



# ECA 2019 – Final Report

AAE Board, 17 July 2019



# ECA 2019 in a nutshell



- The European Congress of Actuaries took place on 6 and 7 June 2019 in Lisbon, Portugal
  - 269 persons from 33 different countries participated onsite
    - The congress was fully booked by the end of the early bird registration period
  - Programme contained four Plenary Sessions as well as 36 breakout talks
    - 84 submissions through the call-for-papers
  - Live broadcast and recordings available on actuvew
    - Plenary Sessions for free on ECA website
  - Ten sponsors supported the congress
    - Six exhibitors onsite
  - Around 40 AAE volunteers involved in the ECA



# Participants feedback

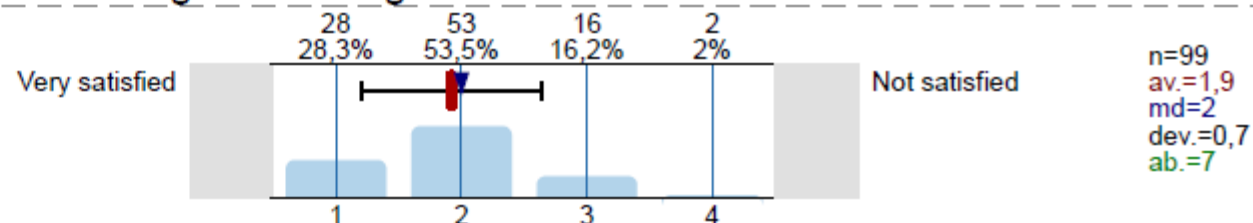
- 107 participants answered the ECA 2019 questionnaire
  - The overall feedback was very positive:

Were you generally satisfied with the congress?

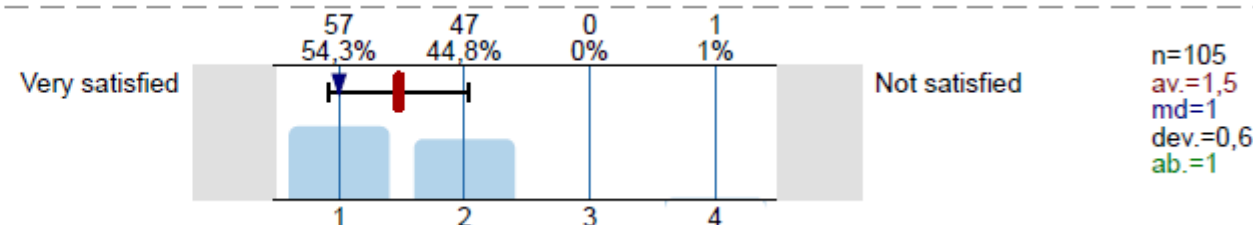


How satisfied were you with the following points concerning your booking and the organisation at the ECA 2019?

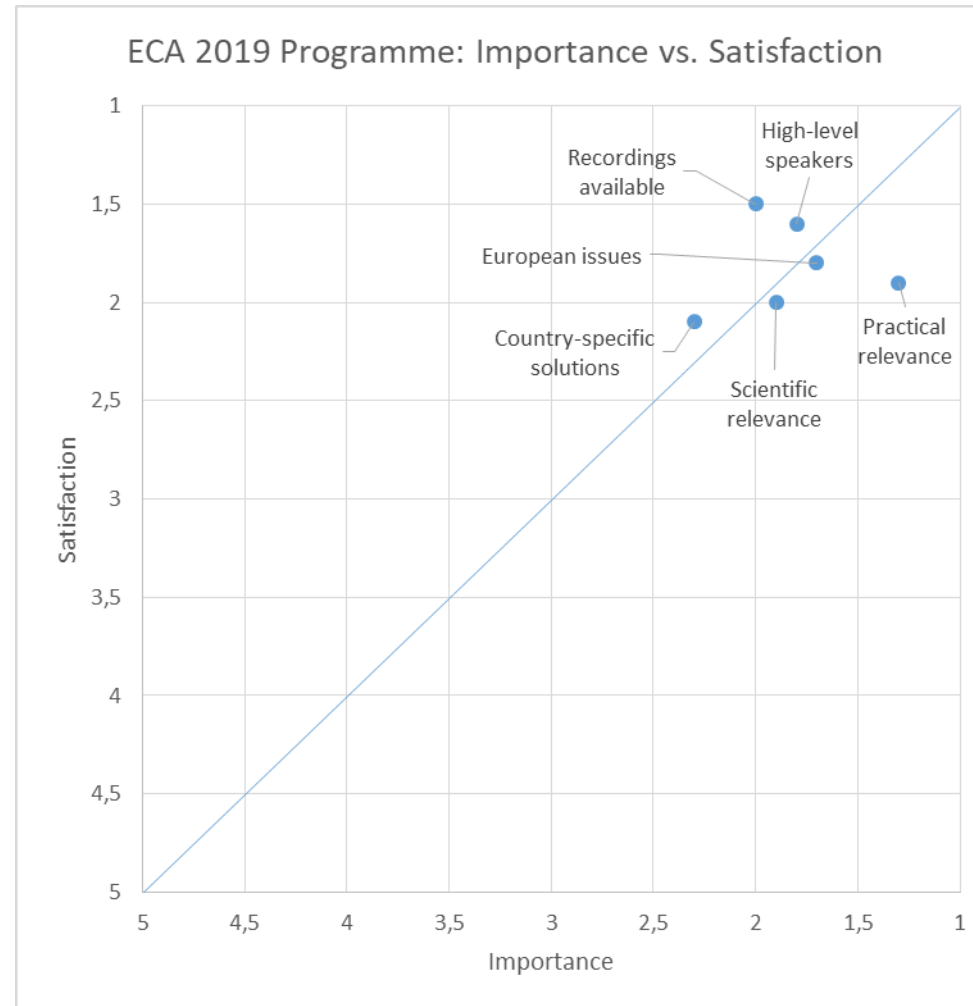
7.1) Value for money of the ECA 2019 ticket



