message would be to contribute to the broader community as well as the profession as much as you can. Challenge the traditional wisdom – it is often not the best way to do things. Look for better ways and always remember that as a professional you have an obligation to members of society who rely on your professional work.



GOD has four GIFTS for you;

A KEY FOR EVERY
PROBLEM

A LIGHT FOR EVERY
SHADOW

A PLAN FOR EVERY
TOMORROW

&

A JOY FOR EVERY
SORROW

FROM THE DESK OF CHAIRPERSON - ADVISORY GROUP ON COMMUNICATION (AGC)

Sunil Sharma

sunil.sharma@kotak.com



THE DESK OF

FROM

It gives me immense pleasure to connect with you post 15th GCA and to give you an update on the Communication and Media relationship that the Advisory group managed during the 15th Global Conference of Actuaries. The 15th GCA was no different from the 14th GCA, except with new theme “Waves of reforms...Oceans of opportunities” and location, Grand Hyatt, Mumbai.

Over the last few years we have made significant progress in enhancing the awareness about the actuarial profession among the general public in India. However, it's just the beginning of a long Journey and the profession has to work more to enhance the communication. In this constantly changing world, the importance of communication with all stakeholders can not be overemphasized.

I would like to take this opportunity to give an update on some of the Initiatives that were taken doing the 15th GCA to highlight the Profession and the

Conference in the News and print Media and get attention of the people.

For managing the reporters from Prints and Media, we engaged a PR agency which had strong relationship with media reporters reporting in the area of Finance and Insurance. The invitations were sent to the reporters of all major key Print & digital media and TV network. More than 20 reporters came to attend the Global conference of actuaries to cover the 15th GCA on day one and day two. A separate room was set as the Press conference room where media interacted with the Key leaders in financial services from India and overseas. There were various interviews conducted by media during the GCA event.

As per PR agency, there were about 42 reports published in print media or online, resulting from the 15th GCA. You will find some of the newspaper clippings in this issue. Further, few interviews were also aired on certain TV channels

like Bloomberg, Zee TV, CNBC Awaz and CNBC TV 18.

An exclusive press conference was arranged for reporters from TV and News media to interact with J Hari Narayan, Chairman, IRDA. The reporters felt pleased to have had conversations with the Chairman and other key leaders in the financial services Industry.

It was an effort by the Communication Advisory Group, by learning from the past experience, to contribute a bit towards meeting Vision, Mission and Values of the Actuarial profession in India. I am very pleased to share that today the Indian financial reporters understand who actuaries are, what they do and how important they are for the management of the Insurance companies.

Now without taking too much of your time, I would like to sign off to spare you more time to work on the new regulations. Happy Reading.

Business Bhaskar: Page 03, 28th Feb 2013.

एशिया पैसिफिक एसोसिएशन ऑफ कंसल्टिंग अक्चुरियल का कहना है कि अक्चुरियल सोर्स का इस्तेमाल न करके ये कंपनियां कर रही जनता का नुकसान

सरकारी सामान्य बीमा कंपनियां नहीं कर रही अक्चुरियल सोर्स का पालन

झोल

कई बार बीमा नियामक इरादा से दबाव में आते, पर गैरकानूनी सेवाओं के प्रभाव (शेयरब्रूम) के जो संघर्ष या संयुक्त संघर्ष होते हैं, वही इन कंपनियों के बोर्ड में भी होते हैं। इन कारण वह कंपनियां इरादा का ही दबाव बनी नजर आती हैं। वे कंपनियां इरादा अपना लक्ष्य दिखाने चाहती हैं और यही कारण है कि अक्चुरियल सोर्स का वह इस्तेमाल करने से कातर होती हैं।

नियामक दबाव, कार्यकारी निदेशक, एशिया पैसिफिक एसोसिएशन ऑफ कंसल्टिंग अक्चुरियल

अर्जुन सिंह • मुंबई

विश्वीय बीमा कंपनियों का पालन समय से अक्चुरियल सोर्स के तहत काम कर रही है। पालन को तालमेल में इस समय कंपनियों को अंतर प्रोडिज बताना है। पालन इन कंपनियों का अंतराल -कॉन्फिडेंस लेवी भी, उनमें सम्मिलित नहीं हो और आज भी नहीं है। पर सार्वजनिक सामान्य बीमा कंपनियों अभी भी इस सोर्स का पालन नहीं करती हैं।

