



Actuarial Challenges in CEE

UBS – P&C Insurance and Reinsurance in Europe –
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Basically:
Actuarial issues
are
BORING!

So,
let's talk about
BUSINESS in general
(from a somehow actuarial point of view)

The Challenge No. 1:

**How to establish
actuarial competence
throughout VIG**

Establishment of an actuarial NETWORK Club Math

**Equal level
of
actuarial understanding**

Actuarial Network:
Taking care of
Profitability
and
Economic Efficiency

Profitability

Setting up the equivalent
between

Premiums
collected

and

Claims and
Benefits paid

plus Profit

Economic Efficiency

..... insurance **BUSINESS !**

A key word in CEE is:
DEVELOPMENT

CEE Market



The Challenge No. 2:

**How to anticipate the
Future Development of
CEE Markets**

Drivers behind the Developments (1):

interest rates ↓

mortality ↓

client behaviour ↔

value of private property ↑

Drivers behind the Developments (2):

solvency requirements ↑

minimum risk coverages ↑

price sensibility ↑

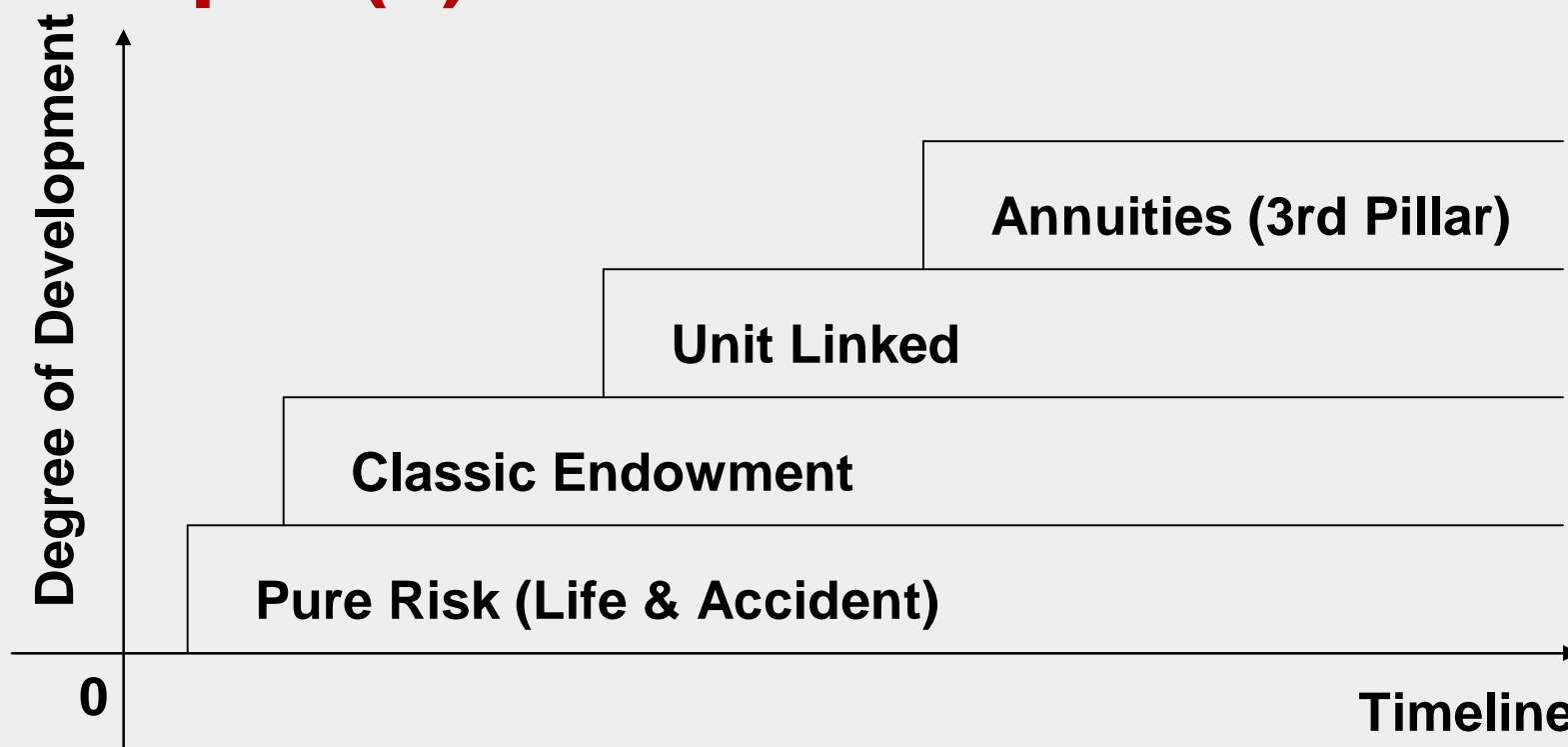
solidarity ↓

Example (1): MTPL + Casco

Old Car → Owned → MTPL

New Car → Leased → MTPL and Casco

Example (2): Life Insurance



**Thank you
for your Attention!**

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