7.6) Personal well-being during the ECA 2019



# Participants feedback



# Participants feedback



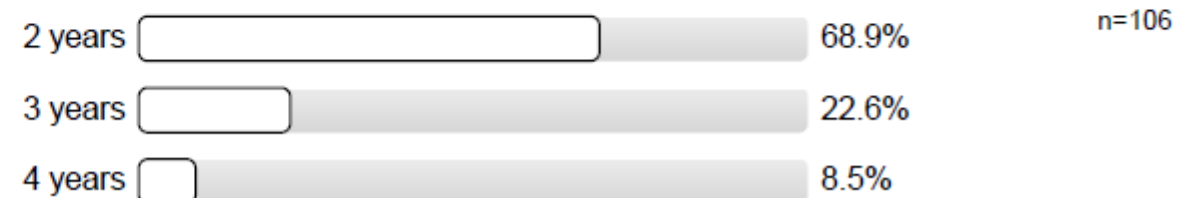
What reasons were particularly important when deciding to attend the ECA 2019?



Would you attend a future ECA?



How often would you suppose an ECA to take place?



# Business Case

- All invoices have been received, the ECA 2019 business case is closed
  - Comparison of result against agreed budget with 200 participants
- Based on the agreed distribution for the profit, the AAE profit share is 39,238.46 €
  - More details regarding the expenses can be found in the Annex

Position	Budget	Final	Difference: Final - Budget
<b>REVENUES</b>			
Income Fees Participants	110.559,23 €	131.948,51 €	21.389,28 €
Sponsorship	60.000,00 €	87.800,00 €	27.800,00 €
<b>Subtotal</b>	<b>170.559,23 €</b>	<b>219.748,51 €</b>	<b>49.189,28 €</b>
<b>EXPENSES</b>			
<b>Variable Costs Participants</b>	43.650,00 €	55.542,10 €	- 11.892,10 €
<b>Fixed Costs</b>			
Hotel	25.000,00 €	23.708,17 €	1.291,83 €
General registration and website	9.657,90 €	10.488,80 €	- 830,90 €
Marketing	3.036,70 €	5.475,42 €	- 2.438,72 €
Congress Design	2.500,00 €	1.375,17 €	1.124,83 €
Congress Program	1.520,00 €	1.586,99 €	- 66,99 €
Social Program	1.000,00 €	176,85 €	823,15 €
Sponsoring	10.050,00 €	9.119,17 €	930,83 €
Organisation and Misc	52.475,00 €	33.363,76 €	19.111,24 €
<b>Subtotal</b>	<b>148.889,60 €</b>	<b>140.836,43 €</b>	<b>8.053,17 €</b>
<b>Congress Result</b>	<b>21.669,63 €</b>	<b>78.912,08 €</b>	<b>57.242,45 €</b>