एशिया पैसिफिक एसोसिएशन ऑफ कंसल्टिंग अक्चुरियल के कार्यकारी निदेशक निवासन खान ने विज्ञापन नामक को संस्थापक निदेशक कंपनियों को सामान्य बीमा क्षेत्र में कार्यरत हैं, उनसे जो कोई सम्मिलित नहीं है। क्योंकि वे पूरी तरह से अक्चुरियल सोर्स के तहत अपना काम कर रहे हैं। लेकिन यहाँ सार्वजनिक बीमा कंपनियों हैं वे इसका पालन नहीं कर रहे हैं। उनका कहना है कि सार्वजनिक बीमा कंपनियों उनके लिए उम्मीद नहीं है और वे चाहते हैं कि तब से काम करती हैं, यही जहाँ पर आज भी काम करना चाहते हैं। पालन सिस्टम में बचत के लिए डिजिटलका नहीं था और तब डिजिटलका भी तब के आधार पर कंपनियों करती थी। आज भी वह कंपनियों डिजिटलका देने में अनुपस्थित करती हैं क्योंकि एकाउंटिंग के मामले में तो वह पूरी तरह से अक्चुरियल से दूर रहती हैं।

नियामक खान के मुताबिक कई बार बीमा नियामक इरादा से दबाव में आते, पर गैरकानूनी सेवाओं के प्रभाव (शेयरब्रूम) के जो संघर्ष या संयुक्त संघर्ष होते हैं, वही इन कंपनियों के बोर्ड में भी होते हैं। इन कारण वह कंपनियां इरादा का ही दबाव बनी नजर आती हैं। वे कंपनियां इरादा अपना लक्ष्य दिखाने चाहती हैं और यही कारण है कि अक्चुरियल सोर्स का वह इस्तेमाल करने से कातर होती हैं।

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इरडा ने इश्योरेंस कंपनियों और एजेंट की मिस सेलिंग पर लगाम लगाने के लिए स्टैंडर्ड प्रोजेक्ट फॉर्म को मंजूरी दे दी है

इश्योरेंस मिस सेलिंग पर इरडा की सख्ती



विजयेश भास्कर • मुंबई

बीमा उद्योग की नियामक संस्था बीमा विनियामक व विकास प्राधिकरण (आईआरडीए/इरडा) ने इश्योरेंस कंपनियों और एजेंट की मिस सेलिंग पर लगाम लगाने के लिए स्टैंडर्ड प्रोजेक्ट फॉर्म को मंजूरी दे दी है। ये फॉर्म सभी बीमा कंपनियों के लिए लागू होगा। इससे बीमा एजेंटों को मिस सेलिंग आसानी से पकड़ी जाएगी।

मुंबई में 15 एक्चुअरीज की 15 वीं वार्षिक सभा (जीसीए) में मुख्य अतिथि के रूप में इरडा के चेयरमैन जे. हरिनारायण ने उद्घोष कर कहा। इस अवसर पर इंडियन इंस्टीट्यूट ऑफ एक्चुअरी के प्रेसिडेंट करुणानिधि सहित अन्य लोग उपस्थित थे। उन्होंने कहा कि अब सभी जीवन बीमा कंपनियों के एजेंट इस फॉर्म को आधार बनाकर ही पॉलिसी बेचेंगे। 6 महीने के भीतर सभी बीमा कंपनियों को इस फॉर्म को लागू करना होगा। इस फॉर्म में ग्राहक को उसकी जरूरत के मुताबिक ही पॉलिसी बेची जाएगी।

वदलाव

अब सभी जीवन बीमा कंपनियों के एजेंट इस फॉर्म को आधार बनाकर ही पॉलिसी बेचेंगे

6 महीने के भीतर सभी बीमा कंपनियों को इस फॉर्म को लागू करना होगा

इस फॉर्म में ग्राहक को उसकी जरूरत के मुताबिक ही पॉलिसी बेची जाएगी

फॉर्म में ग्राहक को उसकी जरूरत के मुताबिक ही पॉलिसी बेची जाएगी। महज दो दिन बाद इरडा के चेयरमैन पद से रिटायर होने वाले हरिनारायण

