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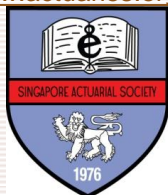
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Editorial

From this addition we start a regular series of updates on progress regarding the EAAC. This is clearly a large and prestigious event that Singapore has the privilege of hosting. We are looking for good attendance with a large contingent from Singapore. I would encourage you all to read the latest update, go to the website (www.actuariesasia.org) and to of course register! The event provides an opportunity for many CPD credits (there is no Life Convention this year) and of course there will be many networking opportunities over the three days.

The timing of EAAC also follows that of a large IAA (International Actuarial Association) meeting that is being held in Singapore from 9 to 13 October 2013. SAS is looking to host the IAA delegates for dinner on the Friday night 11 October with Bob Gibson currently looking for an appropriate venue (for 250 pax!).

We also pay tribute to Andrew Linfoot who is sadly leaving the shores of Singapore for the lifestyle and climate (ozone not haze) of Sydney! Andrew has been one of our main supporters and volunteers during his long tenure in Singapore, including a long period as President. We all wish Andrew well but hope to see him back for the EAAC and other regional events.

An important paragraph is inserted in this newsletter concerning the Fellowship application of a French Actuary. Finally following on from the last newsletter we are looking to enhance the number of technical contributions that can be published in the newsletter. If you do have any articles to hand or would like to submit an article please send them to me. Remember there is a prize for the best article published in the newsletter for 2013/14.

Richard Holloway
Vice President



Message from the President

Continuing from last issue's theme, I'll give you an update what I've been up to:

- Administration has taken front and center in my priorities this year. With an eye of reaching 1,000 members soon, we need to ensure our house is in order. To that end, we continue our recruitment drive for additional resources and are also looking at different software solutions.
- Council has received applications from members of non-recognized associations to become Fellows. There is a long form and each application is scrutinized by the Professional Committee before going to Council for recommendation.
- Attended the SAS Forum on actuarial talent and recruiting. It was an interesting topic with a lot of interesting talk. Many different views were given.
- Council Meeting
- Sent out RFPs to designers to get quotes for updating the logo. We are not going to change it, but sharpen and modernize the look of the logo.

A bit quieter than last month, but it does ebb and flow. Don't forget to register for the EAAC! I've already done so.

Jill Hoffman

Tribute to Andrew Linfoot

Andrew Linfoot, Past President of the SAS, is leaving us and returning to Australia, where he will be taking up an exciting role at Munich Re Australia. But their gain is our loss. The earliest mention of Andrew that I can find is in a SAS newsletter dating from June 1999, where he had information on the 10th EAAC to be held in Seoul. Andrew has been a valued contributor to the SAS, serving as President for four years, all without a single vote, he likes to brag, and on various committees, most recently being the Education Committee.

Andrew has given tirelessly to the SAS and I know for a fact, the Society is better off having him as a member and volunteer.

Members, Council and I wish you all the best in your next chapter. Thank you for everything!

Jill Hoffman





Upcoming Events

Date	Event	Location	Contact
17 th - 19 th Jun	Risk and Investment Conference 2013	The Grand, Brighton, UK	Georgina Jenkins georgina.jenkins@actuaries.org.uk
19 th - 20 th Jun	CA2 Module Course	Executive Media Theatre, SMU	Register at: http://www.actuaries.org.sg/?q=node/5733
25 th - 26 th Jun	Asia Specialty Risks Summit	Marina Mandarin, Singapore	Wee Ling weeling@asiainsurancereview.com
27 th Jun	Insurance Risk Research Conference	Goodwood Park Hotel, Singapore	Valerie De Souza: d-irfr@ntu.edu.sg
5 th Jul	SMU Centre for Silver Security Conference	Mochtar Riady Auditorium, SMU	Benedict Koh: skkoh@smu.edu.sg
15 th - 18 th Oct	17 th East Asia Actuarial Conference	Resort World Sentosa	Wil Chong: Wil.chong@allianzre.com

Recent Event: General Insurance Conference 2013



The SAS General Insurance Conference for 2013 was held at Resorts World Sentosa on the 30th and 31st of May. More than 110 delegates and a further 15 speakers attended this year's event.