# Final evaluation of ECA 2019 project



- Positive
  - Very high involvement of AAE volunteers and the local association (IAP)
  - Lisbon as a very attractive location for the congress
  - Early announcement of the programme of the congress; programme design in general (invited speakers, parallel breakout session, timing)
  - Inclusion of sponsors
  - Availability of live broadcasting and recordings of all presentations
  - Coordinated activities of one project team regarding communication, marketing, sponsorship management, congress organisation and additional organisational issues

# Final evaluation of ECA 2019 project



- Neutral
  - Congress hotel
    - Positive: Very good staff support, quality of catering
    - Negative: Limited capacities, area for coffee breaks and lunches
  - Evening event
    - Positive: Location and quality of food and wines
    - Negative: Distance from the congress hotel

# Final evaluation of ECA 2019 project



- Negative
  - Business case
    - Limited scalability regarding the number of participants
  - Programme design
    - Missing break between talks in breakout sessions to better enable changing the room

# Proposal for future ECA



- The general feedback on the European Congress of Actuaries 2019 was very positive
  - 98.1 % of the participants would like to attend future congresses
  - The next ECA should take place in 2021 (over 2/3 voted in favour of a two years' cycle)
    - An ECA 2022 would take place in the same year as the next International Congress of Actuaries in Australia
- One of the most important factors for the success of the ECA 2019 was the very high involvement of the host association (IAP) resulting in over 80 local participants and two Portugal-based sponsors
- In addition to that the EAA happily offers to again organise the ECA 2021 based on identical conditions as for the congress in 2019



# Proposal for ECA 2021

- Decision of the AAE Board to hold ECA 2021
- Call for interest to be send to all FMA to express taking over the role as host of the ECA 2021
  - Providing an attractive location to hold the congress (capital city or accessible city)
  - High involvement to motivate local actuaries to participate and companies that are active in the home market to sponsor the congress
  - Local support in organising the evening event
- EAA would again set up a project team to organise the congress (project management, congress organisation, marketing, sponsoring, organisational support)



# Annex

# Annex: Business Case – Expenses



EXPENSES						
Costcode	Position	Single Price	Count	Budget	Final	Difference: Final - Budget
Variable Costs Participants						
	General Day Fee Hotel (2 days)	- €	2	- €	- €	- €
	Coffee Breaks	8,50 €	4	6.800,00 €	9.146,00 €	- 2.346,00 €
	Lunch	40,50 €	2	14.200,00 €	21.869,00 €	- 7.669,00 €
	Sponsored Specialties Lunch	8,50 €	0	- €	- €	- €
	Sponsored Specialties Coffee	6,50 €	0	- €	- €	- €
	Welcome coffee (7 June 2019)	5,00 €	250	- €	1.466,00 €	- 1.466,00 €
	Congress Bag & Content	15,00 €	1	3.000,00 €	1.634,22 €	1.365,78 €
	Registration online & Badge/Lanyard	16,25 €	1	3.250,00 €	6.161,88 €	- 2.911,88 €
	Gala Dinner (Menue, wine tasting, floral decoration)	43,02 €	1	12.000,00 €	10.755,00 €	1.245,00 €
	Bus shuttle	405,00 €	6	4.400,00 €	4.270,00 €	130,00 €
	Acc. Person Program	30,00 €	8	- €	240,00 €	- 240,00 €
	<b>Subtotal</b>			<b>43.650,00 €</b>	<b>55.542,10 €</b>	<b>- 11.892,10 €</b>

# Annex: Business Case – Expenses



EXPENSES						
Costcode	Position	Single Price	Count	Budget	Final	Difference: Final - Budget
<b>Fixed Costs</b>						
<b>Hotel</b>						
	Meeting rooms	9.330,00 €		10.000,00 €	9.330,00 €	670,00 €
	Exhibition area	3.000,00 €		3.000,00 €	3.000,00 €	- €
	Audiovisuals	14.363,92 €		12.000,00 €	10.946,17 €	1.053,83 €
	Assistance (staff), Cloak room service	108,00 €	4	- €	432,00 €	- 432,00 €
	Speaker beverages	4,00 €	40	- €	- €	- €
<b>Subtotal</b>				<b>25.000,00 €</b>	<b>23.708,17 €</b>	<b>1.291,83 €</b>
<b>General registration and website</b>						
	Basic fee registration tool			1.040,00 €	1.258,40 €	- 218,40 €
	Website			3.617,90 €	3.617,90 €	- €
	App			5.000,00 €	5.612,50 €	- 612,50 €
<b>Subtotal</b>				<b>9.657,90 €</b>	<b>10.488,80 €</b>	<b>- 830,90 €</b>

