



## Brief on Topic & Speakers Profile

### 1. Topic: Economic Scenario Generator and its role in Actuarial Modelling

#### Summary of presentation:

The speaker will provide an overview of an Economic Scenario Generator (ESG) and introduces the various uses of stochastic asset models in actuarial fields. He is going to look at the calibration process of asset models and discuss issues modellers face when it comes to calibrating asset models to the Indian market. In particular he is going to share the experience in dealing with market data and discuss expert judgment involved in the calibration process from the perspective of an ESG provider.

#### Speaker:



**Jonathan Lau**

**FIA, Solution Specialist**  
**Moody's Analytics**

Jonathan joined Moody's Analytics in January 2013. He works in the EMEA Sales team as an Actuary and assisted insurers develop solutions for their Economic Capital framework. He also led a number of client projects in capital modelling and advanced asset modelling. Before Moody's Analytics Jonathan was working for Zurich UK Life in Product Development and MCEV Reporting. Jonathan is a Fellow of the Institute of Actuaries and holds an MSc in Risk and Stochastic and BSc in Actuarial Science from the London School of Economics and Political Science.

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### 2. Topic: Reinsurance Optimization - The Theoretical and Practical aspects

#### Summary of presentation:

Life insurance companies buy reinsurance primarily to reduce underwriting risk and thus enhance the stability of their income stream over time. Reinsurance comes at a cost and therefore it is important to maintain a balance between the perceived benefit of buying reinsurance and its cost. During the session **Reinsurance Optimization** would be discussed based on a case study to identify following:

- i) What to Optimize?
  - o The cost of Reinsurance programme
  - o How much Volatility is reduced by the programme
  - o How much Capital is provided by the programmeWhen to Optimize?
- ii) How to Optimize?
  - o Deterministic / Stochastic approach
  - o How effective is the current reinsurance
  - o Different reinsurance structures
  - o Optimal structure based on Risk-Reward criteria



**Subhash Chandra**  
**Associate Director, Life Reinsurance**  
**Aon Benfield**

Subhash Chandra, a graduate from Delhi University, post graduate from Indian Statistical Institute (ISI), having more than 8 years of experience in the industry, across life insurance and reinsurance. He is pursuing actuarial studies.

Subhash is Associate Director in Aon Benfield, Life Reinsurance, APAC based in Singapore, where he holds a combined role of actuarial and broking. Prior to this, he has worked in RBI, Prudential, Kotak Life, Munich Re and Mercer.

Subhash has technical expertise in direct reinsurance and reinsurance broking, including: advising life insurance companies on their reinsurance strategy, conducting reinsurance optimization analyses, designing, negotiating and placing reinsurance risk protections for life insurance companies, structuring and executing innovative risk transfer solutions.

His hobbies include practicing meditation & yoga, reading spiritual books, teaching actuarial science.



3<sup>rd</sup> IAI Connect on 20<sup>th</sup> August & Leadership Development Program (LDP) Seminar on 21<sup>st</sup> & 22<sup>nd</sup> August, 2014 at Hotel Avion, Vile Parle, Mumbai.