ने इरडा द्वारा अपने कार्यकाल में लिए गए तमाम इनिशिएटिव और दिशा निर्देशों का बखान किया। उनके मुताबिक बीमा बाजार को विकसित करने के लिए उनके कार्यकाल में कई अच्छे फैसले लिए गए। उनके मुताबिक भारत और अन्य एशियन बीमा बाजारों के पास ऊंचा वॉल्यूम है। पर यह सब ग्राहकों के विरयस के साथ काम करना होगा। उनके मुताबिक बीमा उद्योग की वृद्धि दर फ्लैट है, पर आज जो इसका अछार या नींव है, वह भविष्य में अच्छी और फिज नूटिड दर का प्रदर्शन कर सकता है।

एजाइजरी समूह के चेयरमैन सुनील शर्मा ने कहा कि अक्चुअरीज समुदाय भारत में तेजी से बढ़ रहा है और भारत तथा अन्य देशों में सुधारों के कारण अक्चुअरीज पैरा के समक्ष काफी चुनौतियां हैं जिसके कारण इस तरह के वार्षिक सम्मेलन का होना आवश्यक है। इस दो दिवसीय सम्मेलन में कुल 700 डेलीगेट आए हैं।

दो-टुक

भारत और अन्य एशियन बीमा बाजारों के पास ऊंचा वॉल्यूम है। पर यह सब ग्राहकों के विरयस के साथ काम करना होगा। बीमा उद्योग की वृद्धि दर फ्लैट है, पर आज जो इसका अछार या नींव है, वह भविष्य में अच्छी और फिज नूटिड दर का प्रदर्शन कर सकता है। - जे. हरिनारायण, चेयरमैन

LIC exposure issue a matter of legal interpretation: Irda

PRESS TRUST OF INDIA
Mumbai, 18 February

The Insurance Regulatory and Development Authority (Irda) today said the government's recent move to allow LIC to own up to 30 per cent in a listed company is a matter of legal interpretation.

"The issue is a matter of legal interpretation. Our view is that LIC should be treated at par with all other private insurers. But the government was of the view that there were certain provisions, only applicable to LIC (as per LIC Act)." Irda Chairman J Hari Narayan said here on the sidelines of 15th Global Conference of Actuaries by Institute of Actuaries of India.

Talking about expectations from budget, he said Irda has recommended Exempt

सामान्य विमोदारांच्या अर्थसंकल्पीय पेक्षांना 'इडा' अध्यक्षाने डूनच वाचा

प्रतिनिधी, मुंबई

हरिनारायण मुख्य पदावरून दोनच दिवस होतारे अध्यक्ष जे. हरिनारायण यांनी दिवसात खबर होणाऱ्या सर्वसाधारण विमा क्षेत्रासाठी आवश्यक सूचनांचा वाढा मुंबईत सोमवारी

उपवाढ करून ८० सौ अंतर्गत दिले जाणाऱ्या सूचनांची एक लाख रुपयांची, दीर्घ मुदतीच्या सोपल्या वेली करची अकराव्या लाखा विमाधारकांच्या वतीने करण्यात आल्याची माहिती

ती तसेच सार्वजनिक विमा क्षेत्राच्या भारतीय विमा विकास निवृत्तीपूर्वीचे आगळे लेखले जाणा करताना.

येत्या बुधवारी निवृत्त होत आहेत. तत्पूर्वी त्यांनी मुंबईत 'इन्स्टिट्यूट ऑफ एक्चुअरीज ऑफ इंडिया'च्या (आयएअच) १५ व्या वार्षिक बैठकीत उद्घाटन केले.



भारतीय विमा व विकास प्राधिकरण - 'इडा' चे अध्यक्ष जे. हरिनारायण मुंबईत सोमवारी निवृत्तीपूर्वीचे आगळे लेखले जाणा करताना.