The theme of the conference was "Listen and be Heard". During one session, attendees were split into 12 'random' groups and asked to debate a key topical issue. There were 6 topics, so 2 groups on each topic. The groups broke out to discuss the topic amongst

themselves, before reconvening with the other group (on the same topic) to 'compare notes'. Finally a spokesperson from each group was nominated to present back the findings to the rest of the conference. This made a significant change from previous events, moving from passive to active participant engagement, ensuring members opinions could be expressed and heard.



Attendees also had the opportunity to broaden their network, by meeting fellow associates whom they may not have had the chance to meet otherwise. Early feedback suggests the format was a great success and this is something we will be looking to continue to incorporate into the programme for next year. If anyone has any suggestions for 'hot topics' they would like to see discussed, please send them through to me and I'll include them in the options.

Other sessions taking place at the event, addressed a number of key themes such as:

- Pricing and Claims including customer perspectives and social media
- ERM and Capital Assessment
- Captives and Reinsurance

The opening and closing addresses by Sharon Ooi of Swiss Re and Brad Weir of Aon Benfield were well received, which delivered a non-actuary's view on our profession.

All of the presentations will be posted by the end of the month on to the SAS website:

<http://www.actuaries.org.sg/?q=presentations>. There were some very interesting presentations, including a

Council Update

The Council year has just started in its first quarter and the various SAS committees have started planning some exciting events and conferences for our members. We just had an action-packed 5th General Insurance conference held in May. This is one of the best conferences I have attended, including some very thrilling roller coaster and transformer rides during the first night! Well done to the General Insurance Committee for the great planning and execution of the event. We have certainly raised the bar of expectation for the upcoming East Asian Actuarial Conference (EAAC) in October, but I am sure this will be another great event not to be missed.

In May, we also had an interesting afternoon talk on "Jumping the Talent Curve" presented by Mazars. This was an interactive afternoon where participants discussed the issue of talent in our industry. We have three upcoming programs outlined for you in June – the CA2 Modeling Course, an afternoon talk on Machine

Raymond Cheung

few with some very non-actuarial perspectives, including how to leverage social and digital media. I encourage all members with an interest in GI to have a look at the presentations, whether you attended the conference or not. Contact details of the presenters are generally provided in the slides should you have any questions.

The dinner, held on the first evening, had the highest attendance of any of the dinners in the past 5 years. The venue probably had a lot to do with that given we took advantage of a 'dine and ride' package within Universal Studios where a large proportion of the participants rode the Battlestar and Transformer rides before enjoying dinner and drinks.

Finally I would like to give thanks to all the people who helped in the smooth running of the event, especially Patsy, and our sponsors who continue to provide their generous support: Aon Benfield, IPS, Asia Capital Re, Milliman, MSIG and Swiss Re.

I look forward to seeing you at an even bigger and, if possible, better event next year.

Reported by Matthew Maguire

Learning and an Insurance Risk Research Conference. Please visit the SAS website for more details.

We have noticed that some of our members are currently not in the right membership categories. The SAS would like to remind all members that they are required to upgrade to the correct SAS membership categories upon their qualification. For example, if you are a Fellow (or Associate) of your primary actuarial examination bodies recognized by the SAS, you are not allow to remain as an SAS Ordinary member. Instead, you will be required to apply or upgrade to the Fellow (or Associate) membership in the SAS.

We welcome any feedback and suggestions on how we can serve you better in the SAS. Please email me at secretary@actuaries.org.sg or Patsy Lau, our Administrative Executive, at patsy@actuaries.org.sg for any SAS matters.



A Call for Advice from Accounting/Consulting Firms

Our income exceeded SGD 500,000 for the first time in 2012. This required us to have an external audit for the first time in the history of the SAS.

In 2013, we organise the 17th EAAC which may well see our income exceed the SGD 1,000,000 threshold which would require us to charge GST. We would like to receive professional advice as to whether we can keep a separate EAAC sub-account – as this is an

extraordinary event managed by a conference organiser – and only book a (hopefully) resulting profit into our main accounts. Unfortunately, the external auditor we used for 2012 is not very responsive in providing advice and we thus would like to ask our membership, especially those of you working with a consulting or accounting firm to advise the SAS on this matter.