# Annex: Business Case – Expenses



EXPENSES						
Costcode	Position	Single Price	Count	Budget	Final	Difference: Final - Budget
<b>Marketing</b>						
	Congress brochure			1.536,70 €	3.595,42 €	- 2.058,72 €
				- €	- €	- €
	Photographer			1.500,00 €	1.450,00 €	50,00 €
	Video coverage			- €	- €	- €
	Online marketing			- €	430,00 €	- 430,00 €
<b>Subtotal</b>				<b>3.036,70 €</b>	<b>5.475,42 €</b>	<b>- 2.438,72 €</b>
<b>Congress Design</b>						
	Roll ups, Signage, etc.			2.000,00 €	1.375,17 €	624,83 €
	-			- €	- €	- €
	-			- €	- €	- €
	PPT-/Word-Master			500,00 €	- €	500,00 €
				- €	- €	- €
<b>Subtotal</b>				<b>2.500,00 €</b>	<b>1.375,17 €</b>	<b>1.124,83 €</b>

# Annex: Business Case – Expenses



EXPENSES						
Costcode	Position	Single Price	Count	Budget	Final	Difference: Final - Budget
<b>Congress Program</b>						
	Invited Speaker Travel	2	300,00 €	600,00 €	196,99 €	403,01 €
	Invited Speaker Accomodation	1	1.150,00 €	720,00 €	1.150,00 €	- 430,00 €
	Guest speaker offers (Tassen/J. Mendi	4	60,00 €	200,00 €	240,00 €	- 40,00 €
	Speaker Transfers	3	90,00 €	- €	- €	
				- €	- €	- €
<b>Subtotal</b>				<b>1.520,00 €</b>	<b>1.586,99 €</b>	<b>- 66,99 €</b>
<b>Social Program</b>						
	Roll ups, Signage, etc.			1.000,00 €	81,85 €	918,15 €
	Transfer Organizer <-> Event Location			- €	95,00 €	- 95,00 €
				- €	- €	- €
				- €	- €	- €
<b>Subtotal</b>				<b>1.000,00 €</b>	<b>176,85 €</b>	<b>823,15 €</b>

# Annex: Business Case – Expenses



EXPENSES						
Costcode	Position	Single Price	Count	Budget	Final	Difference: Final - Budget
<b>Sponsoring</b>						
	Sponsor benefits (Stands)	750,00 €	0	2.250,00 €	- €	2.250,00 €
	Sponsor benefits (Wall of support, Roll ups, etc. )			- €	1.429,17 €	- 1.429,17 €
	Free registrations	650,00 €	21	7.800,00 €	- €	7.800,00 €
	Electronic brochure			- €	- €	- €
	Sponsoring Profit Share - Assoc. 1 - IAP			- €	3.690,00 €	- 3.690,00 €
	Sponsoring Profit Share - Assoc. 2 - SAV			- €	4.000,00 €	- 4.000,00 €
	Sponsoring Profit Share - Assoc. 3			- €	- €	- €
	Sponsoring Profit Share - Associ. 4			- €	- €	- €
					- €	- €
<b>Subtotal</b>				<b>10.050,00 €</b>	<b>9.119,17 €</b>	<b>930,83 €</b>

# Annex: Business Case – Expenses



EXPENSES						
Costcode	Position	Single Price	Count	Budget	Final	Difference: Final - Budget
<b>Organisation and Misc</b>						
	Invited guests			3.000,00 €	- €	3.000,00 €
	Organizing Committee Meeting Costs			- €	- €	- €
	Lunch Organizers			- €	- €	- €
	Dinner Organizers Day 0			- €	- €	- €
	On-site staff - Travel	1.232,08 €	1	1.250,00 €	1.478,35 €	- 228,35 €
	On-site staff - Accomodation	182,00 €	10	2.700,00 €	2.087,16 €	612,84 €
	On-site staff - Food & Beverage	90,00 €	12	525,00 €	451,00 €	74,00 €
	Shipping			- €	1.055,00 €	- 1.055,00 €
	Insurance cover			2.500,00 €	- €	2.500,00 €
	EAA administration fee			27.500,00 €	28.171,55 €	- 671,55 €
	Legal costs			- €	120,70 €	- 120,70 €
	Other costs			15.000,00 €	- €	15.000,00 €
	"Künstersozialkasse"			- €	- €	- €
<b>Subtotal</b>				<b>52.475,00 €</b>	<b>33.363,76 €</b>	<b>19.111,24 €</b>
<b>Total</b>				<b>148.889,60 €</b>	<b>140.836,43 €</b>	<b>8.053,17 €</b>