

Chinese Actuarial Network UK Newsletter

Issue 9 | Feb 2015

Editor's Note

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It has been a busy year in the actuarial industry in 2014.

The European Commission finally proposed a new "go-live" date for solvency II for 1st January 2016. Although there is always a degree of uncertainty in the context of regulatory compliance, the industry is working extremely hard in order to be operationally prepared before the implementation deadlines. The recent Retail Distribution Review (RDR), EU Gender Directives as well as George Osborn's pension reform announced in the previous budget have a huge number of implications to different product providers.

The financial market is always unpredictable and brings full of surprises to us. When Federal Reserve officially announced the end of its long-term asset purchase program (Quantitative Easing), the Bank of Japan significantly ratcheted up its own QE via increasing its balance sheet by 15% of its GDP per year. Most recently, the European Central Bank also launched its long-awaited bid to revitalise the eurozone economy and counter deflation with a €60bn a month bond buying program that was much larger than investors had expected. Those policy holders' focus has clearly shifted towards "do whatever it takes for a healthy economy".

It has been 7 years since the start of the global financial crisis, but who could well anticipate all these changes 7 years ago? With equity market almost at all time high, the collapse in global commodity price, and record low interest rates in most developed countries, it has been a particularly challenging time for many long term savers and institutional investors. How do they manage their financial destiny in the future?

Actuary's job is not to predict the future, but rather to manage the risk and work with all these changes. Of course, change is always hard, whether it is to adapt to the new regulations, the shifts in consumer behaviour or the new market environment. However, life is a journey of discovery and change is the most exciting part of that journey. As the year turns, it is always a good time to review those changes, re-examine and revisit your strategies and tactics both from a business and personal perspective. What is your new year resolution? What do you want to do differently in 2015? Please let us know and we are delighted to hear your innovative thoughts and ideas.

Finally I wish all CANUK members a fantastic 2015 which will bring all the great success and desired results for you!

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Event Diaries



IFoA Asia Conference 2015 13-15 May 2015, Beijing

The IFoA is delighted to host its first annual Asia Conference between 13-15 May this year in Beijing. This is a premier event for the members and stakeholders and those with an interest in actuarial science based in Asia. Not only is this the first conference that the IFoA has hosted in the region but it is also the first, truly cross-practice, conference for members at all levels. The event will deliver plenary sessions and workshops from industry experts, with a networking afternoon on day two for University students looking to become the Actuaries of the Future.

Bookings are now open and the final programme will be confirmed in the coming weeks. Book now: <http://bit.ly/1zFjX3R>

You are invited to become an official **sponsorship partners**. Packages provide your company with the opportunity to reach your target market by:

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Contact Hannah Watson:
hannah.watson@actuaries.org.uk
+44 (0)20 7632 2145
to become a conference partner

Register now to attend the conference:
<https://www.eventsforce.net/tap/810/register>

News

Marriage, Birth News

- (1) Congratulations to Susan Yang and John Kan who tied their knots on 26th Oct 2014 at 香港警官俱乐部.



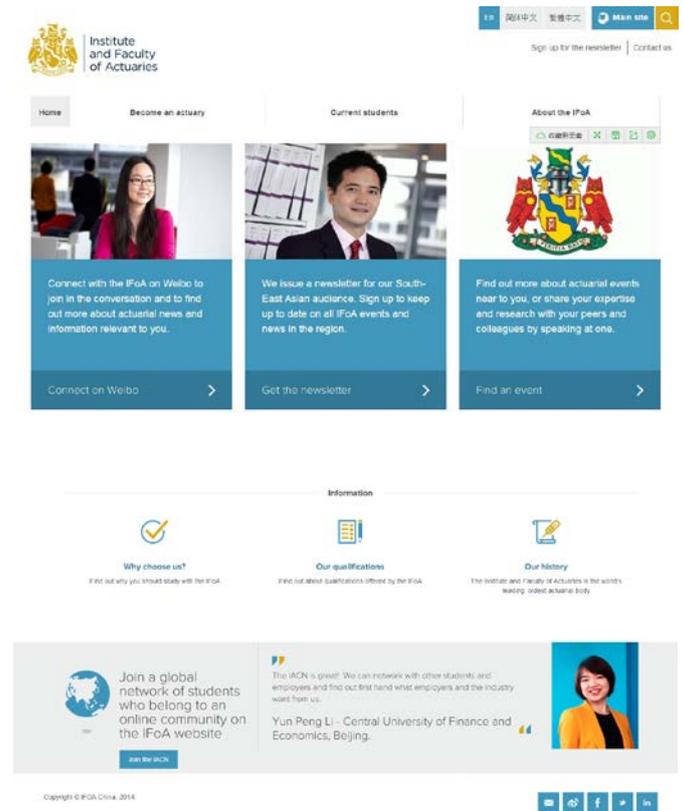
Susan Yang and John Kan

The launch of China micro-site

The Institute and Faculty of Actuaries' brand-new China microsite formally went live at www.actuaries.org.cn

The microsite has been specifically designed to increase the profession's visibility in China. It is designed to showcase exactly what being a member of the IFoA can offer to students and employers. Detailed information is provided on the study routes and qualifications available. The project has benefited

hugely from the involvement of the actuary representatives in China and Singapore, Wen Li and Caryn Chua.



Newly Qualified

- (1) Congratulations to Huizi Wang, Pricing Actuary at Partnership Assurance who has qualified recently in the last diet of exams.
- (2) Congratulations to Shu Yuan Tan, Vice President at Freehold corporation who has qualified recently in the last diet of exams.
- (3) Congratulations to Xianglong Gan, Actuary at RenaissanceRe who has qualified recently in the last diet of exams.