Angela Koechli
Hon. Treasurer

Committee Reports

• ERM Committee

The ERM Committee is excited to announce that we have just launched a 4th Working Party (WP) – Risk Tolerance Statement Working Party – in June. The WP is led by Mehul Dave from Deloitte. Interestingly, all the members of this new WP are new members of the SAS. The WP is still welcome more SAS members to join the team especially members with life insurance background. Interested members please contact Raymond at raymond.cheung@aig.com.

The other ERM Working Parties – Diversification Benefits, Operational Risk and ORSA – are progressing well. All the three WPs will be presenting their methodologies and findings in the EAAC in October. They will also aim to publish some technical papers by early next year.

Raymond Cheung

The SAS is happy to support an Insurance Risk Research Conference to be held on 27 June at the Goodwood Park Hotel Singapore. This conference is a joint collaboration between the SAS and the Insurance Risk Financial Research Centre (IRFRC) from Nanyang Business School in NTU. This conference tackles the important area of insurance and related risk in the Asia Pacific region and presents an opportunity for dialogue with leading experts on important issues. The conference was also advertised in the May edition of the Asia Insurance Review. All SAS members will be given a \$100 discount for registration. Please visit the SAS website for more details.

• Life Insurance Committee

The Life Insurance Committee has made progress on several fronts this past month:

- The plans for the IFRS event on the 23rd of August are progressing steadily. We have already received many offers to help as volunteers and there has been a meeting held to discuss logistics.
- There has been one response to the technical paper on internal models and this will be considered and a redraft will follow.

- Chung Chang is looking to arrange an interaction between senior actuaries and the MAS. The topics for discussion have yet to be determined but one likely topic will cover regulatory changes. More details will follow.
- There has been a suggestion to review the current Life Guidance Notes.

Koo Chung Chang



• Health Insurance Committee

HI Committee - Looking for New Blood

Roy Boo and Joyce Poh have stepped down from the Health Insurance Committee to focus on their other goals. The current members of the Committee, other than me, are How Chee Koon, Koh Zhee Chong, Leong Siao Wearn, Ong Jinjing, Gideon Tan, Samuel Tan and Hugh Terry. Chee Koon and Siao Wearn will also step down later this year, due to their other commitments.

I welcome you to join the Committee, if you have an interest in health insurance and are keen to help grow the local actuarial expertise and knowledge in this area. You may either join teams working on current projects (which are described below) or propose new projects. If your project proposal is accepted, the Committee can be a source of support for your project. When Hugh joined the Committee, he proposed the Medisave Simulation project, and now has Jinjing and Gideon on his team. The Committee members can also help direct you to resources which may be useful to your project. If you will like to join the Committee, or find out more about its objectives and projects, please feel free to get in touch with me at chichenghock@gmail.com.

The current projects have been on the go for a couple of years now, and the project teams are targeting some deliverables in 2013/14:

- Technical Note to SAS GN L02: the team intends to present an exposure draft of a technical note to the SAS Guidance Note GN L02 on Valuation of Policy Liabilities for Life Insurance Business, to provide members with guidance on the accepted best practice in relation to long-term accident and health insurance business, which is classified as “life business” in the Insurance Act. However, the nature of long-term A&H business is different from life business, and the current GN L02 may not address some of the issues specific to this class of business.

Chi Cheng Hock

- HI Resource Centre: the team will issue a call for resources and draw up a design for the Centre which will be sited on the SAS website. The team hopes that the Centre will be the first base for members wishing to conduct research into any health insurance matter.

- Managed Health Care Paper: the team will present at an SAS Forum a paper on the MHC models currently available around the world, and their relative advantages and disadvantages. Ultimately, the team will present proposals for models which may work in Singapore, and which can help keep healthcare affordable to all residents.

- Medisave Simulation Model: in the meantime, another team is exploring as to whether Medisave account balances are adequate to fund future medical expense and long-term care insurance premiums. The team is developing a simulation / projection model which will allow individuals to test the adequacy of their Medisave account balances and future contributions. The team will present its model at an SAS Forum.

- Analysis of MOH Website data: Chee Koon will present the data currently available on the Ministry of Health website, and some simple inferences he has drawn from the data, at an SAS Forum. However, the prime objective of the Forum is to trigger a discussion of the analyses which may be conducted, and the data required for these analyses, which will be useful to members working in the HI field. The Committee will use this feedback to plan its future data analysis projects.

I hope that these projects excite some of you. If they do, come help us bring them to fruition. However, as I said, you are also free to bring your own ideas to the Committee for development. I look forward to hearing from you!