'आयएअच'चे अध्यक्ष एम. करुणानिधि यांचे प्रमुख उपस्थितीत त्यांनी विमा क्षेत्राच्या वाढीसाठी आर्थिक सुधारणांचा भर दिला. या सुधारणा विमा ग्राहकांवरील विविध वाढीच्या उपाययोजनांना असाव्याचे त्यांनी नमूद केले. यापुढे देशातील अधिकाधिक सामान्य ग्राहकांवर विमा सुरक्षा कवच प्राप्त होईल, असा विश्वासही त्यांनी व्यक्त केला. विमा प्रतिकीर्तन धारकांना दिनामूल होणारी माहिती प्रसूत होऊ नये यासाठी विमाधारकांची माहिती एकीकृतित्व उल्लेख होणाकारिता एक सामायिक अर्ज अस्तित्वात आणण्याची प्रक्रियाही त्यांनी यावेळी विरद केली. आगल्या कालावधीत विमा क्षेत्रात पोतले गेलेल्या सुधारणांचे उल्लेखही त्यांनी यावेळी केले. विमा क्षेत्र सध्या संघ वाढ नोंदवित असले तरी त्याचा पामा मात्र भक्कम आहे; तेव्हा अधिकाधिक स्मिर वाढ राखण्यासाठी निवृत्तीपूर्वीचे आगळे लेखले जाणा करताना.

दीर्घ मुदती विम्यावर कर नको : इरडा

विमा ग्राहकांचा विश्वास संपादनाला प्राधान्य : हरिनारायण

प्रतिनिधी, मुंबई

विमा क्षेत्रात कंपनी किंवा उत्पादने सुधारणांच्या केंद्रस्थानी न ठेवता ग्राहकांचा विम्यावरील विश्वास वाढवणे हे जास्त महत्वाचे आहे. देशातल्या जास्तीत जास्त ग्राहकांना विम्याचे सुरक्षा कवच मिळाले तरच विमा व्यवसायाची भरभराट होऊ शकेल, असा विश्वास विमा नियंत्रण आणि विकास प्राधिकरणाचे (इडा) मावळते

अध्यक्ष जे. हरिनारायण यांनी सोमवारी मुंबईत बोलताना व्यक्त केला.

येणाऱ्या अर्थसंकल्पासाठी प्राधिकर कायद्याच्या कलम ८० सी अंतर्गत दिल्या जाणाऱ्या वजावटीची सध्याची एक लाख रुपयांची मर्यादा वाढवणे, दीर्घ मुदतीच्या विमा पॉलिसीवर कोणत्याही कराची आकारणी न करणे असा ग्राहकांपायगी सूचना करण्यात आल्या असल्याचे नारायणन यांनी 'जागतिक अँक्च्युअरी' पत्रिकेत बोलताना स्पष्ट केले.

सामायिक अर्ज येणार

विमा एजंट्सकडून सामान्य ग्राहकांना

दिशाभूल करणारी माहिती जाऊ नये व विमा ग्राहकांचे एकत्रित स्वरूपात उपलब्ध यासाठी प्राधिकरणाकडून सामायिक अर्जाची निर्मिती येत असल्याचे सांगण्याची माहिती देण्याची या व्यवसायाच्या मूलभूत सूचनांचा वि आवान करेले.

हरि नारायण हे निवृत्त होत असून, ग्राहकांसाठी सुवर्णात त्यांनी राब

IRDA chief does some plain talking

Our Bureau

Mumbai, Feb. 18 In a rare admission by a financial sector regulator, J. Hari Narayan, Chairman, Insurance Regulatory and Development Authority, said the regulator had failed the policyholders when it came to Unit-Linked Insurance Plans (ULIPs) and pension products prevalent two years ago. ULIPs and pension products were subsequently revamped by the regulator.

"We failed in the understanding of allowing free market space and design for policyholders. We failed the largely toxic products to prevail in the market and destroy public confidence in insurance," the IRDA chief said.

Hari Narayan was addressing the media during the Global Conference of Actuaries in Mumbai, in dress ahead of his superannuation on February 20. The insurance industry has laid the foundation for stable growth with more trust even though it is witnessing a flat growth at present, said the IRDA chief.

Higher Investment Limit to Benefit Only Large Players

OUR BUREAU
MUMBAI

ICICI Prudential and SBI Life are the two insurers who will benefit from the higher investment cap permitted by the Insurance Regulatory and Development Authority as the regulator has attached strings to benefit from the higher limit.

Insurers with fund size of ₹50,000 crore to ₹2.5 lakh crore will be permitted to own up to 12% of a company instead of the previous ceiling of 10%. Those companies with more than ₹2.5 lakh crore assets under management can raise their ownership to up to 15%.

"We have looked to expand the space for equity investments as regards the size of the AUM," said Hari Narayan, chairman Irda. "If the controlled fund exceeds ₹250 thousand crore (₹2.5 lakh crore), they can increase their exposure to 15%."

