

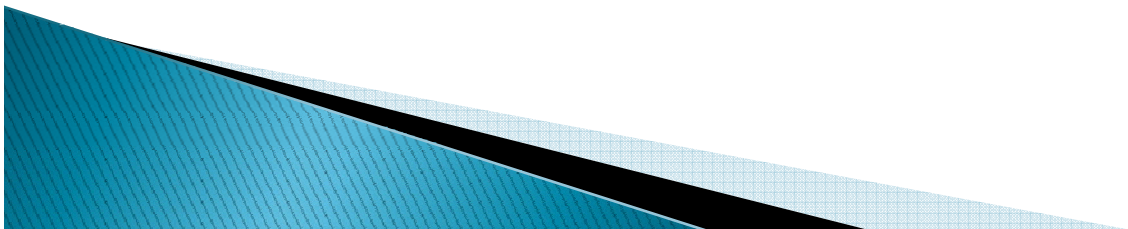
Nishit Majmudar
Chief Executive Officer, Aviva Ltd, Singapore

Life Insurance – How well are we doing?

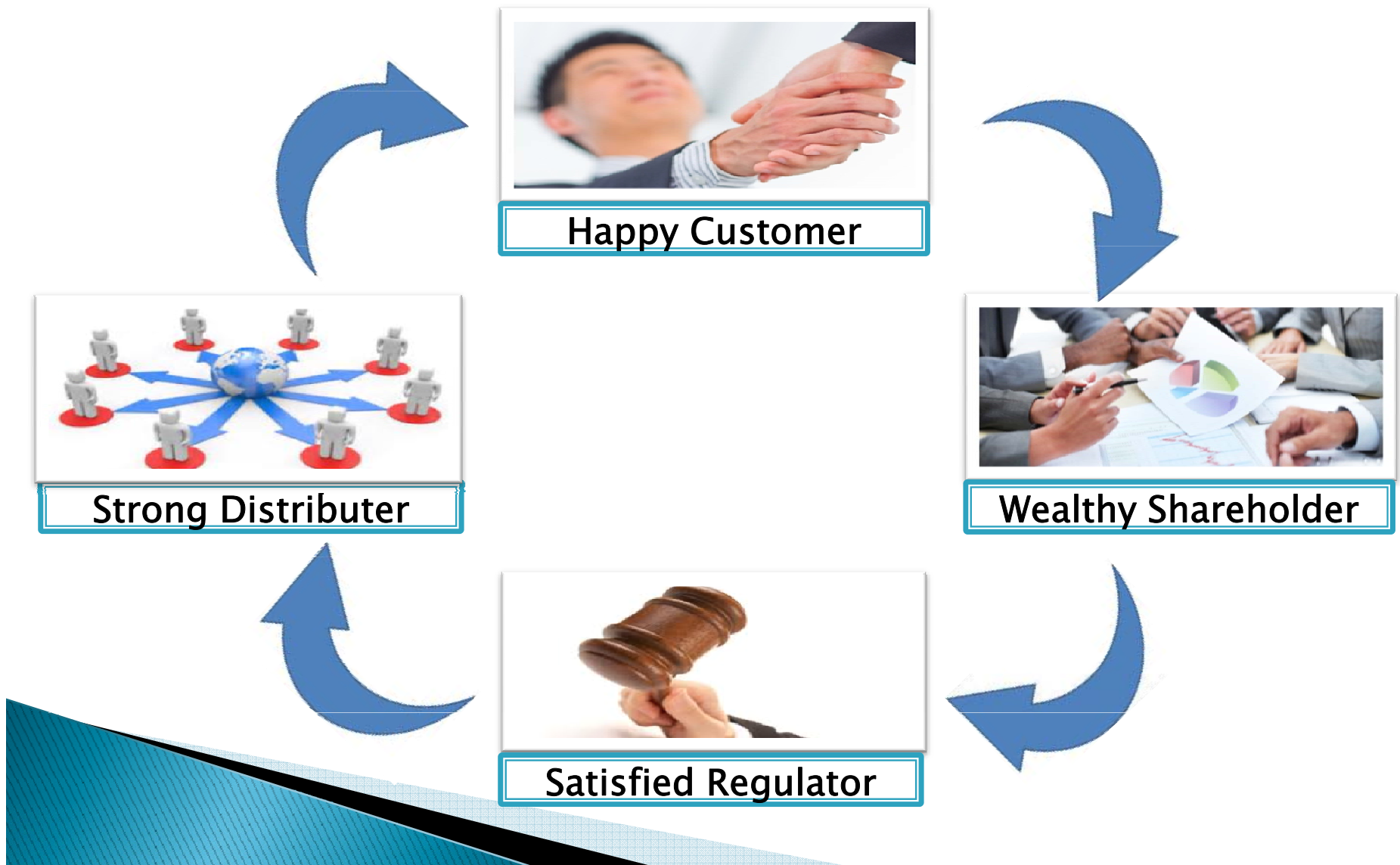
17th Global Conference of Actuaries & 2015 AGFA

2nd & 3rd February, 2015 Mumbai - India

**What does our Dream Life
Industry look like?**



Alignment of Key Stakeholders



Things that we can do better

- Planning Horizon could be longer
- Customer focus could be greater
 - Linked business in some of the Asian countries??
 - No annuity in Singapore (fastest ageing demography)??
 - 60% 1st year persistency??
- Talent development
- QE1/2/3 not as enjoyable as Queen Elizabeth cruise!



A journey of a 1000 miles begins with a single step.

