

# Memorandum

DATE: 02 April 2007

TO: IAK

FROM: Young Han - Tillinghast  
Marco Warmelink - Tillinghast

RE: SEMINAR AGENDA 24 APRIL

## Agenda *Session I*

Audience: senior management  
Subject: introducing cashflow technique pricing – changes to the organisation  
When: 14.00 – 15.00 on 24<sup>th</sup> April

### Subjects:

- Changes in the product development process when using CFT pricing
- Product management process & product development cycle
- Involvement of different departments to facilitate the development cycle
- Elements to be defined like best-estimate assumptions and profit measures
- Case study based on western developments

## *Session II*

Audience: actuarial staff  
Subject: introducing cashflow technique pricing – practical implementation  
When: 15.30 – 17.30 on 24<sup>th</sup> April

### Subjects:

- Changes in the product development process when using CFT pricing
- New elements introduced to the product development cycle in Korea
- Determining best-estimate assumptions as required under CFT pricing
- Items to prepare to support these new developments
- Case study based on western developments

## Presenters

- Mark Saunders, Managing Director of Tillinghast's business in Asia-Pacific
- Marco Warmelink, Senior Consultant of Tillinghast's business in Asia-Pacific

The sessions will both first introduce the new developments, assuming that the audience for both sessions would be different.

## **MARK V T SAUNDERS, FIA, FASI, FSA**

Mark Saunders is a Principal of Towers Perrin and Managing Director of Tillinghast's business in Asia-Pacific. He is a member of the Global Leadership Council of Tillinghast.

He has been working in the insurance industry since the 1980's and in Asia since 1989. He moved to Hong Kong in 1994. Before joining Tillinghast he was Asian Regional CEO and Executive Board Member of international life insurance operations of a UK-parented insurer including their joint venture in Korea.

He has been involved in more than 100 actuarial appraisal value assessments of Asian insurers and is widely regarded as a leading practitioner in value determination and Mergers & Acquisitions of insurers in Asia.

High profile deals in the public domain include: He provided the Actuarial Expert Opinion in the Prospectuses for the ground-breaking IPO of China Life (dual listing in New York and Hong Kong as well as the recent A-share listing in Shanghai) and was also the lead actuarial consultant in the capital raising exercise for another leading state-owned insurer, Korea Life. He was also the Expert Actuary for the Actuarial Consulting Report in Great Eastern's Circular to Shareholders in relation to OCBC's voluntary unconditional offer.

Mr Saunders has extensive experience in the operations of life insurance companies around the world. With his in-depth knowledge of Asian insurers and markets he has helped a number of domestic and international insurers in critical areas of acquisition, restructuring, capital raising, market entry, strategy, business operations, partnerships, product development, sales, distribution, bancassurance, financial and risk and capital management (including ALM), financial and regulatory reporting, actuarial development, training and improving business performance.

Mr Saunders has been the Appointed Actuary for nine insurers in Hong Kong, Singapore and Vietnam. He is the Appointed Actuary for the state-owned insurer, Vietnam Life ("BaoViet Life"). He also carries out Peer Review of Appointed Actuaries' duties for insurers in India. He also has provided Independent Actuary opinions for High Court sanctioned insurance business transfers and successful Expert Witness testimonials in the Court of First Instance.

The nine companies where Mr Saunders has been Appointed Actuary are:-

- Hong Kong & Shanghai Insurance Co (Hong Kong)
- Blue Cross (Asia-Pacific) Insurance Ltd (Hong Kong)
- Dao Heng Insurance Co Ltd (Hong Kong)
- Pacific Life Assurance Co Ltd (Hong Kong)
- MLC (Hong Kong) Ltd (Hong Kong)

- John Hancock Life Insurance (Singapore)
- UOB Life (Singapore)
- AXA (Hong Kong) Life Insurance Co Ltd (Hong Kong)
- Vietnam Life Insurance Co (“BaoViet Life”) (Vietnam)

Mr Saunders has undertaken memberships of various insurance-related, actuarial, regulatory and professional Committees such as:

- Member of the Insurance Advisory Committee of the Hong Kong SAR, a statutory body overseeing the insurance industry and established under the Insurance Companies Ordinance
- Member of the Hong Kong SAR Securities and Futures Commission Committee on Investment-Linked Assurance and Pooled Retirement Funds
- Founder Member of the China Insurance Regulatory Commission (“CIRC”) Task Force for Embedded Value Reporting
- Member of the Life Committee of the Actuarial Society of Hong Kong
- Faculty & Institute of Actuaries representative for the professional educational Regional Seminars held throughout Asia.
- Society of Actuaries Marketplace Relevance Strategic Action Team

He is a regular facilitator of training sessions and speaker and chair at conferences and seminars as well as author of numerous articles and papers relating to the Asian insurance industry and has also made the occasional TV appearance!

Mr Saunders is a Fellow of the Institute of Actuaries (UK), a Fellow of the Actuarial Society of India, a Fellow of the Society of Actuaries (US), a Fellow member of the Actuarial Society of Hong Kong and a Fellow member of the Singapore Actuarial Society. He has both a BSc (Honours) degree and Post Graduate Certificate of Education in Mathematics from Manchester University, UK.

## **MARCO WARMELINK, AAG**

Marco Warmelink is a senior consultant with the Tillinghast business of Towers Perrin.

He has 10 years' experience in the Life Insurance Industry, of which half based in Europe and half based in Asia. He has worked for the firm since 1997, starting in The Netherlands and currently based in Hong Kong with primary focus on the Korean and Taiwanese markets.

Mr. Warmelink's areas of expertise include:

- Review, Application and Development of Financial Reports for Value and Risk purposes
- Market consistent Valuation, Embedded Value, New Business Valuation, Asset & Liability Management, Economic Capital, US GAAP, Profit Testing, Merger & Acquisition
- Implementation Processes and Standards for developing customised financial models, for various countries and various purposes, in MoSes, Excel, Visual FoxPro and TAS

He has completed a range of projects across Asia, including South Korea, Taiwan, Japan, China and Indonesia. Mr. Warmelink has extensive experience in managing projects, working with local staff and senior management.

Mr. Warmelink holds a Master of Science degree in Actuarial Science from the University of Amsterdam and is an Actuary of the Dutch Society of Actuaries ("Actuaris Actuarieel Genootschap").

## **CHAN YOUNG HAN, FIAK**

Chan Young Han is the head of Tillinghast - Towers Perrin's insurance and financial services consulting practice in Seoul. He has over 20 years' experience in the Korean insurance industry.

Since joining Tillinghast in 1998, Mr. Han has had experience in

- The assessment of company values for sale and acquisition purposes;
- Pre-acquisition due diligence reviews;
- Asset/liability modelling of insurance business;
- Bancassurance partner selection & implementation;
- Market entry assessment and analysis;
- Experience analysis; and
- Product development and product development process.

In particular, Mr Han is experienced in the development of financial projection models of Life insurers, and in all aspects of the actuarial management of life insurance business.

Prior to joining Tillinghast in 1998, Mr. Han held a number of senior management positions at a Korean Joint Venture life insurer, including that of:

- Appointed Actuary
- Regional sales office manager / General Manager of the Planning Department / General Manager of the General Affairs Department

Mr. Han has served as a member of the Actuarial Committee of the Korea Actuarial Society, which was responsible for preparing the first experience mortality table published in Korea.

Mr. Han is a qualified Korean actuary and has a Bachelor of Science degree in Mathematics from Yonsei University, Seoul.