

Inside Asia: Opportunity & Market Insights

27 August 2024

Actuaries
Institute.



Speakers:



Andy Yang

BEC (Hons), FIAA, FFin, GAICD

With over 30 years experience across 7 Asia-Pacific countries, Andy is an actuary who has worked in the investment management and insurance industries. His breadth of experience includes portfolio management, ALM, insurance investment, risk management, business development/M&A, product development, and performance/attribution analysis. Andy has worked with multiple asset classes including equities, fixed income, mortgages, real estate, derivatives, structured investments, infrastructure, private debt and equity. Andy is currently an INED with Fubon Hyundai Life Ltd.

Andy graduated from Macquarie University, Sydney with a BEc (Hons) in Investments and a BEc in Actuarial Studies. He is a Fellow of the Institute of Actuaries of Australia and has served twice as a Board Member of the Actuaries Institute. He is a Graduate of the Australian Institute of Corporate Directors.

The Actuaries Institute Australia wants to support its members to succeed in a fast-paced and dynamic Asian market

- Introduction to Asian markets for actuarial students
- Panel - Audience Q&A
- Continuing the actuarial journey in Asia, joining the Australian actuarial community in Asia and staying connected



Panelist:



Khang Huynh

Actuarial Educator, Actuaries Institute

Khang has 20+ years in life insurance across Australia and Asia.

Before joining the Institute Khang was CEO at FWD Insurance, Vietnam. Prior roles include actuarial, financial and distribution roles at Dai-ichi Life, IAG, MLC, and Westpac, focusing on product development, financials and sale channel management.

Khang is excited to share his expertise with the actuarial students on the journey to build successful career as an Actuary in Australia and/or overseas.

Panelist:



Kevin Pun

Financial Institutions Group at Apollo,
Singapore

Kevin started his career in Sydney and has spent some time in London and Hong Kong before moving over to Singapore in June 2023.

He is an experienced actuary with a variety of prior roles within the insurance industry. Kevin is a Fellow of the Institute of Actuaries of Australia and a CFA Charterholder.

Panelist:



Qian Chen

Product Development, Cigna
Healthcare Hong Kong



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Originally from Perth and now residing in Hong Kong since 2023, Qian has seamlessly integrated into the Institute Hong Kong community. Qian is a versatile and bilingual business professional with a decade of progressive experience gained from diverse organisations and industries. She brings valuable insights from her background in the Australian private health insurance industry and excels in generating actuarial value within various projects and initiatives across the broader business landscape.

Qian actively contributes to the community through her involvement in volunteering, and this year, she joined the Young Actuaries Advisory Board (YAAB). She is keen to foster connections and engage with young actuaries throughout Asia.

Asia Liaison Manager:



Kitty Chan

Asia Liaison Manager,
Actuarial Institute

After graduating from UNSW with a BCom and BSc (Actuarial Studies and Statistics), Kitty joined Suncorp Group as an Actuarial Analyst specialising on Pricing, Valuation and projects.

After relocating to Asia, Kitty worked in Singapore for Asia Capital Reinsurance Group.

Kitty is currently the Asia Liaison Manager, looking after our members in the Asia region and managing the Institute activities in Asia, including the annual Presidential Asia Tour, regional events and member meetups in building the local communities. She also represents the Institute at various functions and events.

Introduction to Asian markets for actuarial students



Leading Australian actuaries in Asia



Australian actuaries at a range of companies in Asia



... including fintech startups



Our Members across top markets in Asia as at Sep 2023

11% (641) of the Institute's Members currently work in Asia as of 30 September 2023.

59% of overseas

Members are based in Asia:

Hong Kong SAR	200	Thailand	13
China	171	Korea, (S) Republic Of	11
Singapore	131	Vietnam	9
Malaysia	54	Japan	9
Indonesia	15	Rest of Asia	28



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Practice area

	Members	%	Primary / Secondary %
General insurance	1,650	29	43
Life insurance	1,396	25	38
Data Science	443	8	34
Superannuation	337	6	17
Investment fund	292	5	21
Banking	248	4	15
Risk	141	2	21
Reinsurance	165	3	17
Health insurance	171	3	14
Finance	100	2	15

