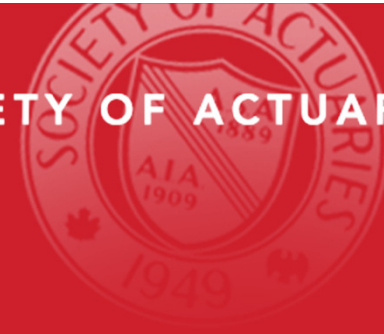


SOCIETY OF ACTUARIES



Future of the insurance industry: Asia Pacific

Joint Regional Seminar

Mark J. Freedman, President, Society of Actuaries

July 2014

Key challenges for insurers

- Slower economic growth
- Low-interest rate environment
- Increasing regulation

Bright future

- Experience weathering the economic storm
- Liberalization of trade barriers
- Larger middle class and high net worth consumers

2014 Asia-Pacific insurance outlook*

- Deploy products to meet changing consumers' needs
- Exploit pockets of high growth
- Develop digital distribution strategies
- Get ahead of regulatory developments
- Implement data analytics for competitive advantage
- Identify areas for expense reduction

*Ernst & Young. 2014. *2014 EY Asia-Pacific insurance outlook report*. EYG No. EG0155 1311-1167542 NY

Deploy products to meet changing consumer needs

- Region's share of global middle class to nearly double
- Will have profound implications on insurance needs
-  SOA resource: “Changing Middle Market for Life Insurance in China” study

Get ahead of regulatory developments

- Solvency requirements
- Global accounting standards
- Risk management initiatives
-  SOA resource: Chartered Enterprise Risk Management (CERA) credential

Implement data analytics for competitive advantage

- Data = deeper understanding of customers
- Do more than collect and store: develop strategy from quantitative analysis and predictive modeling
-  SOA resource: Advanced Business Analytics Seminar, Hong Kong, July 29-31 and SOA Modeling Section



Thank you – stay in touch

For resources in the presentation contact:

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Ernst & Young report: <http://goo.gl/SzL9zO>