

ASSESSING INSURANCE COMPANIES IN TURBULENT TIMES: A FRAMEWORK FOR INVESTORS

Presenters:

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KEYNOTE

Eunice Chu, FCCA

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ACCA



70
YEARS
HONG KONG



Assessing Insurance Companies in Turbulent Times: A Framework for Investors

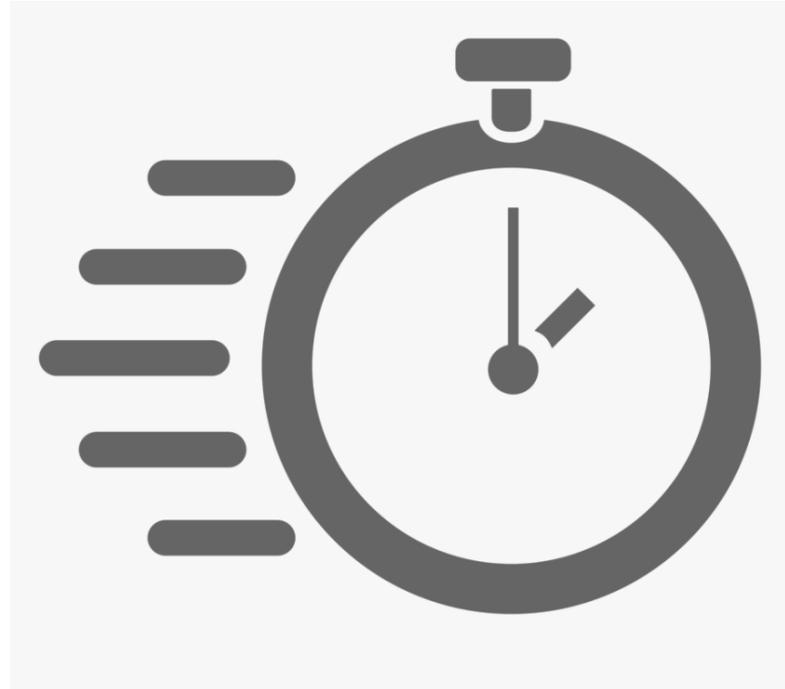
By Eunice Chu
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Think Ahead

Characteristics



Cashflow

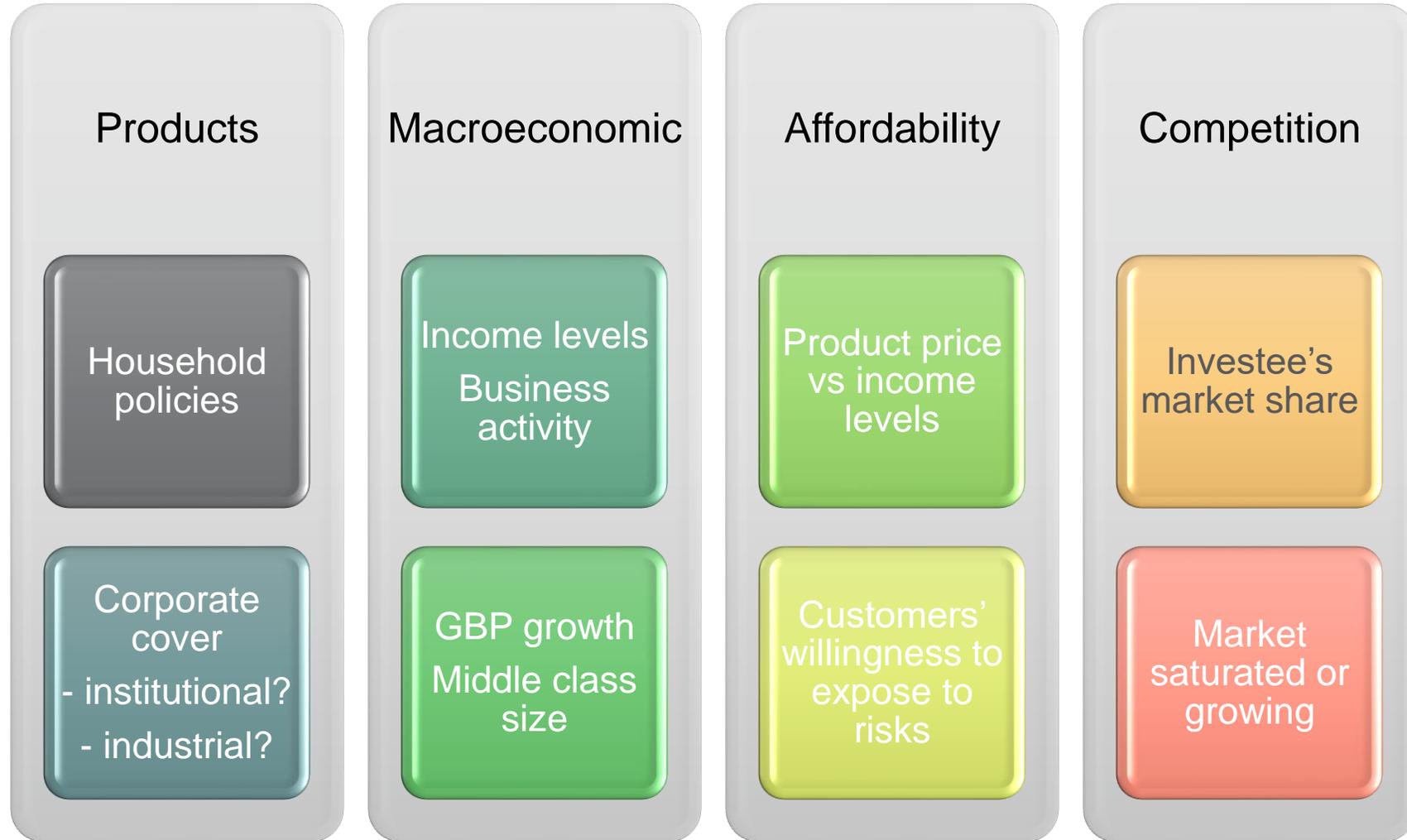


Time consuming

Forces reshaping the industry

1. Customer acquisition and marketing – more targeted approach
2. Claims – automated handling
3. Underwriting and product pricing: Big data → fairer & accurate pricing

Framework to assess insurance companies



Company activity



- On –demand products, click-and-buy generation
- Smart home sensors
- Wearable health sensors
- Big data filter out high-risk group
- Fairer pricing

Life Insurance – framework of assessment

- Protection vs investment products
- Investment projects: whole life, universal life, variable life or retirement products
- Share of insurance products as % household savings
- Birth rate \ Population growth rate
- Size of working age population
- Life expectancy \ mortality

Health Insurance – framework of assessment

- **Healthcare services** – universal healthcare?
- **Employer provided health cover mandatory?**
- Healthcare sector – public or private or mixed?
- Target segment – individual, institutional, government ?
- Average life expectancy
- Health consciousness of the market

Property & Casualty Insurance – framework of assessment

- **Macroeconomic growth** and **property ownership**
- Trends in **private automobile ownership** and accidents
- Responsible driving award?
- Auto ownership vs access-based consumption models
- Assumption of extreme weather



Think Ahead **70**
HONG KONG YEARS



Thank you

Panel Discussion



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THANK YOU