RANK in
1980s

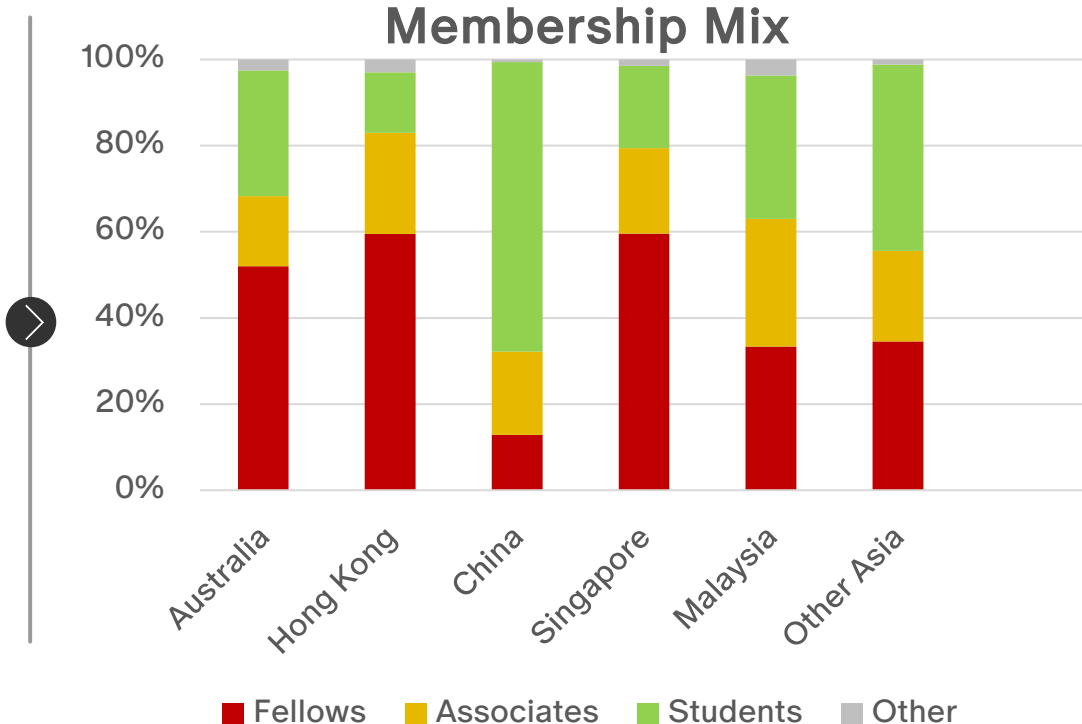
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Asia membership breakdown

We have a large student community in China, Malaysia and other Asian countries working towards qualification.



Asia-based Institute members by practice area

Life Insurance is the primary area of work for Asia-based actuaries (includes health)

General Insurance has grown and is expected to grow (Malaysian change of rules, Chinese demand - <https://www.scmp.com/business/companies/article/2122138/top-actuaries-chinas-insurers-have-jobs-you-96-them>).

Our Asia-based members also work in: Reinsurance, Data Analytics, Banking, Investment/Fund Management, Pensions, Risk Management, Management Consulting, Management etc.

Location	Life Insurance	General Insurance	Reinsurance	Banking	Data Analytics	Risk Management	Investment & Wealth Management	Other Practice Area
Hong Kong SAR	42%	9%	8%	6%	4%	6%	5%	20%
China	38%	21%	4%	4%	8%	2%	4%	19%
Singapore	39%	25%	14%	5%	2%	2%	1%	11%
Malaysia	48%	17%	2%	2%	3%	7%	3%	18%
Other Asia	49%	13%	4%	3%	3%	3%	0%	22%
Total	42%	17%	7%	4%	4%	4%	3%	18%

Entrepreneurship creates new areas of work such as data analytics (Examples: Quantum/Taylor Fry)



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APAC Life & General Insurance Premium (USDm) and world ranking in 2022

Market	Life Premium	Ranking	General Insurance Premium	Ranking
Japan	290,148	4	94,820	7
South Korea	88,206	9	93,920	8
Taiwan	62,714	11	23,761	16
Hong Kong	60,119	12	8,648	35
Singapore	35,305	16	11,678	24
Australia	15,852	24	55,592	10
New Zealand	1,913	47	7,153	36

Global Top 10 in red

Market	Life Premium	Ranking	General Insurance Premium	Ranking
PR China	364,359	2	333,448	2
India	99,503	7	31,538	15
Thailand	14,707	27	11,397	26
Indonesia	13,830	28	7,120	37
Malaysia	11,751	29	5,408	42
Vietnam	8,258	32	3,028	48
Philippines	5,378	37	2,340	52
Macao	4,204	38	387	87
Bangladesh	1,604	52	457	85