Other News in Brief

Reporting likely to be biggest Solvency II challenge

On 3rd December, EIOPA released for consultation the second wave of both technical standards (which will be binding on both insurers and supervisors) and guidelines related to Solvency II. National competent authorities (NCA) must make every effort to comply with the guidelines, so insurers need to also assume that these will apply. The package of papers comprises 10 technical standard papers (equity dampener to follow) and 8 guideline papers containing nearly 180 individual guidelines. "The volume of papers is significant, especially on the reporting requirements, and it is going to take a significant amount of time to review these and assess what changes may be required to companies' existing Solvency II implementation work." Said Peter Ott, Head of Solvency II at KPMG.

Sanctions compound underlying issues in Russian insurance

Axco Insurance Information Services has released its latest report on the Russian insurance market, highlighting the impact that Western sanctions have had on an already fragile market. Although non-life premiums are predicted to grow 10% in 2014, this is primarily as a result of inflation and masks the inherent problems faced by the profession. Motor insurance is an area of particular concern; the average combined ratio for the market was close to 100% in 2013, but companies who relied on motor for over 50% of their premium income, recorded loss ratios of over 110%. With many Russians taking their insurance complaints to the courts in the expectation of payouts 50% higher than the norm, as well as a falling rouble increasing the cost of imported car parts, 2014 is likely see further deterioration.

Top investment managers' assets reach record levels

Assets managed by the world's largest 500 fund managers rose by almost 12% to reach a record US\$76.5 trillion in 2013, surpassing the previous high of over US\$69 trillion set in 2007. The Pensions & Investments / Towers Watson World 500 research shows that due to consistent growth of assets in the past six years, total assets have now more than doubled since 2002.

Pensioner bonds to pay up to 4%, Osborne confirms

The government's pensioner bonds, which become available next month in January, will pay interest at 2.8% for a one-year bond and 4% for a three-year bond, Chancellor George Osborne has announced. The bonds are only available to people aged 65 and over. There is a minimum investment of £500 and an investment limit of £10,000 per bond per person, although couples can hold bonds jointly. Investment firm Hargreaves Lansdown said the rates were significantly higher than those available on the open market and higher than the rate at which the government can borrow on the gilt market making them a net cost to the Treasury.

FTSE 350 deficit soars by 80%

The total deficit of defined benefit (DB) FTSE 350 pension schemes surged 80% over the year to date, according to Hymans Robertson. Falling gilt yields have driven the deficit from £50bn to £90bn as of 12 December 2014, a record high for pension liabilities for FTSE 350 firms. This is despite companies contributing £16bn into schemes. Commenting on the findings partner and head of corporate consulting Jon Hatchett, said: "These figures send a strong message to companies and pension trustees to place greater emphasis on managing the risks in pension schemes. Capital market volatility is an inescapable reality."

New investment opportunities with Shanghai-Hongkong Stock Exchange Connect

The commencement of the Shanghai-Hong Kong Stock Connect represents a major step forward for China's capital markets, allowing for the first time, cross border trading via the Hong Kong Exchange and Shanghai Exchange Mutual Market Access (MMA) link-up. As of today, foreign investors can invest in Shanghai Exchange stocks via the Hong Kong Exchange and Chinese investors can buy stocks listed in Hong Kong via the Shanghai Exchange. Stock Connect will give international fund managers unprecedented access to China's \$4.2 trillion stock market, and allow a combined \$3.8 billion of daily cross-border trading. The Shanghai-Hong Kong Stock Connect means more opportunities for investors worldwide to invest directly in the world's fastest growing economy via Hong Kong as a gateway. It signifies the next stage in the opening up of China's capital markets and will accelerate RMB internationalization.

£2trn opportunity for insurers as buyout deals set to double

The rate of defined benefit pension liabilities being transferred off company balance sheets to the

insurance market is set to double, according to PwC, as new technology means that pension schemes can get initial pricing for potential buyout/buy-in deals in days rather than weeks. PwC has reached agreement with the majority of insurers operating in the buyout market, for them to provide initial prices for the cost of insuring defined benefit pension obligations, using Skyval, the pensions valuations and analytics platform. Currently, as few as one in three formal buyout quotation requests from pension schemes lead to a transaction, due to dysfunctions in the process.

Global disaster events cost insurers \$34Bn says Swiss Re

According to preliminary sigma estimates, total economic losses from natural catastrophes and man-made disasters were USD 113 billion in 2014, down from USD 135 billion in 2013. Total economic losses from disaster events in 2014 reached USD 113 billion worldwide. Insured losses from natural catastrophes and man-made disasters totalled USD 34 billion in 2014, below recent annual averages. Around 11 000 people lost their lives in natural catastrophe and man-made disaster events in 2014. Out of the total economic losses, insurers covered USD 34 billion in 2014, down 24% from USD 45 billion in 2013. This year disaster events have claimed around 11 000 lives.

Towers Watson Longevity Direct gives direct access to market

Towers Watson has launched a new service enabling pension schemes to gain direct access to the reinsurance market in order to hedge longevity risk for their Defined Benefit liabilities. Based in Guernsey, Towers Watson Longevity Direct allows pension schemes to own a ready-made insurance cell that can write insurance and reinsurance contracts for longevity swap transactions. This structure significantly reduces the cost of hedging longevity risk for pension schemes by removing the need for an intermediary insurer to write the transaction. It also means bigger transactions can be completed and the best reinsurance pricing can be accessed.

