

Corporate Sponsorship Program

Demonstrate your company's skill set to the actuarial outsourcing audience in India. Partner with the SOA to showcase your industry expertise by becoming a sponsor at the SOA's first Seminar in India

BENEFITS

- Connect with one of the most comprehensive gatherings of leaders in the actuarial outsourcing community in India. You will be associated with leading-edge content provided in the program. Brands partnering with us in this endeavor will be playing a pivotal role in educating the Indian actuarial community to service a global market and promote knowledge-based excellence

Expand Thought
Leadership



- You will be featured prominently in various signage at the event. The actuarial profession is very competitive now in India and you will be able to be featured as a content leader to other actuaries which you can feature your Brand at the forefront of the industry

Raise Brand
Awareness



- There will be opportunities to have displays at an Exhibit Booth and to also be prominently featured in the marketing of the program and post event knowledge dissemination processes

Connect With
Key Audiences



THE SEMINARS

The Seminars with the theme of **“Advancing the Actuarial Profession”** is a launch pad for SOA in India with its focused strategy. It will cover relevant issues in the global actuarial industry with presenters who are leaders in their respective fields. The seminars will also be a meeting point for sharing of views and thoughts of leading actuarial-related professionals in India. The leaders involved with the Indian outsourcing market will want to be present as they will envision the future of the industry and prepare for the market outlook. While all sponsors will get direct brand reach to people attending the meeting, they will also get different levels of coverage on social and certain print media during the prelude to and post the end of the event.

It is going to be held in the same format in 2 venues covering two regions (North and South) of India:

- 1) Hotel Lalit, New Delhi
- 2) The Zuri, Whitefield, Bangalore

AN INTRODUCTION

The Society of Actuaries (SOA) is the world's largest actuarial professional organization. The SOA advances actuaries as leaders in measuring and managing risk to improve financial outcomes for individuals, organizations, and the public. The SOA supports international members where they live and work.

With fast-growing markets in Asia, Middle East, Africa, and Latin America and opportunities to reach communities in North America, we aim for a global approach to our education system, professional development, and research.

- Create credentials/pathways that better serve candidates/employers outside of North America
- Expand customized education and professional development in growing markets
- Meet market needs to support a robust actuarial profession in growing markets

THE ACTUARIAL ROLE – NEW CHALLENGES AND OPPORTUNITIES

In a post-COVID more digitally integrated world, the actuarial function is going through rapid transformation in terms of expectations and opportunities. The emergence of advanced analytics and big data are fundamentally changing the nature of actuarial work. Robust software and vast computational power have unlocked new methods and models, including analyzing individual claim and policy data in real time.

Actuaries are skilled in risk management on a holistic level and can use their expertise to tackle individual types of risks as a sub-set of a broader risk management framework. Testing various scenarios and envisioning corresponding likelihoods and quantitative impacts, actuaries effectively build and use models and insights gained from the same and can help businesses to secure contingent resources or identify opportunities to redeploy excess resources where required, for better business continuity.

With the emergence of new business models, market segments, and more product innovation, actuaries will also have an increasing role to play in defining efficient risk strategies and in building credible actuarial models. The presiding challenge for actuaries, however, now will be the task of having to build on their analytical reputation and emerge as business leaders as the business focus shifts from protecting downside to maximizing returns.

SOA – THE INDIA ROADMAP

Actuarial science has a strong historical base in India extending over a century. However, the profession really gained some good momentum with the opening-up of the insurance industry to the private sector in the beginning of this century. While the Indian system of actuarial training and development is well tuned to meet the existing domestic demand, there is a much wider global opportunity for Indians trained in actuarial sciences. The SOA is entering India with renewed impetus to support the actuarial student and professional community in acquiring the right kind of knowledge and skill set to position them to service emerging global opportunities.

In a global context there are several new avenues opening for direct employment. To begin with, there is a supply demand mismatch. According to the Bureau of Labor Statistics, the demand for actuaries in USA is projected to increase 24% from 2020 to 2030, and globally, estimates suggest 20% growth. Effectively trained actuarial professionals are required to fill these functions and some of the support functions related to this work. The SOA certifications for qualified Indian actuary professionals will go a long way in fulfilling this objective.