Asia-Pacific – the bigger picture impacting actuaries

MARKET	POPULATION (m)/Rank	GDP/cap rank (USD)
India	1,429 (1)	136 (3k)
China	1,426 (2)	68 (13k)
Indonesia	277 (4)	114 (5k)
Pakistan	240 (5)	158 (1k)
Bangladesh	172 (8)	139 (3k)
Japan	123 (12)	34 (33k)
Philippines	117 (13)	124 (4k)
Vietnam	99 (16)	120 (5k)
Thailand	72 (20)	89 (8k)
Myanmar	55 (27)	164 (1k)
South Korea	52 (29)	31 (34k)
Malaysia	34 (46)	67 (13k)
Australia	26 (55)	10 (67k)
North Korea	26 (56)	N/A
Taiwan	24 (57)	30 (34k)
Sri Lanka	22 (61)	131 (3k)
Cambodia	16 (73)	140 (3k)
PNG	10 (92)	141 (3k)
Laos	8 (103)	150 (2k)
Hong Kong, SAR	7 (104)	19½* (54k)
Singapore	6 (114)	5 (88k)
New Zealand	5 (123)	22 (49k)

- Large populations, relatively poor (but broadly getting wealthier) & wide geographical range
- Diverse range of regulations, cultures, languages and practices

• *There is no one single “Asia” – each market is different*

- High potential for growth (including for actuaries)
 - Large numbers striving to enter middle class.
 - Increasing wealth leading to increased protection needs, savings, investments and retirement needs.
 - *Asia Insurance Review in Jan 2021* “Insurance premium income in China will expand by 5.8% this year, compared to 2019, Swiss Re’s group chief economist Dr Jerome Haegeli has estimated. He predicted that premium income would grow at 9.8% in 2021.. The prospects for the Chinese insurance market are bright. The insurance penetration in China, which stood at 4.4% last year, would grow to 6.2% by 2030. *By the mid-2030s, China will surpass the US to become the world’s largest insurance market.*”

A definition for ‘developed’ is USD25k pa (rank 43).

Markets without significant insurance markets are in blue

Sources: *Worldometer* (UN 2024 population estimates), *Wikipedia* (IMF Apr 2024 estimates)

* HK & Taiwan are insurance markets and are not recognised as countries. Rankings with “½” means it is in between two countries. There are ~191 countries + other dependencies/territories



Differences vs Australia

- Potential Differences
 - Language & Culture – this is more important in more countries than others e.g. South Korea, China, Japan. It is less important in places like Hong Kong, Singapore and Malaysia.
 - Faster pace & lifestyle.
 - Governance
 - Dual Tier Boards (Supervisory/Executive) vs Single Tier Boards.
 - Shariah Boards.
 - More government/family-owned companies – the primary stakeholder or shareholder (and unions in South Korea) may have a larger say in a company than under Australian practice.
 - Regulations will be different in each market.
 - Working across multiple time zones (and consequential late-night calls).

Recognised in all Asian markets

Actuaries are one of the most globalised professions thanks to **Mutual Recognition.**

The Institute aims towards remaining relevant internationally.

- Broadly, actuaries with fellowships (FIAA, FIA/FFA, FSA, FCAS and FCIA) or associateships can **practice in all insurance markets in Asia.**
- **However – there may be local requirements** e.g. being a member of a local society, regulatory requirements, or exams (which may be in **local language**) **to be an Approved Actuary.** As at the time of writing:

- No exams: Cambodia, Laos, Sri Lanka



- Requirements: Malaysia, Singapore, Pakistan, Thailand, Vietnam



- Exams: *China**, Hong Kong, India, Indonesia, Japan, Philippines, South Korea, Taiwan



Asian Universities teaching actuarial courses in four key markets

22 Universities teaching actuarial courses

- Central University of Finance and Economics
- Nankai University
- Peking University HSBC Business School
- Renmin University of China
- Fudan University
- Shanghai University of Finance and Economics
- Southwestern University of Finance and Economics
- University of Science and Technology of China
- East China Normal University
- Sun Yat-sen University
- Dalian University of Technology
- Hunan University
- Jinan University
- Nanjing University
- Chongqing University
- Wuhan University