CANUK Interviews



CANUK Interview 1

About the interviewee:



Full name *Muqiu Liu*
Universities / degrees
Cass Business School / MSc.
One line description of jobs to date
Experienced Investment actuary specialising in asset allocation and LDI
Current job *Senior Vice President at Redington Ltd*
Achievements that they are most proud of (any field) *Teaching my daughter learning new things*
Family: *My wife and daughter*
Favourite books: *三国演义, 金庸. 武侠*
Hobby / Interest *Football, Table Tennis, Chess and Computer Games*
Home province / region: *Jilin / China*
Favourite quotes: *"God helps those who help themselves"*
Email: muqiu.liu@redington.co.uk

Interview Q&A

1. Brief description of each experience/direction in your career:
 - o factual description
I started doing part time/project jobs during my final year of study at Cass. One of the project job I did with LPI2 consulting at the time was building a valuation systems for a buyout company. Upon finishing the project, I got my first full-time job with Redington, a new start-

up in the investment consultancy industry, and worked here since then.

- o what have you learnt
Although only three months, my first experience was very important for my career, it brought me into the space of UK pension industry and provided me with the essential knowledge.

Later on at Redington, benefited from joining early into this promising new firm, I have got early exposures to a wide range of businesses which offered me the chance to learn new stuff very quickly as the firm grew rapidly.

- o what you would do differently with the benefits of experiences to date
Life is just like a binomial tree of option payoffs, there are lots of different paths you can follow. But even you are given 10 lives, I still do not think you will find the optimum path. So yes, there are certainly things I would do differently if I were given a second chance, but I do not think doing it differently will necessarily lead me to a better life path.

2. Why did you choose the career path as a life/nonlife/investment actuary? What do you think of your career path? How many different ways can one become a life/nonlife/investment actuary (give 3 if possible)?

I did my dissertation in the area of pension risk management and longevity hedging. Worked on a couple of project jobs on pension valuation and got my first full time job with Redington, an investment consultant. Thus going down the investment actuarial path is fairly natural for me.

I am happy with my choice of career path so far, not only as it utilizes my knowledge learnt from years spent in University, but also matches my genuine interests.

3 ways to become an investment actuary:

- *Start your career as a trainee in an investment consultant firm;*

- *If you have a math/statistics degree and worked in a related industry, you will normally find you can apply for a few exemptions and that will be a good starting point;*
 - *If you did not start your career as an investment actuary, but want to transfer over. I have seen many successful cases before. Some brave ones take a career break to study an actuarial course and start the career all over again.*
3. What do life/nonlife/investment actuaries do in the UK (work scope, type of employers, career path etc.) from your point of view?
My work as an investment actuary in an investment consultancy firm consists of helping clients understand, manage and hedge the risk exposures within their portfolio and making asset allocation decisions.
4. Could you please describe your typical day (in less than 100 words)? Could you please describe your current work scope? Which one do you think is most valuable? Which is most interesting? Why?
My working day is from 8am to 6pm on the paper, but it is in fact, more flexible than it sounds. As commonly the case in the consultancy industry, a working day is not defined by how many hours you work, but how many tasks/projects you have completed. Thus most of the time, you will have the control over your own time. But more flexibility also means you need a strong time control and planning ability to manage your deadlines.
In terms of work scope, we provide a wide range of products and services to our clients. Many of these clients are long term clients and we provide them a variety of investment advices. From making asset allocation decisions to structuring LDI hedging solution down to specific manager selection process etc. It is very interesting and exciting to be able to get involved in the details of every steps. And when you provide review of the
- client's portfolio performance, you will learn how valuable your advice is to their fund.*
5. What do you think is the key successful factor as a life/nonlife/investment actuary?
There are certainly many characteristics a successful investment actuary needs to have. However, if I am picking up a single one here, then, it is the ability to deliver the right message to the right audiences at the right timing.
6. What's the advantage and disadvantage of an actuary working in the relevant industry, compared to other professional such as statisticians or underwriters?
Actuaries are regulated by their own code of conduct and when working in their relevant industry, they do need to put the professional requirements in mind.
i.e. as an investment actuary, it is not uncommon to find yourself in a situation where you need to face different clients, both internal and external, some are specialists and some less so. As an actuary working under these circumstances, you do need to ensure the communication is clear and timely and the method of communication is appropriately addressed to the target audiences.
7. For those who are working in actuarial fields other than life/nonlife/investment, would you suggest them changing to your field? Who should take this change and who should not?
This always comes down to your own judgment. My advice is staying in the field which you have the most passion. If you are working on something you dislike, then even that is a rising sector, you will not enjoy the day to day working life.
8. What are you looking for from your career? and from your life? How has this changed over time?
I, like many others, have my career goal, as well as my personal life goal. But I do not fancy setting a long term, or ultimate goal, such as becoming a CEO of a company or the equivalent.

I tend to focus on short to medium term goals, and set realistic and measurable targets, so I can always track and review my progress and make modifications if necessary. I believe if I could consistently achieve my short term target, then my ultimate destination will not be too bad.

9. What is your view of the impact of the current financial crisis on actuaries, specifically life nonlife/investment actuaries (if any)? Will this crisis lead to more or less opportunities for actuaries, your area of practice in particular? Could their skill sets be used in a wider context to address today's ills in the banking world?

The current financial crises do affect us as investment actuaries in the consultancy business. On the one hands, clients are getting more and more scrutinized over their investment decisions and the worsening of the client's financial status forced them to make cost cutting measures. On the other hands, the aftermath of the financial crisis stressed the importance of making correct asset allocation decisions and managing risk. Thus clients are more engaged with their consultants now than before.

These could be both risks and opportunities for us. The challenge is how to quickly equip ourselves with essential skills and knowledge, so we are able to understand the clients' concerns and meet their increased demand by providing advice to solve the client's specific problem in this challenging environment.

