



Institute and Faculty of Actuaries



# Walk the talk – the trials and tribulations of building a market leading Pricing Data Science team

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Asked DALL-E for:

“A Banksy painting of how to build a market leading Pricing Data Science team”

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*To be the market leading Pricing Data Science team, working with Underwriters to deliver profitable business, investing in the development of every team member to build expertise in both insurance and data science and providing them with the tools and data that they need to excel in their roles.*

#### Alex Hanks FIA

Head of Pricing and Data Science

- Joined QBE March 2022
- Previous roles in Broking/Consulting/(Re)Insurance
- MSc in Data Science and Machine Learning
- Chair of IFoA Data Science Member Interest Group 2018-19
- IFoA Modelling Analytics and Insights from Data Working Party 2016-18

#### Amar Kotecha FIA

Head of Pricing Data Science Transformation

- Joined QBE March 2020
- Background in Reinsurance Pricing
- Data Science Specialisation - Coursera
- Consulting experience within the Pricing space



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## Background on the Pricing and Data Science teams

- 40 Pricing and Data Science specialists in 2023, increase from 30 in 2022
- Pricing and Data Science were separate teams until 2019
- Supporting the pricing of \$5 Billion of annual premium
- Working with Underwriters across the UK, Europe and Lloyd's and London Markets.

#### Actuarial Pricing Team

Radar

Rulebook

Excel

#### Data Science Team

Machine Learning

Dedicated Engineering

Google Cloud

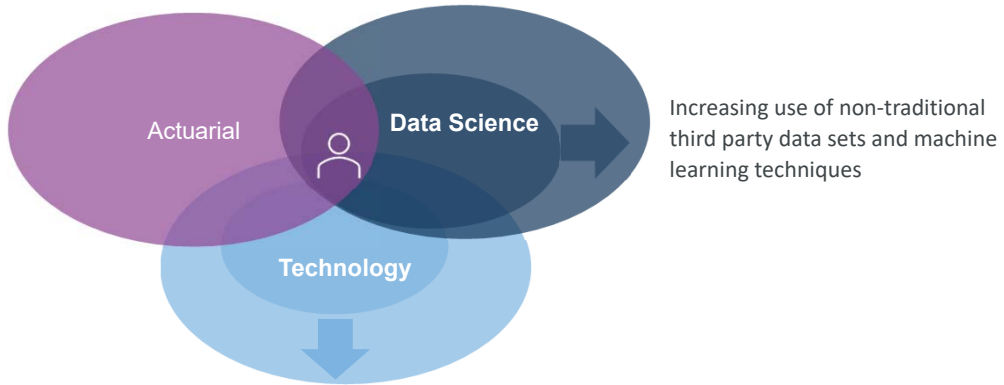


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## Pricing roles are increasingly spanning three domains

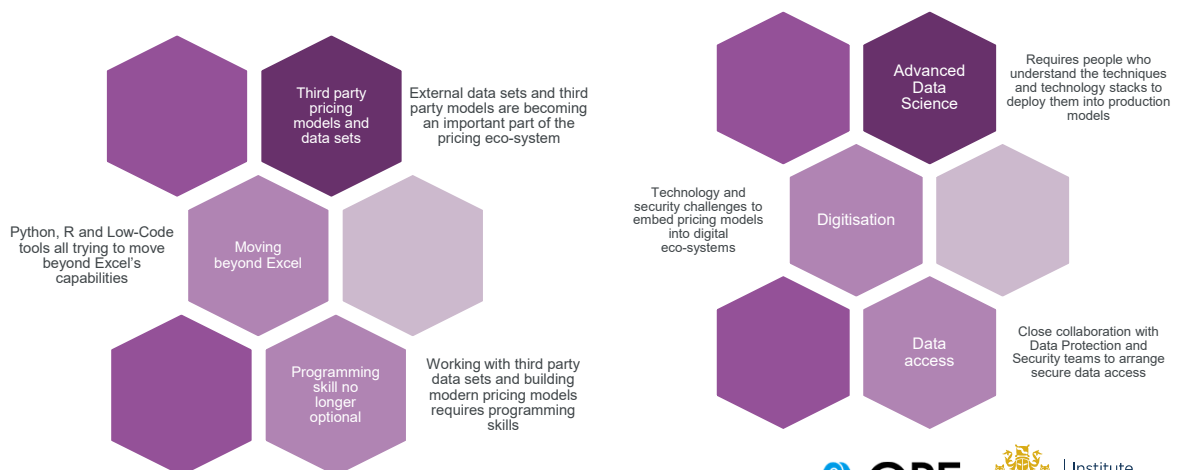


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## Several new themes are emerging in pricing work



