

## Speakers Profile

### 1. Topic: Commercial Pricing & Rate Adequacy

#### Brief on Topic:

- i) Methodologies which are adopted for Commercial Lines Pricing in the UK market basis type/size of business including advantages/ challenges around the same
- ii) Methodologies to check Rate Price Adequacy to help understand gaps in the Pricing strategy and modification that are possible basis the same
- iii) Discussion around respective roles of Actuaries and Underwriters in the business along with change in roles basis size
- iv) Role of brokers in the market and Commission Structure adopted in the market

#### Speakers:

##### **I. Christopher Simmons** *AXA Business Services*

Chris is Fellow member of Institute and Faculty of Actuaries. He is currently working in AXA UK as Actuarial Manager. He has 6 years' of experience in Commercial Lines (Casualty, Commercial Property and Commercial Motor). Over the period, he has worked in a number of Pricing and Reserving roles.



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##### **II. Irvinder Kohli** *AXA Business Services*

“Irvinder Kohli is an Associate Actuary and is working in at AXA Business Services, Pune. He has over 9 years of experience in actuarial domain primarily in P&C and Health Insurance area. He has experience in area of pricing, reserving, reinsurance and regulatory reporting.”

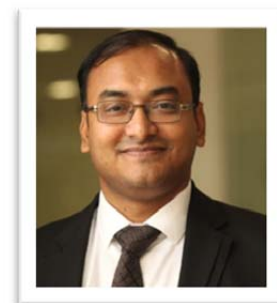


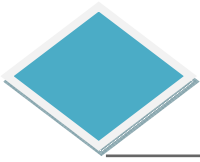
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### 2. Topic: Commercial Pricing & Rate Adequacy

#### Speakers:

##### **I. Debashish Banerjee** *Deloitte Consulting LLP, Hyderabad, India*





Deba has more than 14 years of experience in variety of analytics projects. Most of his contribution is in the advanced analytics, actuarial, risk management, data mining and predictive modeling space. He started his career with GE and was instrumental in establishing and leading the insurance analytics and pricing team for GE Insurance in India. He was awarded the most prestigious "Summit Award" by GE. He moved to Deloitte in 2005 with the primary goal to set up the Insurance Advanced Analytics, Risk and Modeling practice in India. He is instrumental in creating some of the best practices within the risk management and advanced analytics groups in Deloitte.

Deba has contributed heavily towards building new service offerings & tools on a variety of topics e.g. big data analytics, workforce analytics, underwriting and claims modeling, retention analytics, consumer analytics and business simulation game. He is currently the practice head for the Advanced Analytics practice of Deloitte Consulting LLP, Hyderabad, India. He is also overseeing and providing leadership to the overall Deloitte Analytics offerings across US-India operations and especially focusing on consulting projects.

He has bachelors and masters degrees in statistics from Indian Statistical Institute, Kolkata. He has been invited in many industry and academic conferences across India and USA. UoH, CAS, SOA, IAI, NASSCOM, IIMA, IIML to name a few.

### II. Priyam Banerjee *Deloitte Consulting LLP, Hyderabad, India*

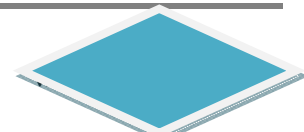


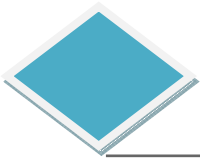
Priyam has over 5 years of experience in variety of analytics projects. Most of his contribution is in the advanced analytics, data mining and predictive modeling space. Priyam joined Deloitte in 2009 as a campus hire after completing his Masters in Quantitative Economics from Indian Statistical Institute, Kolkata. He has worked for clients from multiple industries like FSI – Insurance, Life Sciences, etc. Priyam has been an important part of and led multiple such projects where he created various scoring algorithms to help insurance underwriters flag policies based on profitability, help claims managers handle claims more efficiently, help life insurers identify risky customers based on lifestyle, etc. In many of his projects, he has used R software extensively to do data mining and advanced statistical process like regression, variable clustering, etc. He has also built scoring tools and visualization reports using advanced R coding.

### III. Kranthi Ram Nekkhalapu *Deloitte Consulting LLP, Hyderabad, India*



Kranthi has been working with Deloitte for the last 3 years. He has been an integral part of the Advanced Analytics and Modeling practice and has been involved in some high end analytics work. He has good knowledge of both FSI and non-FSI sectors and has been pivotal in developing predictive modeling solutions for underwriting, customer retention and location analytics. He has used statistical tools like SAS and R extensively. He works closely with the US state agencies developing predictive models to detect fraud in unemployment insurance. Kranthi has been invited by the Indian Institute of Management, Ahmadabad and The Casualty Actuarial Society to present the work done on segmentation. Kranthi has an M Stat. Degree from the Indian Statistical Institute, Kolkata.





### 3. Topic: “Building Robust Excel Models”.

**Brief on Topic:** During the session, the speaker will discuss about the best practices to be followed when building excel models including walk through of some sample models.

**Speaker:**

**Adarsh Agarwal**

*Bajaj Allianz General Insurance Company*



Adarsh is the Head Actuarial at Bajaj Allianz General Insurance Company, responsible for all actuarial functions including reserving, pricing and regulatory reporting. Prior to joining Bajaj Allianz in 2010, Adarsh was working with EMB Consultancy (Now Towers Watson) as Actuarial Consultant. Adarsh has about 7 years of actuarial work experience which includes Capital modeling, pricing and reserving for both personal and commercial lines of business. Adarsh is a Mechanical Engineer from IT BHU.



3<sup>rd</sup> IAI Connect on 20<sup>th</sup> August & LPD Seminar on 21<sup>st</sup> & 22<sup>nd</sup> August, 2014 at Hotel Avion, Vile Parle, Mumbai.

