

EAA Web Session

Modern Capital Market Concepts for Life and Pension Products

23 October 2025 | 10:00-12:00 CEST | online

Introduction

Due to the recent shifts in capital markets and a stricter regulatory environment, insurers need to rethink their product offerings to stay ahead of the competition and offer life and savings solutions well suited to the various requirements of policyholders. This includes the need for capital guarantees in combination with strong performance engines and the focus on new and alternative asset classes as underlying for insurance policies.

In this web session, we will introduce participants to market-linked insurance products and provide an overview of the developing product landscape across different European countries.

We will focus on an analysis of some major product categories including hybrids, index-linked policies, private market products and market-linked annuities. How can such products be constructed efficiently? What are the current challenges and how can they be addressed? How should these products be positioned to make them attractive to both insurers and policyholders?

The web session concludes with an outlook of where the market will be headed and how insurers need to further develop their product offering.

Participants

The web session is of interest for actuaries and insurance professionals involved in life product and capital market-related functions, including product development, insurance pricing, asset management, risk management and distribution.

Purpose and Nature

By the end of the seminar, participants will have gained an understanding of how the current capital market and regulatory environment shapes the development and positioning of market-linked life and pension products. Based on the most important product categories, we will analyse the underlying technical and quantitative components, including internal and external guarantees, index and fund components, as well as protection instruments. Participants will

gain an understanding of the future development of market-linked products and how insurers will need to position themselves to stay competitive.

Language

The language of the web session will be English.

Lecturer

Christian Eck

Christian Eck has more than 20 years' experience in capital markets and has been working for global banks in London and Frankfurt. At BNP Paribas S.A., Germany's Corporate and Institutional Banking unit, he is responsible for the cooperation with life insurers. Christian is a specialist in capital markets and long-term savings solutions. He speaks regularly at industry events and publishes on finance-related topics. He studied International Business Administration at Münster University of Applied Sciences and graduated with a Master's in Finance from London Business School. Christian is member of several working groups of the German Association of Actuaries and is a regular contributor to DAA's Education and Training Programme.

Preliminary Programme

Thursday, 23 October 2025

10:00-12:00 Topics

- Introduction to the insurance product landscape
- Capital markets, client demand and regulation as drivers for change
- In-depth analysis of various product categories
- Outlook

All the above times are given in CEST (Central European Summer Time).

Fees & Registration

Early Bird Registration Fee (until 11 September 2025):

- For private customers in the EU: €150.00 + VAT of the billing country (example Germany: €178.50 incl. 19% VAT)
- For private customers outside the EU: €178.50 (incl. 19% VAT)
- For businesses within the EU (excl. Germany, with valid VAT ID): €150.00 (net, reverse charge applies)
- For businesses in Germany: €178.50 (incl. 19% VAT)

Regular Registration Fee (from 12 September 2025):

- For private customers in the EU: €195.00 + VAT of the billing country (example Germany: €232.05 incl. 19% VAT)
- For private customers outside the EU: €232.05 (incl. 19% VAT)

- For businesses within the EU (excl. Germany, with valid VAT ID): €195.00 (net, reverse charge applies)
- For businesses in Germany: €232.05 (incl. 19% VAT)

Important VAT Information:

- For private customers with a billing address in an EU country: VAT will be charged at the applicable rate in the country of the billing address. The final amount, including VAT, will be calculated upon invoicing.
- For customers with a non-EU (third country) billing address: Only a non-company billing address is accepted for VAT compliance reasons. 19% VAT applies to all non-EU private customers.
- For businesses within the EU (excluding Germany), Iceland, Liechtenstein, Norway, Switzerland, and the UK with a valid VAT ID: The reverse charge mechanism applies (net price; VAT will not be charged). Please ensure your valid VAT ID is entered correctly during registration.
- For all customers with a billing address in Germany: 19% VAT applies.

Please submit your registration using this [online form](#). Closer to the event, you will receive further login details to join the web session.

Your registration is binding. Cancellation is only possible up to 2 weeks before the first day of the event. If you cancel later, the full participation fee is due. You may appoint someone to take 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.

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

Registration is open until two working days before the web session. If registration has already been closed for this web session, please call us or send an email to contact@actuarial-academy.com in order to find out whether a late registration is still possible.

Technical Requirements

Please check with your IT department if your firewall and computer settings support web session participation (the programme Zoom will be used for this online training). Please also make sure to join the web session with a stable internet connection.

CPD

For this web session, the following CPD credits are available under the CPD scheme of the relevant national actuarial association:

Austria:	2 points
Belgium:	2 points
Bulgaria:	3 points

Croatia:	individual accreditation
Czechia:	2 hours
Denmark	2 credits
Estonia:	2 hours
Finland:	2 points
France:	12 points
Germany:	2 hours
Greece:	3 points
Hungary:	2 hours
Iceland:	2 credits
Ireland:	2 hours
Italy:	GdLA individual accreditation
Latvia:	2 hours
Lithuania:	2 hours
Netherlands:	approx. 2 points (individual accreditation)
Norway:	2 points
Poland:	2 hours
Portugal:	2 hours
Serbia:	2 hours
Slovakia:	individual accreditation
Slovenia:	individual accreditation
Spain:	CAC: 2 hours, IAE: 2 hours
Switzerland:	individual accreditation
USA:	SOA (Section B): up to 2.4 hours

No responsibility is taken for the accuracy of this information.