



Munich Re Cup  
Annual Case Study Competition



2024

The Munich Re Cup is the premier North American wide case competition open to SOA Centre of Excellence universities designed to provide students with an opportunity to develop and apply their analytical, presentation and problem solving skills to a real-world business problem. Students will be given networking opportunities that will provide them with exposure to Munich Re executives and industry professionals.



### Competition Rules

- Each school can submit any number of teams consisting of four student participants enrolled in an Actuarial Science program or equivalent (i.e. Statistics). Eligible students should not be in their first year of studies. A team will no longer be eligible to participate if their group falls below three team members.
- Six finalist teams will attend the Competition and Reception in New York City at our Munich Re office. They will pitch their case in front of a panel of judges that will determine an overall first place winner, as well as a second place winner. All travel and accommodation expenses will be paid by Munich Re.
- The case study will be developed by Munich Re subject matter experts.
- Each team must submit an executive summary (maximum of 2 pages and 1 appendix), individual team member profiles and an electronic copy of their presentation by the dates specified.
- Students may use all resources at their disposal provided that academic integrity guidelines are strictly followed (i.e. sourcing where appropriate).
- Any violation of your University's code of conduct will result in immediate disqualification from the competition.

### Award

The first place team will be awarded a prize of \$13,000 to be equally divided amongst all team members. The second place team will be awarded a prize of \$7,000 to be equally divided amongst the team members. All awarded funds will be paid in the currency local to the team's university.

The winning team will be announced during the Reception in New York at the closing of the Competition. This team and their university will also be recognized by Munich Re through social media and in future competitions.



## Participant Selection

Each university will be responsible for selecting and forming their team(s). To qualify, each team is required to have an Academic Advisor committed to supporting their team. The Academic Advisor will also serve as the main contact with Munich Re throughout the process. Team selection methods should be developed at the school level. Munich Re will not govern this process but will assist each school in developing their qualification guidelines as requested. Examples of a selection process could include a local case competition, or applications to an Academic Advisor.

## Case Study & Presentation

Participating teams will work through the actuarial business case developed by Munich Re's in-house subject matter experts. Students will have approximately eight weeks to analyze the case and prepare an executive summary and presentation outlining their analysis and recommendations. Finalist teams will have the opportunity to join a remote Q&A session to ask questions of the Munich Re subject matter experts before the final competition. Six finalist teams will present their findings to a panel of judges at the Competition in New York. A maximum of 1 finalist team will be chosen for each academic institution. Each team will have 30 minutes to present, followed by a 15-minute question period from the judges.



### Case Topic

How should life insurers manage growth and profitability using technology and reinsurance solutions?

## Synopsis

Many of the first North American life insurance companies were established more than 150 years ago. Although the life insurance industry is considered a mature one, emerging and ever-changing technology puts pressure on insurers to innovate and do things differently. There is a need for innovation to meet consumers preferences for instant and ease of access when purchasing products, but also to grow and maintain profitability in a highly competitive environment as new players enter the market and existing players reinvent themselves, through different business or financial strategies.

For this Munich Re Cup case, students will be asked to assess and recommend how a life insurance company can manage growth and profitability using technology and reinsurance solutions. By tackling a multidisciplinary business problem, students will have the opportunity to demonstrate creativity, analytical, and problem-solving skills!



## Evaluation

All teams are invited to submit an executive summary (which is a maximum of 2 pages in length for the summary and 1 page as an appendix) for consideration. A panel of three to five judges formed at the discretion of Munich Re will evaluate each team's submission. The top 6 executive summaries will be selected and those teams will be invited to participate in the full case competition.

During the Competition, evaluations will be completed independently by each judge based on a variety of components, and will focus on the overall analysis of the problem and resulting recommendation, as well as the quality of the presentation and communication. Judges' scores will then be combined to determine the overall first and second place winning teams, which will be announced at the awards ceremony on March 5, 2024.

## Key Dates

<b>Mid October, 2023</b>	Call to action – Request to assemble teams
<b>Mid October, 2023</b>	Confirmation of school participation and assignment of Academic Advisor Team selection process at the school level
<b>November 27, 2023</b>	Deadline for Academic Advisor to submit team(s) to Munich Re
<b>End of November</b>	Case is released to the Academic Advisors to provide to their team(s)
<b>January 23, 2024</b>	Deadline for executive summary submissions
<b>February 6, 2024</b>	Finalist teams selected and notified
<b>March 5, 2024</b>	Case Competition and Reception in New York