

AAE actuview strategic partnership

A report to the General Assembly

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AAE strives to raise its services regarding SO3 and SO2 and to benefit from the opportunities of digitalisation

- AAE still spends about 40% of its resources in consulting the European institutions, i.e. on SO1, while the resources for promoting and supporting the community of European actuaries, i.e. SO3, receives less than 15%.
- AAE strives to use its financial flexibility to raise its services for SO3 and also strengthen SO2, professionalism, while at the same time to pursue its transition into the digital age.
- A strategic partnership with actuvview opens a opportunity to make a significant step in these directions, especially in promoting SO3 .
- In addition, it is opening the opportunity for sustainable financial value generation with limited downside potential.

Actuview is a managed youtube+ for actuaries that facilitates actuarial content generation

- Actuview is a 100% subsidiary of the German actuarial association DAV
- It emerged out of the *Virtual* International Congress of Actuaries ICA 2018, i.e. out of the infrastructure that was build for streaming the presentations, keynotes, and panels of the congress.
- It provides real-time or on-demand world-wide streaming access to appropriately formatted videos of the content, e.g. a speakers video and the presentation side by side.
- The content is enhanced by metadata, e.g. keywords or a summary, and by associated content, like related presentations, paper or related actuview content, where appropriate.
- It provides first features to further support its use in education, esp. in continuous education
- actuview provides teams and services that can capture large and small congresses or conventions

AAE's board has decided to enter into a strategic partnership with actuview (1/2)

- Both parties commit to a trustworthy, long-term, strategic partnership ideally leading into a significant minority equity share of AAE in actuview
- AAE to receive
 - access for all member and students (not just fully qualified actuaries) of all member associations
 - support for all member association in offering continuous professional development opportunities
 - opportunities for distributing AAE and member associations' content to the actuarial community
 - opportunity to further strengthen the community of European actuaries with an additional platform to discuss actuarial content transparently
- AAE to provide
 - funding during the built and development phase of actuview
 - feedback and suggestions to further develop actuview
 - actuarial content of AAE events and support in liaising with other actuarial content providers
 - facilitation access to potential sponsors of actuview

AAE's board has decided to enter into a strategic partnership with actuview (2/2)

- Both parties commit to a trustworthy, long-term, strategic partnership ideally leading into a significant minority equity share of AAE in actuview
- actuview to receive
 - funding in a critical development phase
 - reach to the entire community of European actuaries including next generations – essential to
 - obtain relevant constructive feedback
 - attract sponsors
 - leading to accelerated development and relevance
 - eased access to actuarial content providers and sponsors
- actuview to provide
 - access to functionality and content of actuview for all European actuaries
 - continuous provision of high quality content and development of functionality
 - fairness in taking cost mitigating development and AAE related income (other than fees) into account, both in fees and in the price of a potential equity share

Financials and risk management

- AAE and actuvie to enter into an engagement period until end of 2021.
- AAE and actuvie commit to the deliverables set out on the previous pages.
- AAE pays a fee for the period until end of 2021 of EUR150 k in three instalments of EUR 40, 50 and 60 k.
- AAE can afford this amount without a change to its member fees
- Assuming a total of more than 30 000 European actuaries (including students and not qualified) this amounts to EUR 2.50 per capita per year.
- AAE has an exit option if AAE's income situation changes materially.

Outlook

- actuvview and AAE strive that AAE takes a minority equity share in actuvview to institutionalize the alignment of interest at the end of 2021.
- The contributions of AAE and actuvview to the value of actuvview generated during the engagement period will be accounted for.
- Note that the fee for the agreed level of actuvview services until 2021 is not value generating unless major unexpected productivity gains occur.
- Based on current costs, the expected scope of services, and the expected number of European actuaries, the fee for continuing the services beyond 2021 is estimated at EUR 90k per year.

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