New Members

Fellow Membership:

Alex BRYANT, *Milliman Pte Ltd*

Evelyn Siu Yee CHOW, *Berkley Insurance Co Australia*

LIN Su-Hua (Cathy), *Friends Provident International*

LEE Jasmine Lis-Theresa, *Prudential Singapore*

Roberto MALATTIA, *Towers Watson*

TAN Haifeng, *AXA Life Insurance Singapore*

WANG Yi Jimmy, *Allianz SE*

Jimmy MOLYNEUS, *Zurich Insurance Co Ltd*

CHER Hang Ping, *Tokio Marine Life Insurance*

LOKE Suet Leng, *AIG Asia Pacific Insurance*

Piyawat SUWANVITHAYA, *AIG Asia Pacific Insurance*

CHEN Lu Ying, *Aon*

Simon HERMANT, *Scor SE Asia Pacific Pte Ltd*

Affiliate Membership:

Klaus JACKELS, *Swiss Reinsurance Co*

Student Membership:

Alfred TOH Kay Boon, *Singapore Management*

University

LEE Pei Xi Fiona, *Singapore Management University*

TENG Boon Kiong Ernest, *Singapore Management*

University

Associate Membership:

CHUA See Ju, *Towers Watson*

Ordinary Membership:

LUK Man Yin Roxanne, *Nil*

Notice to members:

We have received an application for **David Maneval** to be a Fellow of the Singapore Actuarial Society. David is a French Fellow and so his application has to satisfy the requirements of the Supplementary Application form and Guidelines as outlined on SAS website. After consideration of the Professional Affairs Committee and Council we have concluded that David meets the requirements to be a Fellow but as per Clause 6 of the Guidelines we are required to expose this application to the SAS membership. If anyone has any concerns or comments please direct them to Richard Holloway at richard.holloway@milliman.com.

17th East Asian Actuarial Conference Update

The long-awaited 17th EAAC conference is around the corner! This event will be held from 15th – 18th October, 2013 at Resorts World Sentosa, Singapore. The event’s main theme is “Redefining Risk, Creating Value”.



In the past months, the Committee has been working actively to promote the event, obtain sponsorship and secure speakers. We are pleased to achieve the following milestones thus far.

Area	Milestone										
Website	The official EAAC website was launched on 25 th February. This website is a one-stop portal where you can get the latest updates on the conference. <i>(Link: www.actuariesasia.org)</i>										
Facebook	The 17thEAAC is also on Facebook. Do visit us for the latest event updates and “like” our page. <i>(Link: www.facebook.com/17thEAAC)</i>										
Twitter	Stay tuned for our latest happenings on Twitter @17thEAAC.										
Call for papers	The “Call for Papers” deadline closed on 28 th February and the Committee has received very positive response. The Committee is honoured to have Mr Lee Boon Ngiap from the Monetary Authority of Singapore and Professor Robert L. Brown from the International Actuarial Association as the event’s keynote speakers. The Committee has finalized the list of speakers for the plenary and parallel sessions. The names of selected speakers and their presentation topics can be found on the EAAC website.										
Registration	<p>Online registration via the EAAC website is now open. Interested members are strongly encouraged to visit the website and register early to enjoy the early-bird discount.</p> <table border="1"> <thead> <tr> <th>Category</th> <th>Fees (in S\$)</th> </tr> </thead> <tbody> <tr> <td>Early Bird Registration <i>Register & Pay by 16th August 2013</i></td> <td>450</td> </tr> <tr> <td>Normal Registration <i>Register & Pay by 30th September 2013</i></td> <td>500</td> </tr> <tr> <td>Walk-In Registration <i>Register & Pay by 30th September 2013</i></td> <td>600</td> </tr> <tr> <td>Accompanying Person Registration* <i>Register & Pay by 30th September 2013</i></td> <td>150</td> </tr> </tbody> </table> <p><i>* Accompanying Person fee entitles participation in Half Day Tour & Farewell Gala Dinner only.</i></p>	Category	Fees (in S\$)	Early Bird Registration <i>Register & Pay by 16th August 2013</i>	450	Normal Registration <i>Register & Pay by 30th September 2013</i>	500	Walk-In Registration <i>Register & Pay by 30th September 2013</i>	600	Accompanying Person Registration* <i>Register & Pay by 30th September 2013</i>	150
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Accompanying Person Registration* <i>Register & Pay by 30th September 2013</i>	150										
Sponsorship	As at 15 th June, the Committee has secured 13 sponsors which include international actuarial bodies, reinsurers, insurance companies, consultancies and recruitment agencies. The remaining sponsorship vacancies are running out fast, so please email the Committee early if your company is interested to support the event. <i>(Email: 17EAAC_Finance@actuaries.org.sg)</i>										

Watch out for further updates in this space in the next newsletter.