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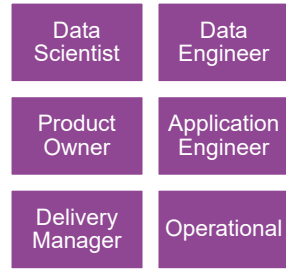
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## Companies hire Data Scientists in isolation

QBE started it's Data Science team in 2017 and fell into a number of common pitfalls in doing so



A number of key roles are required to support Data Science teams, including:

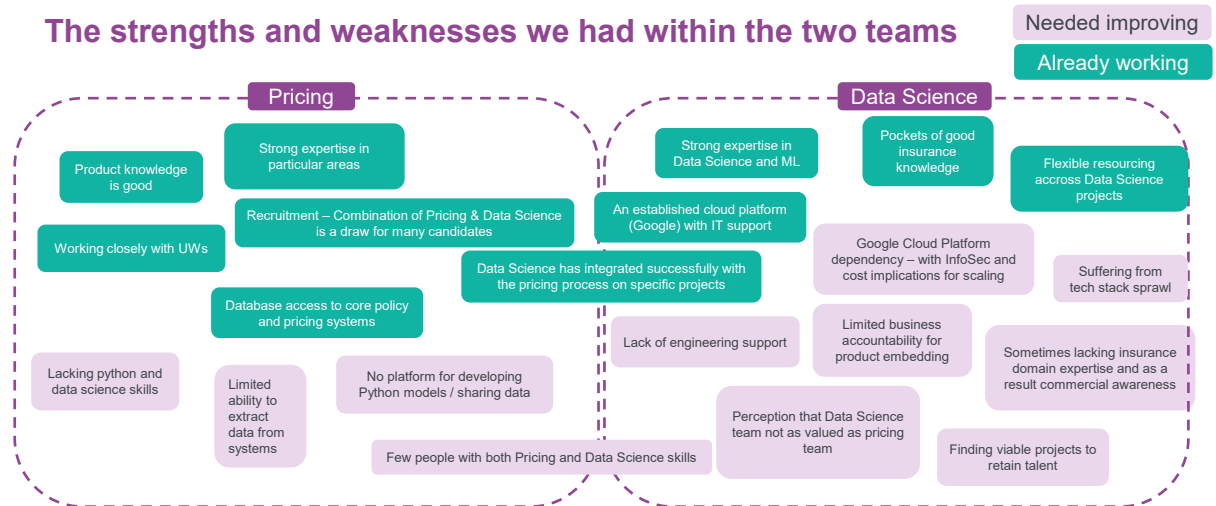


It's possible to find "unicorn" Data Scientists where the skillset is broad enough to tackle the above issues alone. But this is rare and not scalable longer term.