- Beihua University
- Shanghai Jiao Tong University
- Tianjin University of Finance and Economics
- University of International Business and Economics
- Xi'an Jiaotong-Liverpool University
- Zhejiang Gongshan University

Two Universities teaching actuarial

- Act: The University of Hong Kong
- Ins, Fin, Act mix: The Chinese University of Hong Kong

Two University programmes related to Insurance, Actuaries:

- The Hong Kong Polytechnic University
- The Hang Seng University of Hong Kong



10 Universities teaching actuarial

- University of Malaya
- Universiti Kebangsaan Malaysia
- Universiti Teknologi MARA (UiTM) (Shah Alam)
- Universiti Sains Islam Malaysia
- Heriot-Watt University Malaysia
- Asia Pacific University
- Taylor's University
- Sunway University
- University Tunku Abdul Rahman
- UCSI University



Three Universities teaching actuarial

- Nanyang Technological University (largest ~50 pa)
- National University of Singapore
- Singapore Management University



Indicative salary/packages (Life Insurance)

Position \ Location	Hong Kong (HKD)	China (CNY)	Singapore (SGD)	Malaysia (MYR)
Analyst (1 to 3 yrs)	100k-400k	~ 250k	~ 40k	48k-80k
Assistant Mgr (3 to 6 yrs)	400k-600k			84k-120k
Mgr/Snr Mgr (6 to 10 yrs)	600k-1.3m	~ 450k	~ 88k	120k-260k
Dept Head (10+ yrs)	1.7m+	~ 1-2m	~ 150k	400k+

The information is from various sources and are as at different dates. It should not be relied upon and is only provided as an indication.

Be careful of comparisons across countries as **taxes** and **costs of living** vary.



Panel – Khang, Kevin, Qian for Q&A

- This session is for you – feel free to ask!
- During the Q&A, we will rotate through some slides with chat group contacts and quotes from other Asian actuaries.

Note: Our China WeChat group has hit a limit. So connect with me, let me know who you are and that you want to join the AI China group. Then I will invite you to the group



Q&A





Actuarial Institute – Hong Kong
WhatsApp group






IAAust China


 **Andy Yang**
China's Mainland Hong Kong




Actuarial Institute – Singapore
WhatsApp group




Actuarial Institute – Malaysia
WhatsApp group




Actuarial Institute – Asia
WhatsApp group




Please stay connected via our chat groups:



Actuarial
Institute.




Actuarial Institute – Aus Uni
Students
WhatsApp group



Daniel Huang, FIAA

“I moved to China as an inhouse consultant for PingAn over 2018-19 after having worked in Australia for seven years and can comment based on my experience.

Unlike Australia, GI work in China is mostly product filing & valuation. There isn't much advanced pricing (e.g. tech cost & price elasticity modeling & optimisation) work due to regulations.

A lot of actuaries like myself have ventured into data analytics which is moving a lot faster in China. ExCos are far more open to new concepts and adoption of new technologies happens very quickly.

For example, I pitched the idea of using facial feature detection as a step-in underwriting for an online product to drive engagement and differentiation. The product went online for a soft launch within three months.

That breakneck pace in China is very “exciting.”



Robert Chen, FIAA

"The Chinese insurance market is now the second largest in the world – and still growing fast. This has fostered a rapid development of the actuarial profession there: actuarial practitioners now number around 4,000 in China. What does it mean for someone thinking about working in China?

There is plenty of excitement. Despite its large size, the market is still very much evolving. It has been exciting to see how the market has rapidly grown in maturity. There is a great sense of achievement in guiding your company / clients through the challenges and contributing to the development of the industry.

There are plenty of opportunities, supported by the continued growth as well as the continued liberalisation of the industry. The 4,000 practitioners in China is still a far cry from more than 26,000 in the US, the largest market.

Local language skills and an appreciation of the local work culture is essential at most levels of practice: but then actuaries never shy away from a challenge, right?"



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Rank	Country	Life premiums	Nonlife premiums (2)	Total premiums		
				Amount	Percent change from prior year	Percent of total world premiums
1	United States (3), (4), (5)	\$628,522	\$1,831,601	\$2,460,123	3.9%	39.10%
2	PR China (5)	329,432	287,967	617,399	7.4	9.81

Nick Li, FIAA

“My experience is based on working at Bain & Company and NMG Consulting in Asia. Working in Asia has both advantages and disadvantages compared to Australia. The advantages include more opportunities from being in a higher growth region, more variety in types of work and more opportunities to work on critical business initiatives, such as M&A and strategy.

