



5TH MAY 2016

learn@AP EXTERNAL SPEAKER SERIES: THE END of TARIFF

The Malaysian general insurance industry will be experiencing detariffication in stages over the next few years. Challenges and opportunities in the general insurance industry, both from a technical and business perspective, will be in abundance.

learn@AP has invited Mr. Steven Glicksman, FCAS, MAAA, an experienced practitioner from the United States with 25 years of experience, together with Actuarial Partners, to jointly conduct a one-day course on ratemaking. The objective of the course is to familiarize participants with practical aspects of ratemaking.

This is a hands on course. Participants are encouraged to bring their laptops and perform ratemaking exercises during the course.

Participants can expect the following learning outcomes:

- Understand a conceptual framework for rate level calculations
- Test data for reasonableness and accuracy, as well as how to treat imperfect data
- Calculate exposure, loss development and claims trend
- Estimate expenses and setting profit loads
- Evaluate rate level by class
- Discuss business considerations in ratemaking

**Suitable for the
current state of
development in the
Malaysian market**

Practical & relevant

Hands on exercise

CPD Opportunity

**Networking
opportunity with
fellow professionals**

Who should attend?

Actuarial professionals
interested in a practical,
introduction to ratemaking.

COURSE SCHEDULE

0845	Registration
0900	Conceptual Framework for Rate Level Calculations <ul style="list-style-type: none"> ▪ Predicting the future from past experience and insurance data is complicated and sometimes difficult ▪ Identifying and addressing complications and difficulties ▪ Identifying and reacting to insurance company or industry-wide changes ▪ The relationship between setting reserves and rates
1000	Evaluating Overall Rate Level <ul style="list-style-type: none"> ▪ Data testing for reasonableness and accuracy ▪ What to do about imperfect data
1030	Tea Break
1100	Evaluating Overall Rate Level (cont'd) <ul style="list-style-type: none"> ▪ Calculating exposure plus exercise (calculate earned exposures based on policy data) ▪ Loss development plus exercise (calculate development factors) ▪ Claims trending plus exercise (estimate frequency and severity trends) ▪ Estimating expenses ▪ Setting profit loads
1300	Lunch Break
1430	Evaluating Rate Level by Class <ul style="list-style-type: none"> ▪ Deductible and increased limits factors ▪ Allowable rating classes
1530	Coffee Break
1600	Putting It All Together <ul style="list-style-type: none"> ▪ Group rate level exercise ▪ Going from where we are now to where we want to be ▪ Business considerations
1700	Wrap up

COURSE LEADER

STEVEN GLICKSMAN, FCAS, MAAA
FOUNDER AND ACTUARY
GLICKSMAN CONSULTING, LLC



Steven Glicksman is a Fellow of the Casualty Actuarial Society (FCAS) and a Member of the American Academy of Actuaries (MAAA). He has twenty-five years of experience.

Mr. Glicksman is an expert in setting rates in dynamic situations. He performs pricing and cost allocation studies for insurers of all types (commercial, corporations, pools, trusts, public entities and captives). Unique coverages and feasibility studies are his specialty. He can often work with partial or incomplete data.

Before starting Glicksman Consulting, Mr. Glicksman's most recent position was Managing Director at Aon Risk Consulting, Inc. Prior to Aon, Mr. Glicksman was Principal and Director of Actuarial Services at Advanced Risk Management Technologies (ARM Tech).

Before Aon and ARM Tech, Mr. Glicksman managed Southern California office of the Actuarial and Benefits Consulting division of Coopers & Lybrand (now PriceWaterhouse Coopers).

Mr. Glicksman began his actuarial career with the Hartford Insurance Group (HIG) over twenty years ago. Before HIG, he taught mathematics at a community college in New York City.

Venue:

Scoop Café, 8th Floor Menara Dion
 27 Jalan Sultan Ismail, 50250 Kuala Lumpur
 Coordinate: 3.1516255, 101.7095835
 +603 2742 7750

Workshop Fees:

The fees for the workshop is MYR 2400 per participant, with 6% GST applicable. Lunch and refreshments during breaks are included.

Enquiries:

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REGISTRATION FORM

Return the completed form via email to
learn@actuarialpartners.com
before the closing registration date 22nd April 2016

Participant Details:

Name:

Organisation:

Job Title:

Email Address:

Telephone Contact:

Address:

Payment Method:

- Telegraphic / Wire Transfer to:
Actuarial Partners Consulting Sdn Bhd
Standard Chartered Bank Malaysia Berhad
No. 30 Jalan Sultan Ismail
50250 Kuala Lumpur Malaysia
Account No: 312-1-0088332-8
Swift Code: SCBLMYKXXXX
- Cheque Payment to:
Actuarial Partners Consulting Sdn Bhd
Suite 17.02 Kenanga International
Jalan Sultan Ismail
50250 Kuala Lumpur Malaysia

Any special dietary or other requirements:

- Vegetarian meals
- Others, please specify. We will try our best to meet your request.

Registration is on a first come first serve basis, the capacity of this workshop is 24 participants. We will issue an invoice upon receipt of your registration form and payment shall be due before the workshop. We shall reserve the rights to decline entry for registered but unpaid participants. Should the workshop be cancelled for any unforeseen circumstances, we shall endeavor to reschedule the workshop or refund the workshop fees.

For cancellation in writing made at least 5 working days before the closing registration date, the workshop fees may be refunded or the entire amount may be used as credit for any future learn@AP events. Substitutes may be nominated.