Secondly, offshoring has become widespread in the actuarial function. There will be a significant rise in opportunities for India based entities to secure globally offshored actuarial work. This kind of work can only be effectively executed by a globally qualified workforce. The SOA certifications at different levels will play a key role in appropriately skilling Indians to gain employment and execute such critical offshored actuarial related functions.

THE SEMINARS

Program at Delhi (7th November) and Bangalore (10th November) to cover same theme in two Zones of India

TOPIC	KEY THEME	TIME
REGISTRATION		8:30-9:00
1. Opening Overview	Positioning of SOA in India for global market and the partnerships, also highlight different domains evolving for actuary professionals	9:00-9:30
2. Actuary of the Future: Evolving in Uncertain Times	Highlighting how political, social, demographic, and technological changes could drive disruptions in the profession.	9:30-10:00
3. Global Actuarial Outsourcing: The Market Outlook & Emerging Opportunities	Focus on the way outsourcing is evolving in the global actuary industry & how to best position to leverage	10:00-11:00
TEA BREAK		11:00-11:20
4. SOA Board Member Keynote	Discourse on a specific topic where on a global context SOA is working on different aspects	11:20-12:10
5. Critical elements of Revised Assumptions Setting in Post-COVID Environment	Bring out the changes in interest setting, mortality, and other demographic assumptions	12:10-1:00
LUNCH BREAK		1:00-2:00
6. Life Insurance: Nuances of Latest Developments in US GAAP	Convey (NAIC) activities with respect to updates to principle-based reserve valuations & the key differences between the US GAAP accounting basis and IFRS.	2:00-2:40
7. Private Pensions: Changing dimensions in evolving economic environment	Economic developments, COVID, changing interest dynamics and their impact on pension plan assumptions	2:40-3:20
8. Managing Financial Market Risks Through Reinsurance	Highlighting improving capital efficiency in-force portfolio under the current low yield environment	3:20-4:00
TEA BREAK		4:00-4:15
9. Career Advancement through SOA Lifelong Learning	Explaining the SOA career development plan and partnerships with other actuarial organizations	4:15-4:45
10. Ask the SOA Anything	Closing Session with SOA India Task Force Members	4:45-5:00

SPONSORSHIP – CATEGORY A

PRINCIPAL PARTNER

Value: Rs.400,000

This is an exclusive partner with the largest display of logo and tagline across all forums

Benefits	Passes
1. Background and Entrance Display as Primary Sponsor	15 (Delhi)
2. Main sponsor display at event site Registration	10 (Bangalore)
3. Short Presentation about Main Sponsor and Actuary Business at the opening session	
4. SOA website event display has main sponsor reference	
5. Nominate one presenter for a session & a panelist for the outsourcing session	
6. All web marketing on event displays main sponsor	
7. Kitbag for attendees has sponsor logos and material	
8. Large booth space will be provided at the Delhi Event	
9. Event to be branded as presented by SOA and Principal Partner	
10. Cobranding of one of the sessions with presenter	

ASSOCIATE PARTNER

Value: Rs.250,000

There will be maximum 3 partners with medium size display of logo and tagline across all forums

Benefits	Passes
1. Background and Entrance Display as Associate Sponsor	10 (Delhi)
2. Associate sponsor display at event site Registration	6 (Bangalore)
3. Nominate one person as panelist in the outsourcing session	
4. SOA website event display has main sponsor reference	
5. All web marketing on event displays associate sponsor	
6. Kitbag for attendees has sponsor logos and material	
7. Mid-Size Booth at Delhi Event	
8. Cobranding of One of the Sessions with presenter	

For both these categories, in addition, all communication on the event will have the sponsors details and logo prior to the event, and post the event till December 31, there will be highlights of the event presented with sponsorship details provided. Communication related to any specific topic in the event will also be communicated with the sponsors details. So, social media coverage is for a month before the event and 2 months after the event

SPONSORSHIP – CATEGORY B**LUNCH & TEA PARTNER****Value: Rs.150,000**

Display of logo and tagline across all forums

Benefits	Passes
1. Specific brandings at lunch & coffee break zones	5 (Delhi)
2. Kitbag for attendees will have their materials	4 (Bangalore)

Reference to lunch and tea sponsorship in all onsite communication

CORPORATE PARTNER**Value: Rs.80,000**

Benefits	Passes
1. Reference on backstage in third category of fonts and on kitbags as corporate partner	4 (Delhi),
2. Kitbag for attendees will have their materials	2 (Bangalore)

Reference in all onsite communication