But keep in mind that markets within Asia are also diverse. Singapore and Hong Kong are closer to the western working style, but China, Japan, India and Korea are each very different, and the developing markets in South-East Asia are each very different again. What you do and what you learn by working in each of these markets will be very different.

The disadvantages are that you will not learn as much technical depth as you would in Australia and processes / ways of working are less mature. As examples of technical depth in GI, GLMs are not widely used for pricing and PPC methods are rarely used in reserving in developing Asian markets. Lastly, you will not have as much Australian market context for your Fellow exams.

In summary, working in Asia and Australia are different, but there is no better or worse, it depends on what you want to learn / what experience you want to get.”



Joshua Tan, AIAA

“My work experience has been exclusively in the ‘non-traditional’ actuarial areas. I started out in Europe as a quant derivatives trader before moving into quantitative risk management. I returned to Asia in 2014 (HK, Tokyo, then SG) and have been operating in the Quant, Risk, Capital and ALM spaces since.

I count myself blessed to work in Asia.

- the **income taxes** are stupendously lower than in EUR or AUS;
- the higher growth potential in the region allows for more **interesting product and distribution propositions**; and
- there is **continual demand** for those with actuarial and technical skillsets.

People here are **hungry to learn and develop** their technical skills, so a strong technician with some humility, **the right attitude** and good people skills will quickly establish himself professionally.

However, don’t get overconfident – you will be amazed at the level of talent and knowledge people here possess.

For me, the **professional opportunities** in Asia far outweigh those in the West. But from a **lifestyle perspective**, one will have to choose between the vibrance and frenzy of Asia with the languid old-world charm of the West.”



Kelvin Hii, FIAA

“After graduating from the University of Melbourne in 2005 – I returned to Malaysia and spent all my career practicing in the Malaysian general insurance industry.

I witnessed (and participated in) the blossoming of the local general insurance actuarial profession – catalyzed by the regulator’s faith in actuaries, manifested in regulatory requirements for in-house qualified actuaries.

Even today, many companies are still fine-tuning how best to utilize their actuarial talents – resulting in actuaries’ involvements in finance, ERM, underwriting, business, data science, analytics, reinsurance, etc.

Though the actuarial technical work may not be as ‘deep’ compared to more developed markets, there is a strong demand (and appreciation) for actuaries who are able to communicate in laymen terms, ‘contextualize’ the business problem, and apply business acumen when providing actuarial advice.

Excellent career advancement opportunities for actuaries.”



How do we
continue the education
journey in Asia,
join the Australian
actuarial community and
stay connected?



Education Program



Foundations Program

Learn through well-defined problems

- Complete entire program as part of your actuarial degree at an accredited university

3-5 years



Actuary Program

Understand process and difference of opinion

- Complete 2 subjects as part of your actuarial degree, then the rest with the Actuaries Institute
- Finish the program as an Associate of the Institute

2 years



Fellowship Program

Explore deep knowledge and judgement

- Complete program with the Actuaries Institute
- Finish the program as a Fellow of the Institute

1.5 years+



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Australian
National
University