10. What If career choices

- with all your experiences to date, what would you choose to do differently
I did have the opportunity to broaden my experience by going into a different career route a few years ago, but I do not think there is anything to regret about. And as I put it earlier, I believe it is more important to focus on achieving current targets, rather than looking back.
- If you were a graduate, would you follow the same path you have followed to date? If not what would that be?
I may still follow the same path I have followed to date. Looking back to my

earlier life, I have always been the explorer type of person. My high school was a newly developed one, and I was the first cohort of alumnus of that school. When I choose my university, I chose the course that is making their first attempt to offer the 2+2 program to have first 2 years and study in China and 2 years in the UK. Thus it does not surprise myself when I decided to accept the job offer from this small new start-up over another job offer to join a well-established life office.

- Advice

It is very important to make a good start to your career, and choose the career path you love. I understand this is difficult for graduates, as you will only know the details about a job whilst you are working on it. Thus I would recommend you take the effort to get an internship, or part time job experience during your university life. These experience will not only improve the contents of your CV but more importantly, give you an idea about what the job looks like in real life.

LIFE AND TIMES

CV MILESTONES

*2007 Joined Redington as an investment analyst
2013 Senior Vice President of Redington Ltd*

PERSONAL LIFE

I am a big sport fan, plays and watches many different sports, including football, table tennis, tennis, badminton, basketball etc. But my favorite sport amongst these is football. I set up a team and we train every Saturday and occasionally play in local tournaments.

Apart from football, I enjoys playing with computers, reading books, and watching films.

I became a dad of a lovely daughter three years ago, so I am now spending more of my personal time with her.

BEST ADVICE I'VE RECEIVED

My grandpa used to tell me, to develop your career, the most important thing is to keep improving your technical capability. Always treat yourself as an apprentice, keep learning new things and improve existing knowledge. It might be slow, but you will eventually benefit and see the success.



CANUK Interview 2

About the interviewee:



Full name Yi Yu
Universities / degrees
 Heriot-Watt University/BSc
One line description of jobs to date
 Specialise in Capital and Risk modeling for Life Insurance
Current job Asset Methodology Development Manager at Standard Life

Achievements that they are most proud of (any field): Tough Mudder 2013 finisher, first Half Marathon done in 1:47, and take my parents travel.

Favourite books: *The Portrait of An Artist as A Young Man*

Hobby / Interest: travelling to exotic places, photography, culture and languages.

Home province / region: Qingdao/China

Favourite quotes: "Life is not about finding yourself. Life is about creating yourself."

Email: yi_yu@standardlife.com

Interview Q&A

1. Brief description of each experience/direction in your career:

- o factual description
I started my career in a small pension consultancy called HamishWilson where I did almost everything from simple individual transfer value calculations, complicated triennial valuations, valuation model development, attending client meeting and new client pitches. After spending 3 years in Pensions I switched to Life. I joined Standard Life in 2011 and have done a few different roles including stochastic modeling, financial risk methodology and model development for Solvency II, a 6 months secondment in China.
- o what have you learnt
Starting my career in a small office I had the benefit of being exposed to a broad

breath of experience. As well as picking up technical skills and knowledge, I have also seen much of the client side and learned what their interests are and saw the importance of communication.

Moving to Standard Life has been quite a challenge at the beginning, not only I had to grasp a whole lot of new knowledge and skills very quickly but also to adjust the change from a small office to be very big office. I have learned a lot from working with some of the industry leading methodologies and models. It's also interesting to see the governance and risk management side.

- o what you would do differently with the benefits of experiences to date
I believe each experience is unique and can offer you something different and valuable if you treat it with the right attitude. I don't think I would do anything dramatically differently. I would probably say to take more initiative early in my career.

2. Why did you choose the career path as a life/nonlife/investment actuary? What do you think of your career path? How many different ways can one become a life/nonlife/investment actuary (give 3 if possible)?

As you might have already seen, my career path has not been the most direct and efficient. It's nice if you have a clear direction in mind and are able to get onto it from the very beginning. However that's not always the case for most people. What I want to say is that it's ok if you are not sure or can't get into your dream job immediately. Things will become clearer and future opportunities will emerge.

3. What do life/nonlife/investment actuaries do in the UK (work scope, type of employers, career path etc.) from your point of view?

For Risk and Capital actuaries, the main work includes reporting and managing the balance sheet, asset and liability management, methodology and model development for risk modeling and capital planning.

4. Could you please describe your typical day (in less than 100 words)? Could you please describe your current work scope? Which one do you think is most valuable? Which is most interesting? Why?

My standard working day is from 930 to 1730. It's flexible so it changes from time to time to cater my work and life needs. A piece of development work can last for a couple of months, in the middle of which my day might just be me thinking, testing or writing up stuff. When it gets close to the review and approval stage, there will be more interaction with different stakeholders. It's very important to engage your stakeholders early in the process so there won't be any surprises. The most interesting and challenging part is probably the way you communicate your proposal and how you convince people that it is the most appropriate.

5. What do you think is the key successful factor as a life/nonlife/investment actuary?

Know your stuff

Be someone people like to work with

Take responsibilities and know how to manage them

Great communication and influencing skills

6. For those who are working in actuarial fields other than life/nonlife/investment, would you suggest them changing to your field? Who should take this change and who should not?

I have changed from Pensions to Life, it not easy but I enjoyed it. I couldn't tell you if I am now better or worse off. But I am happy with where I am. I would say do some thorough research, think carefully the pros and cons and investigate the feasibility. Once you make up your mind just go and pursue it. As someone said "If you are not happy where you are, Move! You are not a tree".

