

PERSONAL INFORMATION

Cristian Losito



Date of birth 1981 | Nationality British/Italian

WORK EXPERIENCE

2013 – Current

Partner

EY – Italy

Actuarial Consulting

I am a Partner in a fast-paced consulting environment in which I have led a wide range of projects allowing me to apply and develop both my technical and managerial skills, overseeing a team of around twenty people.

In particular, I have been responsible for the following projects:

- Lead on Business Optimisation solutions supporting multiple clients on ways to optimise their Balance sheet, Solvency ratio and Product offering
- Lead on Customer Management projects using predictive analytics models to identify marketing solutions to attract and retain profitable clients
- Solvency II Internal model validation: Lead on the Overall, Aggregation, Market and Life workstreams for a large multinational insurer
- MCEV and EBS/SCR review for several companies, being directly responsible for co-ordinating EY teams in various countries
- Development of Life Technical Provisions methodology for a large multinational insurer
- Development of Inflation modelling methodology for Bulk Annuity Purchases for a large bancassurer in the UK
- Co-ordination of IDD projects and Product Oversight Governance for Life and Non-Life entities
- Development and deployment of Risk Appetite framework, Risk vs Return metrics for business steering and ORSA projections for both Life and Non-Life entities
- Development of New Business Value forum: a quarterly benchmarking analysis of the profitability of the life insurance industry
- M&A and Due Diligence valuation for several deals

2010 – 2012

Life Actuarial Department

Allianz – Italy

Life Insurance

I assisted the Life Chief Actuary in the following tasks:

- Think Tank: propose and develop ideas to constantly evolve and improve actuarial practice and reporting
- Management Reporting and communications: oversee and coordinate the production of management reports.
- Product Approval Process: provide a quantitative and qualitative appraisal of new products

I was also responsible for the following activities:

- Development of the New Business Value and Risk metric
- Options and Guarantees for VIF and New Business
- Non-Market Risk calibrations for Risk Capital model
- Actuarial Assumption setting: lapse, mortality and expenses
- International activities: coordinate relations with Group HQ and overseas subsidiaries of the group.

2007 – 2009 IFRS Reserving

Allianz – Italy

Life Insurance

- Balance Sheet valuations under IAS principles
- Profit Test controlling function
- Actuarial Assumption setting
- Development and Maintenance of Moses Actuarial software platform
- IAS19 Pension Scheme valuations

2003 – 2006 Prophet Modelling

Allianz – Italy

Life Insurance

- Implementing traditional life insurance and unit-linked models in Prophet
- Responsible for the development of Prophet's DCS program and Model Point creation
- Prophet tutoring
- Cash flow projections for various applications
- Introduction of Variable Annuities in Italian Market
- Profit Testing

EDUCATION AND TRAINING

2017 Thesis Supervisor: Predictive Models for Policyholder Behaviour

Università degli Studi di Milano Bicocca

2017 Thesis Supervisor: ALM strategy in a Solvency II framework

Università degli Studi di Torino

2012 Thesis Supervisor: Dynamic Lapse Calibration

Università Cattolica del Sacro Cuore

2011 Italian Actuary

2009 Fellow of the Institute of Actuaries (UK)

2002 BSc in Mathematics with a year abroad

University of Bath (UK), Class 2:1

PERSONAL SKILLS

Languages English and Italian (Bilingual)

Communication skills Strong and charismatic communicator, both in oral and written form

Managerial skills Natural leadership skills, leading by example. We operate a fluid resource pool and at any one time I may manage up to 20 resources. I have been responsible for recruiting in the EY Actuarial Services for the past 8 years during which time the practice has more than tripled in size. I pride myself in bringing the best out of my team and developing both their technical and soft-skills through proactive coaching.