This comes as a shock for insurers who believed the higher limit would be applicable across the board, taking them slightly closer to the state-run Life Insurance Corporation (LIC), which is permitted to own up to 30% in a company.

The insurance regulator had recently announced that insurers' cap on company holding has been raised to 15% without specifics.

THE FINANCIAL EXPRESS

Life insurance plans with highest NAV guarantee banned

febureau

Mumbai, Feb 18: Insurance Regulatory and Development Authority (Irda) will ban highest net asset value (NAV) guaranteed life insurance products and put out this notification shortly, said J Hari Narayan, chairman, on Monday.

Highest NAV-guaranteed products promise to pay the highest value the fund achieves during a certain period of five or seven years. However, to maintain that NAV consistently, insurers have to take risks by investing in stocks aggressively. This could lead to undue risks. These products had become the largest selling unit-linked life insurance policies (Ulipis) after new guidelines came in 2010. Highest NAV-guaranteed products contribute to nearly 20% to the total premium collection of life insurers. "It was a blind spot for the IRD. It was much a learning experience for us," said Narayan, who will be retiring on Wednesday.

DNA

DAILY NEWS & ANALYSIS

Life sets premium on death

Aswathy Varughese • @Aswathy_04

Less is more

Mumbai: Life insurance policies will cost less once the Insurance Regulatory and Development Authority (Irda) introduces new mortality tables, taking into account the fact that people are living longer.

"The new mortality tables are ready and it will bring down the premium as life expectancy has gone up," outgoing Irda chairman J Hari Narayan said on Monday.

Mortality charge, a part of the premium paid by a policyholder, is the actual cost of insuring that person against death. It is calculated based on the mortality table provided by Irda, factoring the probability of a person's death based on his age and other parameters.

The revised table, to be notified soon, will be based on the latest mortality experiences across age brackets and claims experience of different insurers.

With the risk of death and mortality

Say, of every ₹100 collected as premium by an insurer earlier, ₹30 was being set aside towards the death cover and ₹70 was invested for providing returns to the policyholder.

With the lower mortality charge, the ₹30 will come down to, say, ₹25, while the investment component will rise to ₹75.

This, however, will not make much of a difference in non-traditional plans — primarily unit-linked insurance plans — where the death cover is typically small and, hence, only a small portion of the premium is deducted to this end.

charge reducing, returns are expected to improve for policyholders going forward.

Barring pure term plans, which only provide insurance against death and have no savings or investment component, the returns on all traditional plans are set to improve.

aswathy.rachel@dnaindia.net

Business Standard

Finance ministry and I were like husband and wife: Hari Narayan

In his last public appearance, Irda chief says industry saw a huge transformation during his tenure



J Hari Narayan was at his laconic best in his final public appearance as the Insurance Regulatory and Development Authority (Irda) chairman. The man who has had a fair share of rifts with the finance ministry and the industry during his five-year term that ends on Wednesday was generous with everybody, including the media, at a function here on Monday.

Narayan compared his relationship with the finance ministry to that of a husband and wife. "This is similar to a husband and wife, who may have issues between them. It keeps going on." He did not have many

complaints against the insurance industry either.

Admitting that insurance companies might not have liked the regulator's suggestions on various issues, he pointed the industry was always responsive to suggestions. Many, however, say the statement is ironic considering that the traditional product guidelines, which were his pet project, may not see the light of the day before his tenure ends, mainly because life insurers didn't agree with his views.

Much to the delight of newspapermen, the chairman praised the efforts of the media to faithfully report the developments in the insurance industry. While there are a long list of pending assignments, including bancassurance guidelines and co-tenancy II norms, he was hopeful that the new chairman would take care of these issues appropriately.

Earlier, in his last public speech as the regulator, Narayan spoke about how the insurance industry had transformed, including changes in pension segment and how policyholders often did not receive a good deal. He also had a lot of expectations from the industry in the future. This included initiatives in the areas of social security and catastrophe insurance. "Since I am departing office on Wednesday, I have the liberty to say whatever..." said the Irda chief, tongue firmly in cheek.

He was optimistic about a good rate of growth for the industry, which would be aided by additional provisions in the Union Budget to have higher or separate window for insurance and exemptions for long tenure products.