7. What are you looking for from your career? and from your life? How has this changed over time?

What I am looking for in my career now is one that can provide me a good life style and equally importantly one that I enjoy spending one third of my days doing. I think this

changes over time as the life style you desire changes. Luckily within the actuarial job family it can provide you with a wide range of choices that will be meet your needs.

8. What is your view of the impact of the current financial crisis on actuaries, specifically life nonlife/investment actuaries (if any)? Will this crisis lead to more or less opportunities for actuaries, your area of practice in particular? Could their skill sets be used in a wider context to address today's ills in the banking world?

The crisis, the changes in the regulatory requirements, and the changes in the market are reshaping the life insurance industry. Actuaries are facing lots of challenges including protecting the balance sheet and creating value from ALM in this volatile and adverse environment, developing the most appropriate methodology and models to help the decision makers understand the risks and to make the most appropriate decisions, developing products that best meet the needs of the new regulatory requirements and market needs.

With Solvency II approaching, there should be plenty of opportunities in the short term. But with the development of reporting processes to meet the SII requirements, we should see a reduction in the opportunities in the reporting area in the long term as every company is trying to automate their processes as much as they possibly can. However the demand for actuaries in capital and risk management should still be strong. The ability to understand the risks the business is exposed to and communicate them to senior management should be key.

9. What If career choices

- with all your experiences to date, what would you choose to do differently
I'd probably try to get into an internship back in uni.
- If you were a graduate, would you follow the same path you have followed to date? If not what would that be?
I am not sure. There are things you just have to go through and experience yourself. It's more about the journey

rather than the results. It's very difficult to say that one path is definitely better than another.

o Advice

Your career is a long path, it's worth spending good time and effort making sure you are on the right path. Generally every experience is good experience especially at the early stage. The different things you learned will benefit you later in your career. Be open to different opportunities, you never know what it will bring.

10. Any other comments you wish to make/share.

Sometimes the person who got the job is not necessarily the person who is the best suited for the job, but the person who wants the job the most.

There are many ways to become a GI actuary. I found my mathematics degree helpful for a GI actuarial career, but it is not a "must". Some people switched from other industries to GI and some with a good statistical background or work as a statistician can also join the GI. I have seen some people with science and cat modeling background joining the actuarial teams. Becoming a Lloyds market actuary may require some additional skills such as good communication, negotiation and people management because of the more traditional and face-to-face type business in the London market.

3. What do life/nonlife/investment actuaries do in the UK (work scope, type of employers, career path etc.) from your point of view?

Pricing, reserving and capital modeling are the three main areas that GI actuaries work in. Some actuaries also work in enterprise risk management, catastrophe modeling and underwriting. GI actuaries mainly work in GI insurers, consultancy companies, or as contractors and being self-employed.

4. Could you please describe your typical day (in less than 100 words)? Could you please describe your current work scope? Which one do you think is most valuable? Which is most interesting? Why?

My typical day normally starts with going through emails and setting a to do list for the day. I tend to have a few projects at the same time and prioritisation is probably a key. The pricing projects I am currently involved are quite diversified, including improving a general aviation rating model, reviewing our global fire insurance rating, testing the impact of global flood and tornado hail rates, personal accident portfolio analysis and designing a global graphical reporting system. The projects I am working on are very interesting, especially the pricing and rating reviews. Better ratings will help the company to improve profitability and identify better business opportunities.

5. What do you think is the key successful factor as a life/nonlife/investment actuary?
I think the key is to be passionate about what you are doing. To think more and think hard rather than doing what you are told to do is very important for developing your own views.

6. What's the advantage and disadvantage of an actuary working in the relevant industry, compared to other professional such as statisticians or underwriters?

Being an actuary means you have to know both the technical and business sides. This distinguishes actuaries from statistician and underwriters. In my view, this is also why the actuarial exams do not just cover mathematics, but also economics, accounting, working techniques and application modules.

7. For those who are working in actuarial fields other than life/nonlife/investment, would you suggest them changing to your field? Who should take this change and who should not?
Unless you are really not happy with the field you are currently working on, I wouldn't recommend a change. Changing means you may have to restart from the beginning or take a few steps back. There is always something interesting and something less so about each field.

8. What are you looking for from your career? and from your life? How has this changed over time?

I enjoy what I am currently doing and especially researching on different insurance products. Reading published papers and learning something new everyday keep me moving forwards. In the future, I would like to get involved in research, education and teaching. To become a teacher has been one of my dreams since I was young.

9. What is your view of the impact of the current financial crisis on actuaries, specifically life nonlife/investment actuaries (if any)? Will this crisis lead to more or less opportunities for actuaries, your area of practice in particular?

I believe actuaries can find their own place in either a good or a bad market environment.

The 2008 financial crisis led companies to become more focused on risk controls and risk selections. As a result, this created more demand for actuaries, especial those working in risk management, capital modeling as well as pricing.

10. What If career choices

- with all your experiences to date, what would you choose to do differently
I would like to take a part-time PhD course to study climatology. Climate changes have a wide application in actuarial sector, especially for catastrophe pricing.
- If you were a graduate, would you follow the same path you have followed to date? If not what would that be?
I wish I could have joint the Lloyds insurance market earlier.
- Advice
Doing more research and talking to people working in different sectors.

11. Any other comments you wish to make/share.
Always be prepared!

LIFE AND TIMES

CV MILESTONES

2007 Graduated from Cambridge

2008 Graduated from Oxford

2008 Joined AXA household team as a pricing and reserving analyst

2010 Joined Chaucer Insurance as a motor pricing analyst

2012 – present Joined Catlin and work in the central pricing team

PERSONAL LIFE

I like keeping myself busy both inside and outside work. I enjoy international Latin dancing and spend a lot of my spare time on it. I am a typical “king of microphone” (Mai Ba!) in karaoke. I have a goal to travel at least one new country each year. I would also like to improve my skiing and go on a ski trip once a year.

