

## Paul Sinnott

FIA  
Principal and Consulting Actuary  
Greater China & Southeast Asia Life



### CURRENT RESPONSIBILITY

Paul is managing director of Milliman's Greater China and Southeast Asia life consulting business, based in Hong Kong. A well-known and respected senior industry practitioner, he has unrivalled experience, having worked extensively in all of the 12 major Asian life insurance markets during his 17 years in the region. He joined the firm in 2010.

### EXPERIENCE

Prior to Milliman, Paul spent more than 10 years managing the Asian insurance consulting business of Watson Wyatt, growing it from four to 120 people.

Paul specialises in the area of mergers and acquisitions, having been involved with more than 160 Asian valuation projects during his time in the region. These have included most of the high-profile transactions over the last 17 years, such as:

- The IPOs of Ping An (H and A share), PCI and Bangkok Life
- Performing the sell-side valuation work on AIG's 13 Asian businesses excluding Japan and the Philippines during 2008 and 2009
- Working for Ping An when it sold a minority shareholding to HSBC
- Providing due diligence and valuation support to Carlyle, Winterthur and Fortis in their acquisition of stakes in China Pacific, Taikang and Muang Thai, respectively
- Working on the valuations of ING Life Korea during the sale of stakes to (and subsequent buy-backs from) HCB/Kookmin Bank

He has also worked with more than 30 multinational insurance groups addressing their strategic issues, including market entry, corporate restructuring, distribution, product design, competitor benchmarking and overall business development.

Paul's technical expertise includes financial reporting, independent actuary high court certifications, expert witness opinions and risk management. He has also served as the Appointed Actuary for several clients in Hong Kong.

### PROFESSIONAL DESIGNATIONS

- Fellow, Institute of Actuaries

### EDUCATION

- Mathematics (first-class honours degree), University of Birmingham, United Kingdom

