



EAA Seminar
“Capturing Risks in Insurance Premiums”
12th/13th December 2011 | Ljubljana / Slovenia



Organised by the EAA - European Actuarial Academy GmbH in cooperation with the Slovensko Aktuarsko Društvo

1. Introduction

Pricing an insurance product is a process which requires a lot of knowledge and experience. The price is the outcome of the economic process of demand and supply, and it should create profit for insurers. Within the pricing process the insurance company has to first calculate its cost price related to insurance risks embedded in the product. Based on expertise main features of products are set, which are then fine-tuned using actuarial calculation. An important part of pricing is also the underwriting process. Actuaries can play an important and maybe even leading role in this process.

2. Participants

The seminar is open to all persons interested, such as actuaries, risk-managers, supervisors, auditors and senior management in general.

3. Purpose and Nature

The seminar is suited for actuaries or actuarial trainees that are directly or indirectly involved in issues with regard to pricing of products and underwriting within insurance companies. The aim is to transfer knowledge and practice about different aspects of the pricing of products especially without gender differentiation. The research on unisex pricing in the German market will be presented. Special attention will be given to predictive modelling technique which can assist insurance companies in better identifying and segmenting insurance risks. This leads to improved underwriting, pricing and marketing decisions. The seminar will have many opportunities to gain practical experience with the pricing of products and predictive

modeling application. The lecturers have prepared case studies using spreadsheets that are derived from business issues that came across in their daily practice. Participants are asked to bring their laptops to the seminar.

4. Lecturers

Prof. Dr. Martin Balleer

Prof. Dr. Martin Balleer was the long term president of the German actuarial association (DAV). He is an honorary member of the German, British and Swiss actuarial association. He was a member of the executive board of the International Actuarial Association (IAA) and German delegate of the Groupe Consultatif d'Europeenne. Until 2007 he was a member of the advisory board of the German supervisory authority (BaFin). He was a member of the board of the German Gothaer insurance group for 27 years and was active in several committees of the German insurers' association incl. presidential board. Currently he is working as an actuarial adviser with special focus on Eastern Europe. He is a lecturer at Göttingen University for insurance techniques, risk management and insurance law.

Maja Benko

Timotej Jagrič

Vita Jagrič

Dr. Bernhard Schmidt

Mateja Slapar

more information will follow

5. Language

The language of the seminar will be English.

6. Preliminary Programme

Monday, 12th December 2011

09.30-09.50	Registration
09.50-10.00	Introduction & welcome and opening of day 1 (Matija Šenk)
10.00-11.15	Pricing in insurance – general overview (Balleer)
11.15-11.30	Coffee Break
11.30-13.00	Pricing in insurance – general overview (Balleer)
13.00-14.00	Lunch
14.00-16.00	Research on unisex price setting – Germany case (Schmidt)
16.00-16.15	Coffee Break
16.15-17.00	Introduction to predictive modeling (Mateja Slapar)
19.00	Dinner

Tuesday, 13th December 2011

09.00	Opening of day 2
09.00-10.45	Generalized linear modeling (GLM) (Benko, Slapar) Decision tree analysis (Benko, Slapar) Logistic regression (V. Jagrič)
10.45-11.00	Coffee Break
11.00-12.30	Neural networks (T. Jagrič)
12.30-13.30	Lunch
13.30-14.45	Practical case studies on predictive modeling (Benko, Slapar, V. & T. Jagrič)
14.45-15.00	Coffee Break
15.00-16.00	Practical case studies on predictive modeling (Benko, Slapar, V. & T. Jagrič)
16.00	concluding remarks, closing of seminar

7. Fees & Registration

Please register for the seminar as soon as possible because of the expected demand. If there are more persons interested in this seminar than places available we will give priority to the registrations having been first to arrive. Please send your registration as soon as possible by using our online registration form at www.actuarial-academy.com.

Your registration is binding. Cancellation is only possibly up to 4 weeks before the first day of seminar. If you cancel at a later date, the full seminar fee is due. You may appoint someone who takes your place, but must notify us in advance. EAA has the right to cancel the event if the minimum number of participants is not reached.

Please always give your invoice number when you effect payment. Bank charges are to be borne by the participant. We will send you an invoice, please allow a few days for handling.

Your early-bird registration fee is € 870.00 until 12th October 2011 the latest. After this date the fee will be € 970.00, both prices excluding value added tax (VAT). Please note that due to tax regulations, the seminar fee may be subject to VAT. In this case the VAT will be added to the price unless a reverse-charge regime is applicable.

8. Accommodation

The seminar will take place at Hotel Lev, Vosnjakova 1, 1000 Ljubljana, Slovenia:

Tel. 00386 1 433 21 55

Booking form

We arranged special prices for accommodation. The special price is 98 € per night, including breakfast and a free upgrade to a superior room. Tourist tax (currently 1.01 € per person/day is not included. This price is valid for bookings by 14th November 2011 out of our allotment. Kindly book your accommodation as soon as possible directly with the hotel by using the booking form, as our allotment includes only a limited number of rooms, and note the hotel's cancellation policy.

9. CPD

For this seminar, the following CPD points are available:

Austria: 11 points

Bulgaria: 12 points

Czechia: 2-3 points (individual accreditation)

Estonia: 11 hours

Germany: 11 hours

Italy: approx. 4 credits (GdLA individual accreditation)

Netherlands: approx. 11 PE-points (individual accreditation)

Russia: 40 points

Slovakia: 8 CPD points

Switzerland: 15 points

No responsibility is taken for the correctness of this information.