BEST ADVICE I'VE RECEIVED

“Keep working hard on what you love”

CANUK Activities

中国偿二代国际研讨会

全球再保险巨头瑞士再保险集团 2014 年 12 月 14 日在瑞士苏黎世召开“中国偿二代国际研讨会”，并发布《风险对话》中国偿二代专刊。研讨会邀请中国保监会的监督官员及偿二代建设主要成员（包括 CANUK committee member 王海晶）对“偿二代”做了全面讲解。来自欧洲和中国保险公司的代表、金融监管机构官员、中介机构代表以及保险学者专家，围绕中国“偿二代”进行了热烈交流。

以下文章转自《中国证券网》

与会代表高度关注中国“偿二代”建设及其成果，普遍认为其将对中国保险市场乃至全球保险市场产生积极而深远的影响。

《风险对话》中国偿二代专刊共收录中国保监会陈文辉副主席、欧盟偿付能力 II 之父 Karen Van Hulle 教授、标准普尔亚洲董事总经理 Connie Wong、St. John's 大学 W. Jean Kwon 教授、《亚洲保险评论》副主编尧洪兴 (Benjamin Ang) 等 5 人的文章。

陈文辉副主席在题为《市场化改革与经济全球化下的中国风险导向偿付能力体系》的文章中强调，顺应经济全球化和中国保险业市场化改革的需求，中国保监会积极探索保险业偿付能力监管改革的道路和模式，在 2012 年 3 月正式启动中国“偿二代”建设。

经过 3 年时间的研究、测试和建设，到 2014 年底，中国基本建成了新的以风险为导向、符合中国保险业市场化改革需要，具有国际可比性的偿付能力监管体系。

中国“偿二代”即将正式发布标准并尽快实施，中国愿意与各国分享偿付能力监管改革的经验，推动全球偿付能力监管标准的进步，共同促进全球保险市场的可持续健康发展。

Karen Van Hulle 教授在题为《中国偿二代：相通于偿付能力 II 的监管制度》的文章中指出，中国“偿二代”的目标是在资本要求与风险之间建立关联，这与欧盟偿付能力 II 是相通的。W. Jean Kwon 教授在题为《偿二代与中外保险公司经营》的文章中指出，中国保险市场从偿二代建设和实施所获得的收益远高于其实施成本。

Connie Wong 在题为《以风险为导向的偿二代是中国保险市场的新纪元》的文章中指出，中国“偿二代”框架清晰，符合中国保险市场的实际，将对行业发展产生积极影响。

尧洪兴对中国部分保险公司高层进行了采访，撰写了《中国推行偿二代的时机已成熟》的文章。受访者认为，随着中国保险市场快速发展，推行以风险为导向的偿付能力监管体系的时机已成熟。

除发布专刊外，研讨会围绕中国“偿二代”及其影响进行了深入的交流与讨论。研讨会由瑞士再保险中国总裁陆勤主持。

中国保监会财务会计部（偿付能力监管部）副主任赵宇龙博士以《新制度、新机遇》为题对中国“偿二代”进行了全面讲解。赵宇龙是“偿二代”整个项目的主要负责人之一，全程设计并参加了中国“偿二代”建设。他在演讲中指出，中国“偿二代”建设的目标是要科学准确地计量风险并提高对风险的敏感度，推动行业不断提升风险管理能力，也为其他发展中国家提供改革经验。

他表示，中国“偿二代”采用三支柱的框架，具有风险导向、符合实际、国际可比的特征。

他强调，中国“偿二代”在资产负债评估原则、寿险合同负债评估、综合因子法、风险管理要求与评估（SARMRA）、风险综合评级（IRT）等方面都充分体现了中国保险市场的实情。

多轮定量测试结果表明，中国“偿二代”是一套科学的体系，实现了预定的目标。随着中国对外开放和市场化改革的深入以及“偿二代”的实施，中国保险市场将更开放、更有效率，继续保持良好的发展势头。



CANUK & KSS Joint Event in Edinburgh

On Thursday 4th December 2014, we had our first Joint event with a Scottish actuarial society - KSS (Knowledge Sharing Scotland), this was hosted by KSS at the IFoA's office in Edinburgh. Despite the challenging local weather as well as relatively quiet period of the year, it was an exciting and successful event with a better than expected attendance. It was also a fantastic opportunity for members from both societies to network and share information and experiences in an informal environment.

Our two speakers: Steven Yang Yu (Redington), John Atherton (Standard Life) shared interesting and valuable experience about investment opportunities as well as work experience in the fast growing emerging market. You can view the presentation [here](#).



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Chinese Actuarial Network UK



Steven Yang Yu – Co-head of ALM & Investment Strategies at Redington Ltd

Presentation Title – Trends and opportunities of investing in emerging markets

Presentation Summary - The main objective of Steven's presentation is to highlight the fast growing trend in emerging market especially China as well as potential opportunities for institutional investors.

Specifically, he has talked about:

- High level economic outlook of emerging market and why they should be considered as part of the opportunity set
- What type of asset strategies can be implemented by institutional investors
- Use China as an example/case study to highlight the key trends due to technological change and the practical implication to potential investors



John Atherton – Head of Capital & Risk Management Development at Standard Life

Presentation Title – An Englishman in PRC

Presentation Summary - John Atherton is a UK qualified actuary who recently spent 5 years in China working for the JV of his UK company. During a period of rapid change in China and its financial service market, he was involved in the full spectrum of finance and risk management performing the roles of Chief Actuary, CFO and CRO as an Executive Team member. In John's presentation, he kindly gave us a brief overview of what it is like for a foreigner to work in this fast paced environment while trying to understand and respect the significant social and cultural differences.