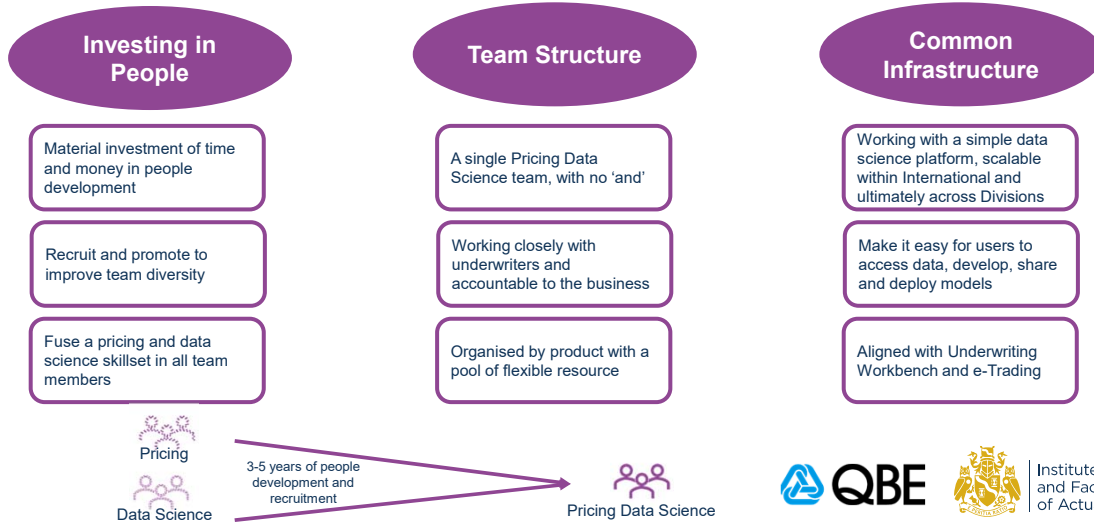
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## The strengths and weaknesses we had within the two teams



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## What we are doing



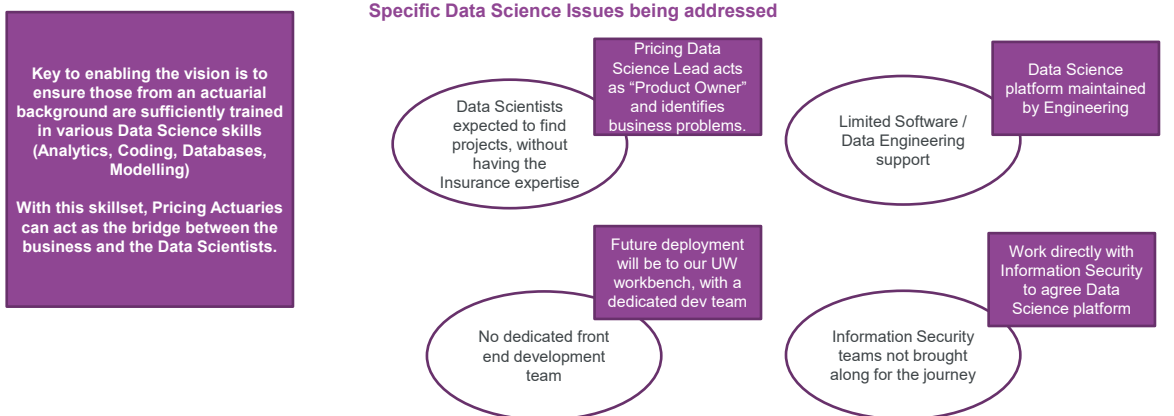
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## How will this address our key issues



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# Questions

# Comments

Expressions of individual views by members of the Institute and Faculty of Actuaries and its staff are encouraged.

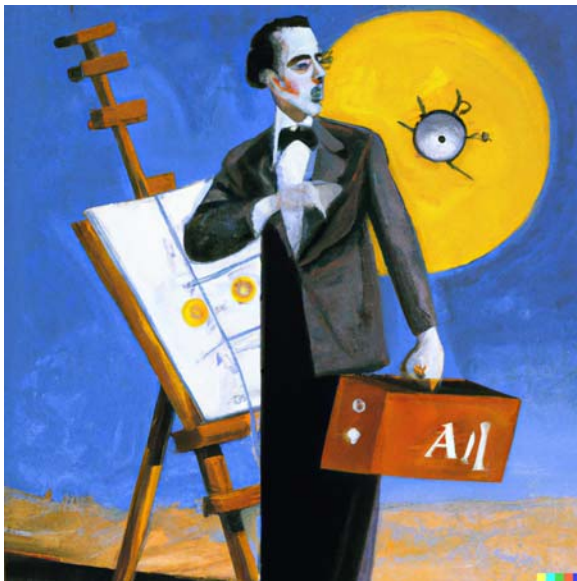
The views expressed in this presentation are those of the presenter.



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**Asked DALL-E for:**

**“A Salvador Dali painting of an Actuary Data Scientist”**



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**Thank you**