Wil Chong, 17th EAAC Chair



News & Articles

• General News

For Chinese Elite, Life Insurance Takes a Luxury Turn

Wallstreet Journal, 30 May 2013

For wealthy Chinese, a big overseas life-insurance policy might be the ultimate security blanket.

Worried that their hard-won fortunes could evaporate in a downturn or be wiped away by an arbitrary act of government, Chinese businesspeople have begun to embrace insurance. A slowing economy has boosted their newfound appreciation.

"I have come across some high-net-worth people who wanted to buy as much as \$100 million worth of life insurance," said Harrison Ho, head of wealth management at Nomura in Hong Kong.

The more common policy size for mainland Chinese high-net-worth clients is \$10 million—still large by insurance standards in the rest of the world. The megapolicies are so big that insurance companies band together to reduce their risks, according to insurance brokers in Hong Kong.

While large life-insurance policies can be expensive and offer modest returns, they fill the financial needs of some wealthy Chinese. They act as a conservative investment to offset riskier ones and they can be an effective way to get cash offshore, while at the same time performing their base function of providing for a family if the policy holder dies.

For Chinese business owners, there are additional reasons why these policies can make sense. Their businesses often carry lots of debt, and lately they have been struggling with the combination of rising input costs and sluggish overseas demand. If a company fails, owners could be on the hook, but life insurance is protected if companies are liquidated. That's a real possibility in some highly competitive industries. After the Wenzhou debt crisis erupted in 2011, about 30 businessmen fled the country and another one committed suicide.

Another reason for wealthy Chinese to buy big insurance policies is their age. The average Chinese millionaire is just 39 years old, a full 15 years younger than the average millionaire in the United States, according to Chinese research firm Hurun. That means they often have younger families, so big-ticket items such as education are yet to be paid.

There are good reasons to buy life insurance offshore in Hong Kong, where insurers have been hiring mainland agents to boost their business. Offshore policies offer an annual return up to 4%, compared with 2.5% in mainland China, where the government has in the past capped interest rates to protect the margins of insurers. That's only slowly starting to change.

A study of two comparable life-insurance policies offered by AIA in China and Hong Kong shows that mainland customers pay 48% more in premiums for the same amount of insurance. If they surrender the policy after 20 years, mainland customers get 26% less cash than their Hong Kong peers.

The two plans aren't exactly the same, but insurance brokers and agents in both Hong Kong and mainland China say they are similar. AIA stated that because the insurance coverage under these products is different and they are written in different currencies, they are not directly comparable.

One reason for the difference is that insurance companies get low returns in China, so they can pass on less to consumers. Another is China is a riskier place to offer life insurance because of less-than-healthy lifestyles, pollution and food scares, which are reflected in premiums. In fact, margins in the two markets are not that different, according to Kevin Strain, president of Canadian insurer Sunlife Financial Asia.



Another reason to buy insurance overseas is that it is easier to borrow against the policies offshore, which flatters returns. Using their policy as collateral, buyers can borrow at a rate of about 2% from private banks in Hong Kong and get returns of 4% a year from the policy.

For those who want to pay in full, they can also borrow against their policy and invest in higher-yielding products. Banks are willing to lend cheaply against insurance policies, which have cash value and are more liquid than properties. The strategy is less attractive when interest rates are higher.

Buying policies offshore also has its catches. Some medical plans don't cover mainland China. Currency movement is another risk. For those big policies, a

medical examination is mandatory. Few Chinese businesspeople pass physical tests without any red flags such as high cholesterol levels, insurance brokers say. Chinese businesspeople often pay 7% to 10% more than people in Singapore or Taiwan, brokers said.

But Chinese buyers often have age on their side. The same \$1 million policy is a lot cheaper to buy at age 35 than it is for 50-year-olds.