BOND
UNIVERSITY



Curtin
University



MACQUARIE
University
Sydney, Australia



MONASH University



THE UNIVERSITY OF
MELBOURNE



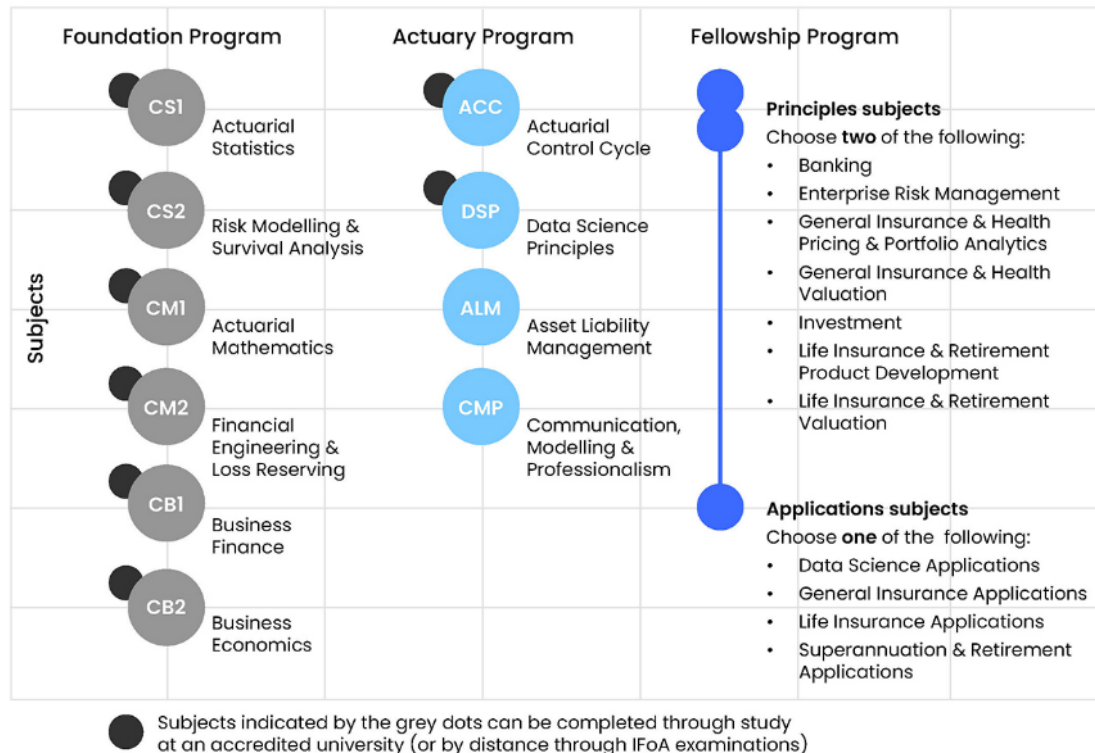
UNSW
SYDNEY



VICTORIA UNIVERSITY OF
WELLINGTON
TE HERENGA WAKA

New Education Program

Study path to qualification



Professional requirements



Well prepared students should pass!

SUBJECT	S1, 2024	S2, 2023	S1, 2023	S2, 2022	S1, 2022
	% pass	% pass	% pass	% pass	% pass
Actuary Program					
ALM	79%	79%	82%	91%	92%
CMP	96%	96%	87%	87%	92%
Fellowship Program – Principles subjects					
BANK	46%	-	-	-	-
ERM	62%	-	50%	-	56%
INV	-	78%	-	83%	-
GIHV	61%	-	61%	-	57%
GIHPPA	-	49%	-	52%	-
LIRV	70%	-	76%	-	58%
LIRPD	-	80%	-	63%	-
Fellowship Program – Applications subjects					
DSA	70%	78%	75%	75%	81%
GIA	85%	83%	80%	75%	79%
LIA	70%	52%	58%	46%	53%
SRA	60%	-	87%	-	71%

"Employers will love the actuaries that come out our doors. They'll be more reflective, better communicators, ready to work hard but to challenge their boss to help them find better ways."