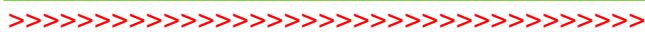
与来自祖国的大学生交流

2014年8月9日，牛津大学为来自中国参加夏令营的名校大学生们举办了一场关于金融行业的交流会，邀请了一些在金融行业从业多年的专业人士，包括 CANUK 社团的张非非先生和于扬先生。在交流会中，学生们聆听了在英国的金融行业从业者的工作经验，生活体会以及未来国际金融市场的发展趋势。同时学生们也与嘉宾们进行了深入的交流。学生们的提问非常有意思，也代表了当代大学生们的思想。请大家看看这些问题，如果是你，你会给出怎样的答案呢：)

1. 对中国留学生在英国找工作的机会和市场怎么样，会不会比英国同学有竞争劣势呢？是语言上的，专业上的，还是文化层面的呢？
2. 对现在的大学生职业道路规划有什么建议吗？比如，先出国还是先工作？在国内读研还是在海外读研？可以拿行业举例。
3. 现在出国读书到底值还是不值？很多人觉得直接在国内工作，有工作经验更重要，出国不那么重要了。
4. 对当今大学生求职，有什么建议，平时除了学习应该注意培养哪些方面的素质？



Features - UK



5 lessons learnt in my current role

Aaron Kok

ALM and Investment Strategy Analyst at Redington Ltd



Having spent many days and nights in graduate job hunting and a holiday back in Malaysia, I am now back in London to continue my actuarial career. Moving from academic to practitioner, I would like to share with you 5 lessons I have learnt in my current role:

1. Envision your future

“The most effective way I know to begin with the end in mind is to develop a personal mission statement or philosophy or creed.” – Stephen Covey

Setting goals and objectives help me to stay focused and plan my priorities effectively. Working in a fast-paced consulting business, it's crucial to set weekly goals and priorities and to be flexible in adopting changes where necessary. My long-term goal is to help people to secure their financial future and to attain peace of mind. Having vision and goals help me to determine the purpose of my work and keep me motivated. To achieve my goals, I constantly remind myself of my long-term vision and develop short-term action plans. I define my objectives using S.M.A.R.T – Specific,

Measurable, Achievable, Relevant and Time-bound.

To help people feel confident in their financial future, which is in line with our company's vision, I am currently volunteering for a financial education programme for young people called [RedSTART](#). Our goal is to put people in control of their finances, teaching them the skills they need to successfully and sustainably manage their financial futures from a young age.

Lesson learnt: *Setting goals and objectives*

2. Find your purpose and stay focused

“Without context, a piece of information is just a dot. It floats in your brain with a lot of other dots and doesn't mean a damn thing. Knowledge is information-in-context... connecting the dots.” – Michael Ventura

In Redington, people always ask the question “why”? Setting a context and knowing the purpose in advance help us to stay focused and to allocate our time and resources effectively. Problem solving becomes effective if we have a context in place. Assuming that you are the only one who is able to attend a meeting at one time, would you choose to attend an important meeting with an existing small client or attending an event with the opportunities to meet potential large clients?

At my workplace, I learnt to set the context when I have been allocated tasks. The level of importance and urgency would determine the priority of the tasks and it also helps me to stay focused. There was one incident where I had signed up for a seminar to build up my technical knowledge and networking with top fund managers and other consultants. However, closer to the day, I was given a task for one of our biggest clients. Attending seminar and doing work for client are both important but client work should come first. Therefore, setting the context helps us in prioritisation.

Lesson learnt: *Ask the question WHY? Set the context first before content*

3. Together we are stronger

"If you want to go fast, go alone. If you want to go far, go together." – African proverb

This is a quote shared by our Co-CEO, Rob Gardner, during our graduate breakfast with him. In Redington, we believe in teamwork and the power of knowledge sharing. I remember our managers told us when we first joined that people who perform well will get promoted regardless how many of us are doing well in our jobs. Having a right mind-set, we have developed strong teamwork and strong relationship among the graduates. We share our ideas, knowledge, tips, news and much more to help and encourage each other in the workplace. We have worked well together as a team to deliver several projects.

In teamwork, I learnt to listen to others and recognise other people's work. There was a time I proposed a new idea in a group discussion. I was prepared to be challenged but I am open to receive feedback in order to enrich my suggestion. The fact that we incorporated everyone's views and comments meant we were able to produce a greater piece of work than we were doing individually.

Lesson learnt: *Believe in teamwork*

4. Make most of who you are

"The snow goose need not bathe to make itself white. Neither need you do anything but be yourself." – Lao Tzu

夫鹄不日浴而白，乌不日黔而黑。 — 《庄子·天运》

Having been born in a traditional Chinese family, I grew up in an environment that is relatively close minded. Sometimes I feel hesitant to share my ideas and propose suggestions. In Redington, we are encouraged to share our ideas and opinions and to give and receive honest feedback. This would definitely enhance our personal and professional development and I believe this is how we can maximise our full potential in the workplace.

In my current role, I learnt to put my ideas forward that could benefit the business. For example, to improve one of our reports for clients, I took the initiative to talk to various people and collate their ideas and opinions. Having collected all the information I could find, I set up a meeting with my colleagues from different teams to discuss the solutions. We have then come out with a framework to enhance our reporting.

