

## Activity Update 2015

With the year-end in sight, here is a short update of Diagoras activities over 2015.

### Consulting

I assisted a number of clients – in Belgium and France - in the analysis of their portfolio's, improving profitability, enhancing underwriting governance, identifying growth opportunities and developing strategy. In one particular case, I supported a client in bringing focus and rigour in his plans for setting up a new insurance venture.

### Products

Underwriter Training 'Cards and Dice: Calculating with uncertainty'. While I was managing FCI, I introduced this training for underwriters, focussing primarily on understanding the 'mechanics' of uncertainty and the implications for their underwriting practice. I updated the course and delivered the training 3 times. Feedback was strongly positive.

Benchmark Fleet. I introduced the idea to develop a claims benchmark for fleet insurers, based on the observation that in smaller portfolio's the volume of claims data is too small to get reliable estimates of the true cost of the risk. Four insurers have subscribed to the project.

### Education and Inspiration

I had the opportunity to attend several industry events as part of a permanent effort to keep myself updated and find inspiration. In februari, I attended the Valen Summit in Colorado, US, organised by Valen Analytics, a consulting firm focussing on underwriting analytics. In May, I joined the McKinsey Commercial Lines Round Table in London, and in November I attended the Silicon Valley 'Insurance Disrupted' Conference. I am in the process of drafting a document on **innovation** based on this last conference. Watch out for it on the Diagoras Website.

### Board positions

I joined the Supervisory Board of Intreas (the captive reinsurer of Ageas) and the Supervisory Board of Munis, an insurance Mutual of the Dredging sector, both established in the Netherlands.

If you wish to be updated more frequently on our activities, please register for the newsletters on the Diagoras website ([www.diagoras.be](http://www.diagoras.be)).

Patrick

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