Mike Callan
Executive General
Manager, Education

2023 Prize Winners

Semester 1 – Student prize winners



Kelly Chu
Andrew
Prescott Prize
Asset Liability
Management

Darren King

Andrew
Prescott Prize
Communication
Modelling and
Professionalism



Allison Huang

Andrew
Prescott Prize
Life Insurance
and Retirement
Valuation



James Laurence

Andrew
Prescott Prize
General
Insurance
and Health
Valuation



Kang Min Han

Katherine
Robertson Prize
General
Insurance
Applications



Liam Murphy

Andrew
Prescott Prize
Enterprise Risk
Management



Jayden Dlep

Andrew
Prescott Prize
Superannuation
and Retirement
Applications



Talal Khwaja

Andrew
Prescott Prize
Data Science
Applications



Nancy Cece

Andrew
Prescott Prize
Life Insurance
Applications

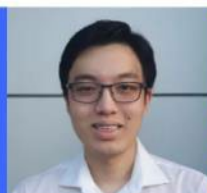


Semester 2 –



Matthew Winfred

Andrew Prescott Prize
ALM Asset Liability
Management



Jake de Kort

Andrew Prescott Prize
CMP Communication
Modelling and
Professionalism



George Liu

Andrew Prescott Prize
LBPPO Life Insurance
and Retirement Product
Development



James Laurence

Andrew Prescott Prize
GARPVA General
Insurance and
Health PVA



Andy Nguyen

Katherine
Robertson Prize
GIA General Insurance
Applications



Liam Murphy

Andrew Prescott Prize
INV - Investment



Allison Huang

Andrew Prescott Prize
LIA Life Insurance
Applications



Adrian Portelli

Andrew Prescott Prize
DSA Data Science
Applications

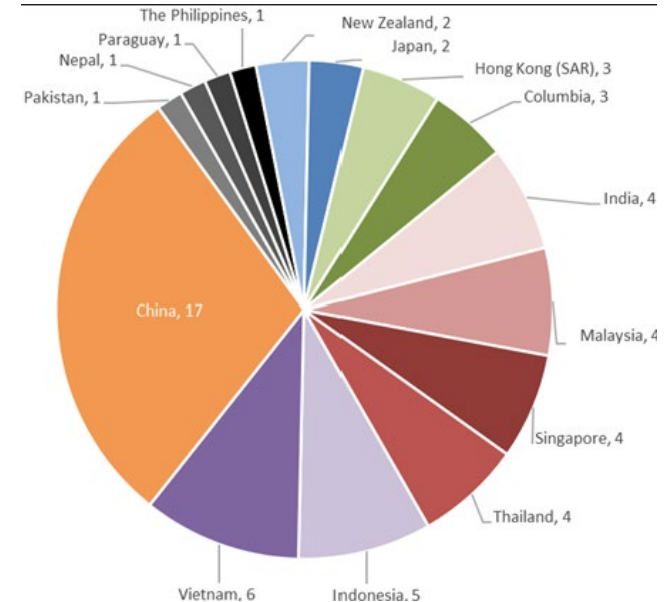
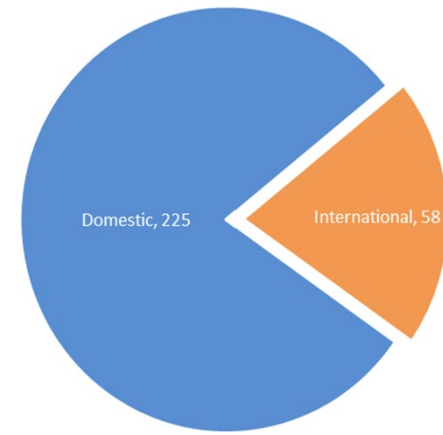


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Actuaries Institute - Annual Student Survey

- A unique feature of actuarial qualification Australia is the use of **universities** for Foundation and part of the Actuary Programs, as well as the large number of **international students**.
- Started in 2020 as a special project, and now an annual survey to enhance our understanding for university students and their preferences.
- Key takeaways from 2023:
 - Most students (79.5%) identified as domestic, with the remaining 20.5% as international.
 - When asked to respond to the question of continuing actuarial study following university, 75% indicated their intentions to qualify as an actuary - almost half of the respondents provided a clear intention to become Fellow.
 - A slightly lower percentage (32%) of the students indicated they would study with the Institute to Associate level.
 - A small number (17%) expressed they would seek a career in a different area, or study overseas.

Are you a domestic or international student?
283 responses



Support

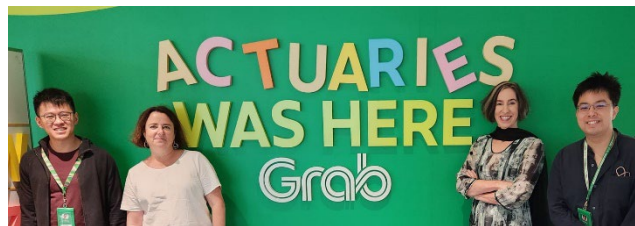
While you are studying at university- become a **university subscriber** (it's free for students pursuing an actuarial degree or mathematics & science-related degrees).

- Career opportunities advertised with Actuaries Institute Australia.
- *INSIGHTS* and *Young Actuaries* Program.
- *Actuarial Sprint* (mobile app).
- *Actuaries Digital*, online platform.

Before you leave Australia – consider joining the Actuaries Institute Australia and attending some events to build a network.

- **General** membership costs AUD420 p.a. for overseas members.
- Discounting schemes are available for low income earners and full time students.
- Join our **WhatsApp/WeChat groups** for informal support and "fellowship."
- The Actuaries Institute Australia has an office and a full-time staff in **HK**, so for general enquiries and support in Asia, please contact Kitty Chan

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Hey, future actuary!

Become an Actuaries Institute uni subscriber

- Download Actuarial Sprint – an app designed for students
- Access career opportunities through our jobs board
- Get invited to events to grow your network
- Read the latest professional information and research



Subscribe for
free today