Lesson learnt: *Be open and honest and take initiative*

5. Simplicity is the ultimate sophistication

"If you can't explain it to a six year old, you don't understand it yourself." – Albert Einstein

In actuarial studies, we learnt to explain complex ideas in an easy-to-understand way. This is particularly important when we communicate with non-technical people. Working in investment consultancy, I learnt to keep things simple and make clear communication, both in written reports and presentations. The power of keeping things simple is that we can stay focused on the key messages when we communicate with our audiences. If we can't explain it simply, we don't understand it well enough, according to Albert Einstein. Therefore, the key to achieve simplicity is to understand the complexity before we simplified them.

In my current role, I was involved in a project with another 2 graduates where we had to screen through 120 applications with over 700 pages for an award judging process. We spent more than 70 hours reading, analysing and reviewing. At the end, we picked the top 6 applicants and delivered key highlights in a 7-minute presentation.

Lesson learnt: *Keep it simple and clear*

All the best in your career!

Keep connected on LinkedIn at

<http://uk.linkedin.com/in/aaronkok88>

Jobs

Insurance VP/Senior Associate

Position: Insurance - Investment Director (VP) / Senior Investment Manager (Senior Associate)

Job Type: Permanent

Location: London, UK

Package: Market competitive

Company background: Fosun International (00656.HK) was founded in 1992 and is one of China's largest investment companies. As of today, Fosun has established a development model powered by four growth engines comprising "insurance, industrial operations, investment and asset management". Fosun seeks value investment opportunities on a global basis, implementing its unique investment approach of "leveraging global resources with China's growth momentum", and through implementation of its philosophy of value investment, Fosun's vision is to become "a premium global investment group".

Reporting line:

The candidate will report directly to Managing Director of Fosun UK.

Key responsibilities:

- Assisting the Managing Director and the team in all aspects of the firm's operations, including but not limited to formulating and executing its overall insurance investment strategy particularly in the UK and Pan-Europe region
- Deal origination and selection
- Financial modeling, due diligence, LBO financing, transaction structuring, negotiation and other aspects of deal execution
- Monitoring existing portfolio companies
- Exits of portfolio companies
- Being an important member of the team in London, exhibiting the professionalism of Fosun in dealing with both internal and external parties

Desired experience and characteristics:

- 5-8 years of working experience in the insurance field with reputable firms in the European markets, such as:
 - M&A associate or VP with an investment bank
 - Investment associate or VP with a private equity fund
 - Transaction manager from the corporate finance practice of a leading accounting firm
 - Corporate strategy or ALM strategy in a major insurance company
- Highly analytical, in particular in asset liability analysis
- Excellent working knowledge with capital markets instruments
- Strong written and oral communication skills
- Fluent in both English and Mandarin (exceptional and Motivated candidates without Mandarin capability might also be considered)
- Self-driven and highly motivated
- Actuary qualification is a big plus

Contact:

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Senior Actuarial Analyst

Location: **London**
 Category: **Actuarial General Insurance**
 Type: **Permanent**
 Pay range: **Market Rate**
 Consultant: **Rebecca Gibson**
 Telephone: **01256 844088**
 Description: To assist the Reserving Actuary in the execution of reserving duties and associated management information. To assist with the future development of the Actuarial Function, Technical provisions under Solvency II and any associated business development work

Capital Modeller

Location: **London**
 Category: **Actuarial General Insurance**
 Type: **Permanent**
 Pay range: **Market Range**
 Consultant: **David Ellis**
 Telephone: **+44 1256 844088**
 Description: An experienced capital modeller is sought to help take model use to the next level and play a key part in the continuing development of this high profile business function.

Reinsurance Pricing Actuary

Location: **London**
 Category: **Actuarial General Insurance**
 Type: **Permanent**
 Pay range: **Market Range**
 Consultant: **Rebecca Gibson**
 Telephone: **+44 1256 844088**
 Description: Our client is currently recruiting an Actuarial Analyst to join their Analytics team in

London. The Actuarial Analyst will be primarily responsible for providing expert actuarial analysis and modelling in support of placement services. You will also promote the use of analytical tools and services throughout the business and client development.

Pensions Actuary

Category: **Actuarial Pensions**
 Type: **Permanent**
 Pay range: **Market Rate**
 Consultant: **Joanna Aymes**
 Telephone: **01256 844088**
 Description: Our client is looking for a nearly or newly Qualified Actuary. You will be working with a variety of clients, some trustee and some corporate, for a range of scheme types and sizes.

Project Actuary (nearly/newly qualified)

Location: **London**
 Category: **Actuarial Life**
 Type: **Permanent/ Reinsurance**
 Pay range: **up to 75'000 basic+ excellent benefits**
 Consultant: **Despo Mouyis**
 Telephone: **+44 (0) 2032079793**
 Description: The successful individual will report to the Head of Actuarial Reporting and will be responsible for the Solvency II Profit and Loss Attribution process in addition to project and process improvement work. The role involves project management responsibilities and exposure to senior management. Excellent Communication skills are needed and the confidence to lead projects. Financial Reporting experience is beneficial.

Actuarial Consultants (Student and Qualified Acturaries)

Location: **London/Bristol/Edinburgh**
 Category: **Actuarial Life**
 Type: **Permanent**
 Pay range: **Market Rate**
 Consultant: **UK Life Team**

Telephone: **+44 (0) 1256 844088**

Description: We have a number of exciting consulting opportunities, both at student and qualified levels. Working for consultancies will give you exposure to a variety of actuarial techniques as well as clients. Skill sets that are of interest range from Solvency II, ALM, Capital, Pricing, Modelling and Reporting experience. Working for a consultancy requires strong academic

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