Though the insurance industry has been critical of several of Irda's regulatory changes, Narayan sounded very content with the insurance industry. He said the industry players felt the regulatory changes made directionally were perfectly correct. The disagreement was only over the pace at which the reforms should take place. "I believe quick pain is better than long-drawn experience."

On the personal front, he termed his career at Irda as one of the most interesting and intellectual stinting

www.business-standard.com/content/desktop-01/india/01feb18/01feb18000040_1

12

Business Standard

LIC exposure issue a matter of legal interpretation: Irda

PRESS TRUST OF INDIA

Mumbai, 18 February

The Insurance Regulatory and Development Authority (Irda) today said the government's recent move to allow LIC to own up to 30 per cent in a listed company is a matter of legal interpretation.

"The issue is a matter of legal interpretation. Our view is that LIC should be treated at par with all other private insurers. But the government was of the view that there were certain provisions, only applicable to LIC (as per LIC Act)," Irda Chairman J Hari Narayan said here on the sidelines of 15th Global Conference of Actuaries by Institute of Actuaries of India.

Talking about expectations from Budget, he said Irda has recommended Exempt Exempt for long-term products and tax authorities allowing general insurance companies to maintain reserves. Narayan, who will retire this week, said the regulator is looking at the issue on SKS Microfinance. "SKS Microfinance was a group manager of group insurance policies. The amount they charged under administrator cost was higher. It was a lack of adequate communication and we are looking in to it," he added.

Never blame a day in ur life.

Good day gives u happiness and bad day gives u experience.

Both are essential in life!

All are god blessing!

Online Portals of News papers			
S. No.	Online Portals	Link	Headline
1	Moneycontrol	http://goo.gl/REL01	LIC exposure issue: A matter of legal interpretation
2	Firstpost.com	http://goo.gl/cnzNW	LIC exposure issue a matter of legal interpretation: IRDA
3	IBN Live.com	http://goo.gl/U1uxH	LIC exposure issue:A matter of legal interpretation, says IRDA
4	Zee Business	http://goo.gl/HohFh	LIC exposure issue: A matter of legal interpretation, says IRDA
5	Business Standard Online	http://goo.gl/pQG4h	Insurers can offer cover to Indian refineries for Iran crude import: IRDA
6	Business Standard Online	http://goo.gl/3Qd7p	Finance ministry and I were like husband and wife: Hari Narayan
7	Hindu Business Online	http://goo.gl/oDpOZ	IRDA Chief does some plain talking
8	Indian Express	http://goo.gl/kzaaU	IRDA bans life cover with highest guaranteed NAV
9	Economic Times Online	http://goo.gl/ousHd	Higher investment limit to benefit only large players

PRINT COVERAGE MIS					
S. No.	Publication	Edition	Comments	Spokesperson Mention	Headline
1	The Hindu Business Line	National	Hari Narayan		IRDA chief does some plain talking
2	The Financial Express	Bangalore	Hari Narayan		Life insurance plans with highest NAV guarantee banned
3	The Economic Times	Mumbai	Hari Narayan		Higher Investment Limit to Benefit Only Large Players
4	Business Standard	Bangalore	Hari Narayan		LIC exposure issue a matter of legal interpretation: Irda
5	Loksatta (Marathi)	Mumbai	Hari Narayan	M. Karunanidhi	Common Policy holders find IRDA Chief to recommend budget demands
6	Divya Marathi (Marathi)	Aurangabad	Hari Narayan		Long term insurance products should be EEE
7	Loksatta (Marathi)	Pune	Hari Narayan	M. Karunanidhi	Common Policy holders find IRDA Chief to recommend budget demands
8	DNA	Mumbai	Hari Narayan		life sets premium on death
9	Business Bhaskar	Delhi	Sunil Sharma	M. Karunanidhi	Irda strict on insurance mis-selling
10	The Indian Express	Mumbai	Hari Narayan		Irda bans life cover with highest NAV guarantee
11	The Economic Times	Chennai	Hari Narayan		Higher Investment Limit to Benefit Only Large Cos
12	The Indian Express	Delhi	Hari Narayan		Irda bans life cover with highest NAV guarantee
13	Business Standard	Kolkata	Hari Narayan		LIC exposure issue a matter of legal interpretation: IRDA
14	The Economic Times	Hyderabad	Hari Narayan		Higher Investment Limit to Benefit Only Large Cos
15	The Economic Times	Delhi	Hari Narayan		Higher Investment Limit to Benefit Only Large Players
16	The Financial Express	Mumbai	Hari Narayan		Life insurance plans with highest NAV guarantee banned
17	DNA	Bangalore	Hari Narayan		Life sets premium on death
18	The Financial Express	Delhi			Life insurance plans with highest NAV guarantee banned

