



## Seminar **Longevity: An Impossible Task?** 20/21 June 2013 | Vienna, Austria



Organised by the EAA - European Actuarial Academy GmbH in cooperation with the Österreichische Förderungsgesellschaft der Versicherungsmathematik GmbH (ÖFdv GmbH)

### **1. Introduction**

Longevity: an impossible task?

For the last centuries people tend to get older and older which has a substantial impact on national economies and modern societies. Dealing with aging populations and longevity risk becomes increasingly important for politics, social security systems, pension schemes and life insurance companies.

The seminar covers the current status on longevity risk: how is longevity risk perceived, evaluated and managed by the life insurance industry and the pension schemes in Europe? It gives an introduction to pricing methodologies for longevity risk, presents modern actuarial techniques and focuses on the most important pricing parameters. In particular solutions for covering the asset risk in the context with longevity liabilities will be covered and innovative longevity products will be introduced.

### **2. Participants**

The seminar is open to all persons interested, such as actuaries, risk and capital managers, marketing managers, supervisors and auditors.

### 3. Purpose and Nature

The objective of this seminar is that the participants get a comprehensive overview of evaluation and (stochastic) modelling techniques for pricing longevity risks. The complexity of the longevity risk will be presented focussing on the different relevant pricing parameters and assumptions.

Most of the presenters are from the UK, the country with the longest history, experience and the most advanced actuarial techniques for pricing longevity risks. The presentation and explanation of pricing models will be completed by a case study which analyses a pensioner income dataset from a European country. Experiences from longevity markets in other European countries will be illustrated. Further focus will be on solutions for mitigating longevity risk, the management of the asset risk in the context of longevity liabilities and on enhanced annuities, a rather innovative longevity product.

In addition to presentations the seminar will include some more interactive panel discussions so that the participants have the opportunity to influence which topics and aspects should be covered in more detail.

### 4. Lecturers

#### **Hamish Galloway, RGA, Senior Vice President GFS**

Hamish has worked for RGA since 1998. He was the first UK employee and in 2008 took charge of RGA's initiative to expand its product range in the UK. Since then he has worked on longevity and financial reinsurance. In that time RGA has built up a portfolio of some £7bn of longevity risk.

#### **Cormac Galvin, RGA, Vice President GFS**

Cormac joined RGA in 2009 and is responsible for longevity business development in the UK. As well as helping RGA become one of the leading European longevity reinsurers, Cormac has helped RGA develop an innovative funded longevity offering.

#### **Peter Banthorpe, RGA, Actuarial Research Manager**

Peter Banthorpe leads the Actuarial Research department for RGA Services UK Limited, RGA's United Kingdom operations. The department's, and Peter's, main responsibility is researching, reviewing, and developing pricing bases for the UK market. Prior to joining RGA in 2010, Peter was Head of Pricing and Reinsurance for Ageas Protect (formerly Fortis).

#### **Stephen Richards, Longevitas, Managing Director**

Stephen has consulted widely on longevity risk since 2005, having advised well over 100 clients covering the UK, Belgium, the Netherlands, France, Germany, Canada and the USA. In 2006 he co-founded Longevitas, which offers advanced analytical tools for mortality and longevity to insurers and reinsurers. This business was expanded in 2009 with the Projections Toolkit, a joint venture with Heriot-Watt university to make it easy to fit and use stochastic projection models.

#### **Alexandra Wohlfahrt, RGA, Manager Business Development GFS**

Alexandra Wohlfahrt joined RGA in June 2009. She is developing the business for solutions for financial, longevity and asset-intensive reinsurance in Europe, focusing on Germany, Switzerland, France and Belgium.

Since 2002 Alexandra is a member of the German Actuarial Society (DAV).

## Dale Rotteveel, RGA, Annuities Pricing Manager

Dale has been with RGA since 2005. He has worked across various pricing functions within RGA as well as in the Research Team looking at bulk and impaired life annuities. He has since taken over the role of Annuities Pricing Manager looking after the pricing and risk management of the of around £7bn of longevity risk taken on since 2008. Dale earned a Bsc in Actuarial Science from the University of Cape Town in 2004.

more information will follow

## 5. Language

The language of the seminar will be English.

## 6. Preliminary Programme

### Thursday, 20 June 2013

08.45-09.00	Registration
09.00	Introduction and welcoming and opening of day 1
09.00-09.15	Opening remarks and introduction (Wohlfahrt)
09.15-10.15	General Introduction: Why is pricing longevity risk so fundamentally different from mortality risk? (Galloway)
10.15-11.15	History of longevity market (Insights from the UK) (Galvin)
11.15-11.30	Coffee break
11.30-12.30	Longevity going forward - enhanced annuities (Galloway)
12.30-13.30	Lunch
13.30-14.15	Mortality improvements part 1 (Banthorpe)
14.15-15.00	Technical aspects of pricing longevity risk (Richards)
15.00-15.15	Coffee break
15.15-16.15	Analysis of a pensioner dataset (Richards)
16.15-17.00	Mortality improvements part 2 (Banthorpe)
19.00	Dinner

### Friday, 21 June 2013

09.00-10.00	The longevity market in Continental Europe (Wohlfahrt)
10.00-10.45	Mortality Improvements for European Countries (Developing longevity database for a country) (Rotteveel)
10.45-11.00	Coffee break
11.00-12.00	ALM and hedging asset risk in the context of longevity liabilities (TBC)
12.00-12.30	Panel Discussion part 1: current issues on longevity (Richards, Rotteveel, Wohlfahrt)
12.30-13.30	Lunch
13.30-14.15	Longevity Pricing (swaps, full risk, index based hedges,...) (Rotteveel)
14.15-15.00	Panel Discussion part 2 : experience from past transactions / lessons learnt (Richards, Rotteveel, Wohlfahrt)
15.00	Concluding Remarks (Wohlfahrt)
15.00-15.15	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 received first. Please send your registration as soon as possible by using our online registration form at [www.actuarial-academy.com](http://www.actuarial-academy.com).

Your registration is binding. Cancellation is only possible 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 to take your place, but must notify us in advance. EAA/ÖFdv have 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. The ÖFdv GmbH will send you an invoice, please allow a few days for handling.

**Your early-bird registration fee is €870.00 plus 20 % VAT until 10 May 2013. After this date the fee will be €970.00 plus 20 % VAT.**

## 8. Accommodation/Venue

The seminar will take place at the

Hotel Modul  
Peter-Jordan-Str. 78  
1190 Vienna, Austria

### Accommodation:

Hotels in walking distance:

Hotel Park Villa\*\*\*\*  
Hasenauerstr. 12  
1190 Vienna  
Austria

[hotel website](#)

single room: 92 €, double room for single use: 106 € per night, incl. breakfast and VAT

Hotel Kaiser Franz Joseph\*\*\*\*  
Sieveringerstr. 4, 1190 Vienna, Austria

[hotel website](#)

99 € per night (single room), incl. breakfast, internet, sauna, gym, VAT

Kindly book early, as our room allocations (reference "Longevity") include only a limited number of rooms, and please note the hotels' cancellation policy.

## 9. CPD

For this seminar, the following CPD points are available under the CPD scheme of the relevant national actuarial association:

Austria: 11 points  
Belgium: 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. 12 PE-points (individual accreditation)  
Russia: 40 points  
Slovakia: 8 CPD points  
Slovenia: 50 points  
Switzerland: 15 points

No responsibility is taken for the accuracy of this information.



sponsor of this seminar:

**RGA**