One life insurance benefit that drives sales in the U.S. is the strategy of using the tax-free proceeds from the policy to pay estate taxes. China currently doesn't have an estate tax, but the country is mulling one, so it isn't a bad idea to plan early. While jumbo insurance policies won't offer exciting returns, richer Chinese have unique reasons to like them now.

Mobilecover debuts insurance for your handset in Singapore

CNet, 16 May 2013

Most smartphone owners will know that new handsets come with limited warranties--companies will replace your handsets if there's a fault with the device, but if it's damage from a fall or submersion in liquid, you're mostly out of luck.

Europe-based Mobilecover aims to change that with a new insurance policy. The company is launching a new insurance service in Singapore to help really careless users, but at a price, of course.

Underwritten by Zurich Insurance, Mobilecover charges a minimum of S\$5.49 (US\$4.41) per month for your non-Apple and Samsung smartphones for the basic plan (which doesn't protect against theft and loss), while those who are using Apple or Samsung handsets pay more at S\$9.99 (US\$8.03) per month.

We're checking with Mobilecover for the rationale behind this pricing, but if you own a high-end device such as the HTC One or the Sony Xperia Z, you will pay much less compared with someone who owns the mid-

range Samsung Galaxy S3 mini (which is pegged to the S\$9.99/m plan). Mobilecover says the S3 mini being in this category could be an error, and will get back to us on this. The advanced plan, Mobilecover Complete, will cost S\$9.99 (US\$8.03) and S\$15.99 (US\$12.85) respectively.

If you do get your smartphone replaced, be aware that you will be charged an excess fee of S\$50 (US\$40.17) to S\$100 (US\$80.35)--and limited to two exchanges a year.

The insurance is valid only for devices bought and used in Singapore, but you do get 60 days of coverage for overseas travel. Do note that the handset must be less than 18 months old when applying for coverage.

Mobilecover CEO Paul Gilligan says it hopes to reach 30,000 to 50,000 customers by the end of the first year of business, and hopes to expand to markets such as Indonesia and Hong Kong in a few months.



Life insurance industry's Q1 sales up 9%

Channel NewsAsia, 14 May 2013

Singapore's life insurance industry has seen a 9% jump in first-quarter sales from a year ago. Weighted sales totalled S\$561.8 million, coming on the back of strong growth in regular premium products.

Eighty-two per cent of life agents with major insurers have passed an exam qualifying them to sell Investment-Linked Life Insurance Policies (ILPs), according to the Life Insurance Association, Singapore.

This comes as a June 30 deadline on new testing requirements looms.

Singapore's life insurance industry has seen a 9 per cent jump in first-quarter sales from a year ago.

Weighted sales totalled S\$561.8 million, coming on the back of strong growth of 19 per cent in regular premium products, which totalled S\$428.9 million. But that rise was countered by lagging sales for single premium products, which fell by 15 per cent on-year to S\$132.9 million.

The Life Insurance Association's president, Annette King, said the industry has sustained a level of growth despite a slowing economy.

This comes as the industry gets ready to meet new testing requirements implemented by the Monetary Authority of Singapore (MAS) last year.

Among them is a test to qualify financial advisors and insurance agents to sell ILPs.

If they do not pass, agents will be limited to the sale of non-complex life insurance products like term policies, whole life plans and endowment plans.

Dr Khoo Kah Siang, deputy president of the Life Insurance Association, said: "The exams have actually helped to increase the professionalism of the advisors, in terms of them being able to provide the advisories for the more complicated products.

"So in that sense, the exams will help increase the level of professionalism for the industry and the consumer. It will benefit the consumer in the long run."

An MAS survey conducted in February showed that 70 per cent of financial advisory representatives have passed the test - known as Module 9A - but only 66 per cent working for insurers have passed.

The Life Insurance Association said eight in 10 agents with major insurers have now cleared the test, as of 2 May 2013.

Ms King said the exams won't have an impact on industry revenues.

She said: "Singaporeans still need and seek advice and 80 per cent of people say that having quality advice is instrumental in their decision around insurance.

"So more qualified professionals is a good thing and that we continue to see a growth in our industry with people predominately driven by advice, and I think we will continue to see that."

Analysts have speculated that some advisors who do not pass the exam will leave the life insurance industry.