FIRSTPOST BUSINESS

FRONT PAGE POLITICS SPORTS INDIA WORLD BUSINESS ECONOMY INVESTING

PLUG Budget 2013 LIVE CHAT New India Feb 18, 2013

LIC exposure issue a matter of legal interpretation: Irda

Feb 18, 2013

By Pankaj Acharya

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PTI

com/generalnewsfeed/news/lic-exposure-issue-a-matter-of-legal-interpretation-says-irda/1191

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The new Business Class On flights from Hyderabad from 1 February
cathaypacific.com/newbusinessclass

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LIC exposure issue: A matter of legal interpretation, says IRDA

PTI | 19632 PSL Feb 18, 2013

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I believe in **GOD** not as a theory
but as a fact more
real than that of life itself.

M. K. GANDHI

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LIC exposure issue: A matter of legal interpretation, says IRDA

Last updated on Feb 18, 2013 00:00

Topic: LIC Insurance Corporation of India Insurance Regulatory and Development Authority IRDA

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PTI

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Budget FAQs

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What are indirect taxes?

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Budget Explained

LIC exposure issue: A matter of legal interpretation

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Puzzle No 187:

A lady wants to mail a trombone that is 54 inches long at its shortest, but the post office limits parcel sizes to a maximum of 48 inches in length. What can she do?

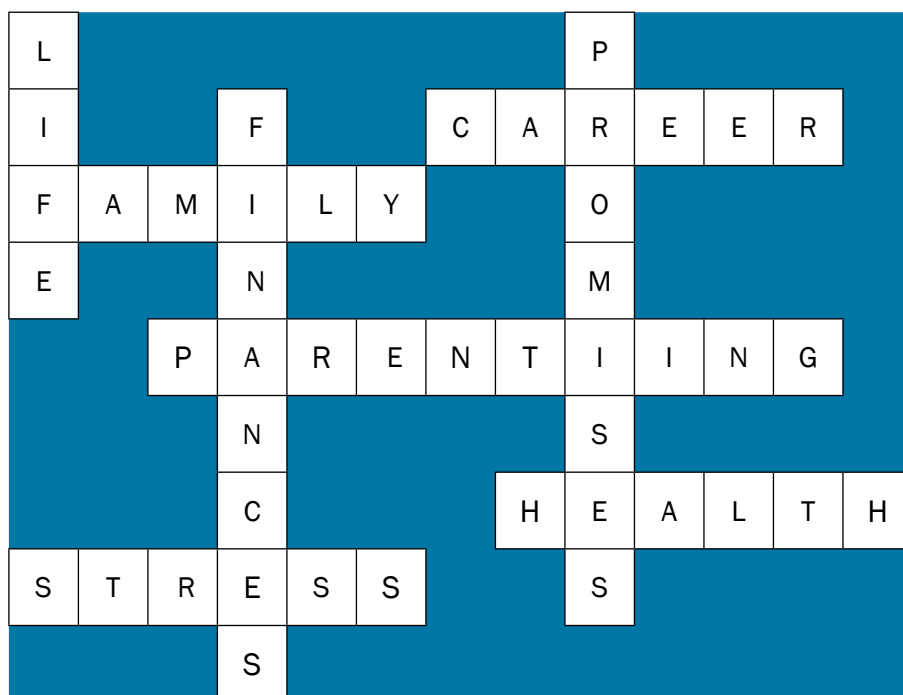
Puzzle No 188:

Find an eight digit number which is equal to the square of the sum of the number formed by its first four digits and the number formed by its last four digits.

Combined list of solution will be published in April issue.



shilpa_vm@hotmail.com

**LIFE PUZZLE**

puzzle No. 9 for the month of March 2013

HOW TO PLAY

Fill in the grid so that every horizontal row, every vertical column and every 3x3 box contains the digits 1-9, without repeating the numbers in the same row, column or box.