Interview of the Month: Gavin Maistry

How would your friends describe you?

My wife once described me as being “spreadsheet” (I was impressed that she used a noun as an adjective!) – I would interpret that as being analytical, logical and rational. I’d also hope adjectives like loyal, reliable and nice would be used.

Why did you become an actuary?

Like most actuaries, I was initially attracted to the profession by its mathematical nature – and came to realize that this combined with a strong business focus makes for a very interesting career. I also recall receiving a great information pack (this was in the days before the Internet) from the US Society of Actuaries (SoA) that convinced me to follow this career path. The SoA does great work promoting the profession (actuary is consistently rated as one of the best jobs in America).

What is your current role?

Chief Actuary & Chief Risk Officer (CRO) for Munich Re’s Life business in the Asia Pacific region. I also Chair the Education Committee of the SAS and volunteer as an examiner for the SoA exams.

What do you enjoy most about your job/role?

Working in reinsurance gives me exposure to many diverse and interesting insurance markets – and I especially enjoy working in the Asia Pacific region. The job also allows me to work with many very smart people. I also enjoy mentoring more junior actuaries and seeing them develop in their careers.

What do you dislike most about your job/role?

The long hours.

What motivates you?

Success is always a good motivator – so getting things done and achieving results motivates me.

What do you do to relax out of office?

I tend to read widely (mainly non-fiction). In addition, I enjoy most sports - but have been tending to do more watching than playing in recent years (the accompanying picture was taken at the 2010 World Cup in South Africa). We also enjoy travel – and try to visit at least 2 new countries a year. Another highlight in the year is our annual snowboarding holiday on some sunny snowy slopes somewhere.

What is the greatest risk you have ever taken?

Taking on a new job in a new country is always a bit of a challenge and risk. I initially left my home country of South Africa to work in the UK and then Switzerland for more than 10 years. I then took on a new role in Singapore a little more than 5 years ago. Fortunately, actuarial skills seem to travel well. I have now spent the majority of my working life outside my home country.





If you were not an actuary now, what would you most likely be doing?

Both my parents were school teachers – so I would have liked to have tried my hand at that. I believe that teaching is a very noble and underappreciated profession.

If the world ends tomorrow, what would be doing today?

I would be joining a Google+ circle to see if a spaceship can be built in a day to escape the Armageddon.

Any advice for aspiring actuaries?

I like the advice from Jack Welch – where he notes that his most successful staff seemed to “promote” themselves before he did. This basically means that one should take on more responsibility and seek out ways to make a contribution and not be confined by a job title or a job description. Also, have intellectual curiosity and aim to constantly sharpen your skills (learning does not end with completing the actuarial exams).

Brain teasers

#1

Three boys were out hiking one day and they came across a cave. They went inside the cave for a while and when they exited, a boy was missing. The other two went back inside the cave to look for him. On the walls were numbers in green paint that they hadn't noticed beforehand. The numbers were as follows:

4 8 20 21 10 27 36 23 22

After they wrote the numbers in a notebook, they came across a letter written in the same green paint. It read:

Oh, it bothers me to write letters like this. Of how I came across this event I am not aware. However, things must be done. I have written the numbers on the walls. You must use these numbers to find my hiding spot. Good Luck.

- The Missing Boy

How should you find him?

#2

Arrange the numbers from 1 to 25 in a 5x5 grid so that each row, column, and diagonal adds up to the same number.

Note: If you have a fun brainteaser that you would like to share, please feel free to email Zi at ZiXiang.Low@milliman.com

Answers for last issue's brainteasers:

#1

The whole thing stops when someone else sits in Crazy Guy's seat. The chances of that range from 1/99 (First person) to 1/1 for the last guy. So:

$1/99 + \text{Summation from } 98 \text{ to } 2 \text{ of } (1/n(n+1))$

This returns 0.5 or 50%.

Also, the answer remains 50% no matter how many people are added to the line!



#2

"Great Job You Got It"

This type of code is known as a Caesar Box (Julius Caesar was the first to write codes this way.) To decipher the message, simply divide the code into four groups of four (you can also divide them into groups such as 5 groups of 5 or 6 groups of 6 depending on the number of letters in the phrase), and rearrange them vertically like this..

G T Y O

R J O T

E O U I

A B G T

Then you read vertically column by column.