You can't change the digits already given in the grid.

HARD

- Sudoku Puzzle by Vinod Kumar

2	3				1			
						8	9	6
9	6		8		7			
		2		7		1		
		4		5		9		
		9		2		7		
			6		4		7	1
5	7	1						
			7				3	8

Many Happy Returns of the day
the Actuary India wishes many more years of healthy life to the following fellow members whose Birthday fall in **March 2013**

R. C. Chadha	H. C. Mehta
S. Krishnan	K. K. Dharni
G. Chidambar	

(Birthday greetings to fellow members who have attained 60 years of age)

HARD SOLUTION

Solution of
Sudoku Puzzle No.8
published in the
Month of February 2013

2	3	8	5	4	1	9	7	6
9	1	4	6	7	8	2	3	5
5	7	6	2	3	9	1	8	4
8	2	7	1	9	6	4	5	3
6	5	3	4	8	2	7	1	9
4	9	1	7	5	3	6	2	8
7	6	5	3	1	4	8	9	2
3	4	9	8	2	7	5	6	1
1	8	2	9	6	5	3	4	7



Uttam Prakash Agarwal awarding Khushwant Pahwa



J Salunkhe awarding Manoj Kumar



G L N Sarma awarding Preeti Chandrashekhar



Liyaquat Khan awarding Ritobrata Sarkar



Richard Holloway awarding Chithra Suresh



Charles Cowling awarding Ankur Agrawal



Charlie Cicci awarding Sharad S Ramnarayanan



Jill Hoffman awarding Jayaramana R

ASSOCIATESHIP being awarded at 2013 AGFA



Vikas Newatia awarding Nitin Kalra



Liyaquat Khan awarding Bhavna Verma



Martin Elcoate awarding Malvika Nath



Kenneth Cunningham awarding Sharad Bajla



Jeffrey L Schwartz awarding Ramanan Alaguvelu



Varun Gupta awarding Neel Asree Deb



Chief Actuary - Life

Indonesia

Global European insurer seeks a qualified life actuary to lead and grow a large actuarial function in its quickest growing region. Huge opportunity on offer though European reporting skills required (EV, EEV, MCEV or IFRS).

Head of Pricing - Life

Indonesia

Global life insurer is seeking an experienced actuary to help revamp their product suite throughout the country. You will gain access to all areas of the business and gain high levels of exposure throughout the wider group in Asia.

EEV Manager - Life

Singapore

Market leading multinational firm seeks a life actuary with 6-8 years' experience to manage a team of 5 doing EEV reporting. Qualification status is flexible though some EV reporting skills are essential as well as strong English skills.

Actuarial Manager - Life

Singapore

Global leading life insurer is seeking an experienced actuary to assist with a niche area of the life business. Role will vary from reporting, capital, ALM, pricing reqs to technical advice to non-act stakeholders. Reporting directly to CA/CRO.

Lead Actuary - Life

Thailand

Global life insurer is launching a new company and requires its first actuary. You will have circa 5/6 years' experience and will be responsible for all reporting, pricing and product development. Prior EV reporting & strong English is

Head of Actuarial - Life

Malaysia

An opportunity to lead a 'Centre of Excellence' team overseeing best practice for the entire Asian region. A rare opportunity in Malaysia. Requires strong reporting skills in EV, EEV, MCEV or IFRS. Any language skills a plus.

Solvency II Actuaries - Life

Hong Kong

My client is looking for numerous actuaries with Solvency II experience to work on Pillar I. The roles will evolve into FRM positions either within the regional office or local business units across APAC. Prior Solvency II essential.

Senior Manager - Life

Indonesia

Exciting opportunity for an entrepreneurial actuary to join a famous brand in Jakarta. Roughly 6-10 years' experience required, knowledge of MCEV, IFRS or risk management required. Malaysian or Indonesian language skills essential.

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The non-life insurance sector is growing throughout Asia at a tremendous rate, with established multinationals expanding and new entrants coming into the market, particularly Lloyds and London market firms who are targeting South East Asia as an area for growth. As a result there is an increased demand for overseas actuaries with excellent communication skills and technical knowledge across reserving, pricing and capital.

If your skills fall into the above criteria and you are interested in learning more about potential opportunities, then please contact one of our experienced consultants on the details below.

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