

Session 2A

The robots are here: Smart technologies that are disrupting the mindset

Presented by

Dan Taylor
General Manager, Innovation
TAL

The robots are here: Leading Life Insurance into the era of AI

Dan Taylor
GM, Innovation

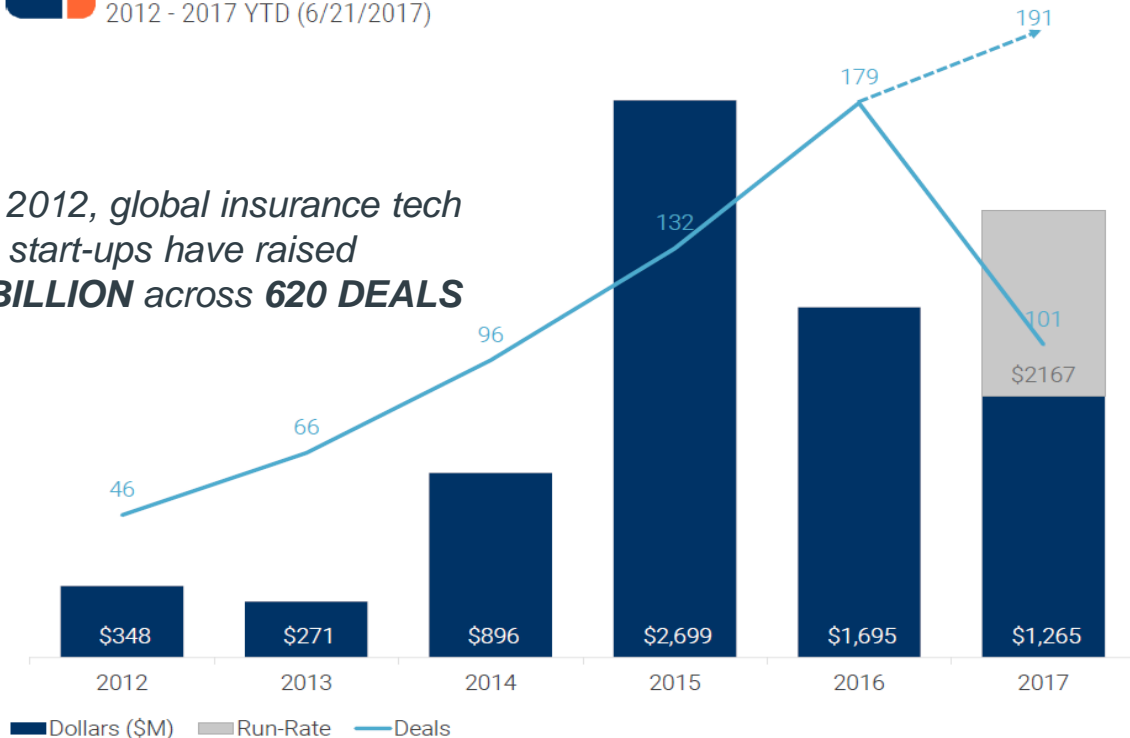
Dan.taylor@tal.com.au

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There is strong growth in InsurTech, with AI a hotspot

INSURANCE TECH FINANCING TREND 2012 - 2017 YTD (6/21/2017)

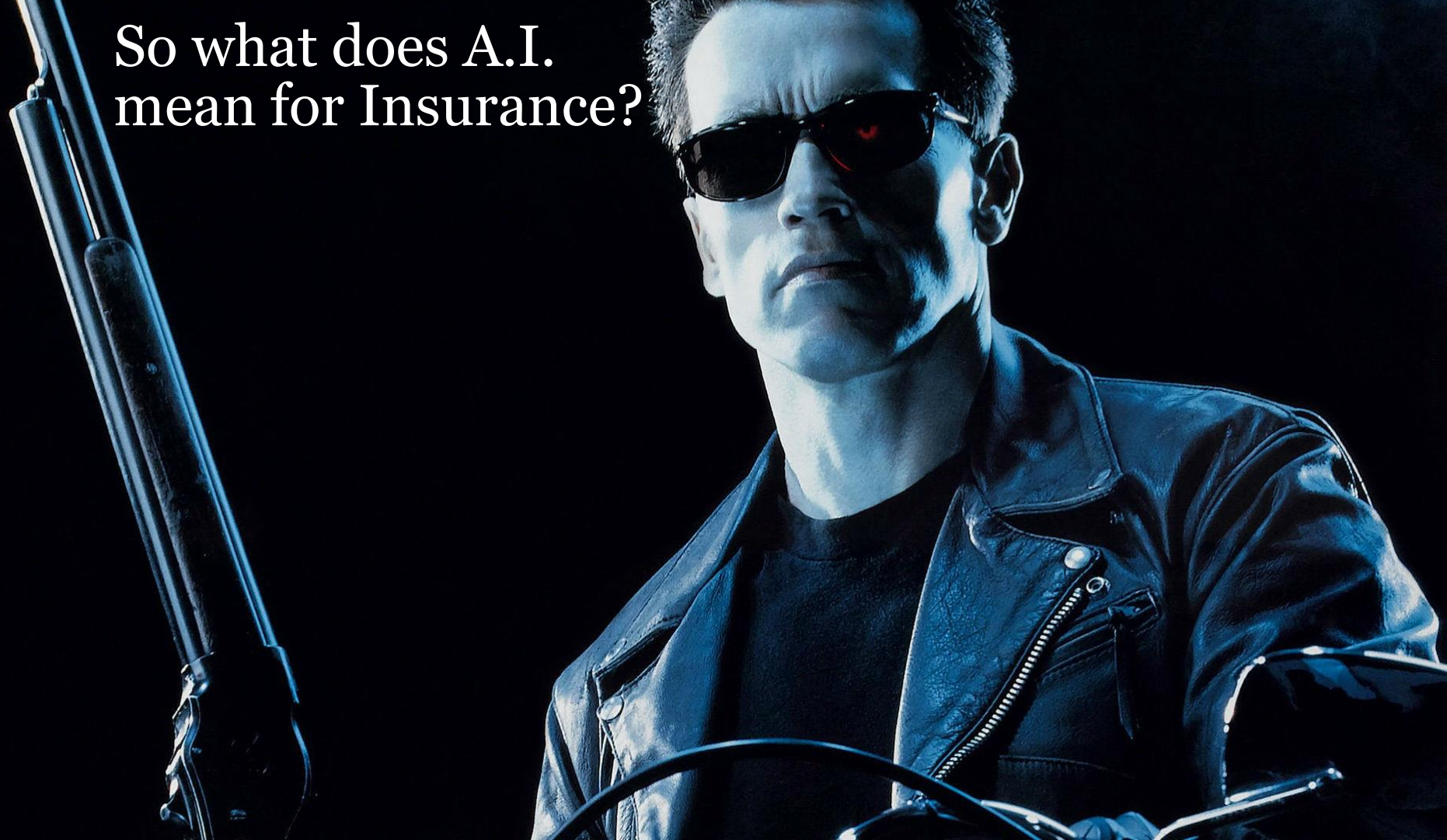
Since 2012, global insurance tech start-ups have raised **\$7.2 BILLION** across **620 DEALS**



AI in fintech and insurance tech is the leading category for deals in 2017

Source: CB Insights,
Trends in Insurance Tech,
July 2017

So what does A.I.
mean for Insurance?



AI can mean a lot of things...

“It can think”
- Machine Learning

“It can hear”
- Voice to text
- NLP

“It can see”
- OCR

“It can move”
- Robotics

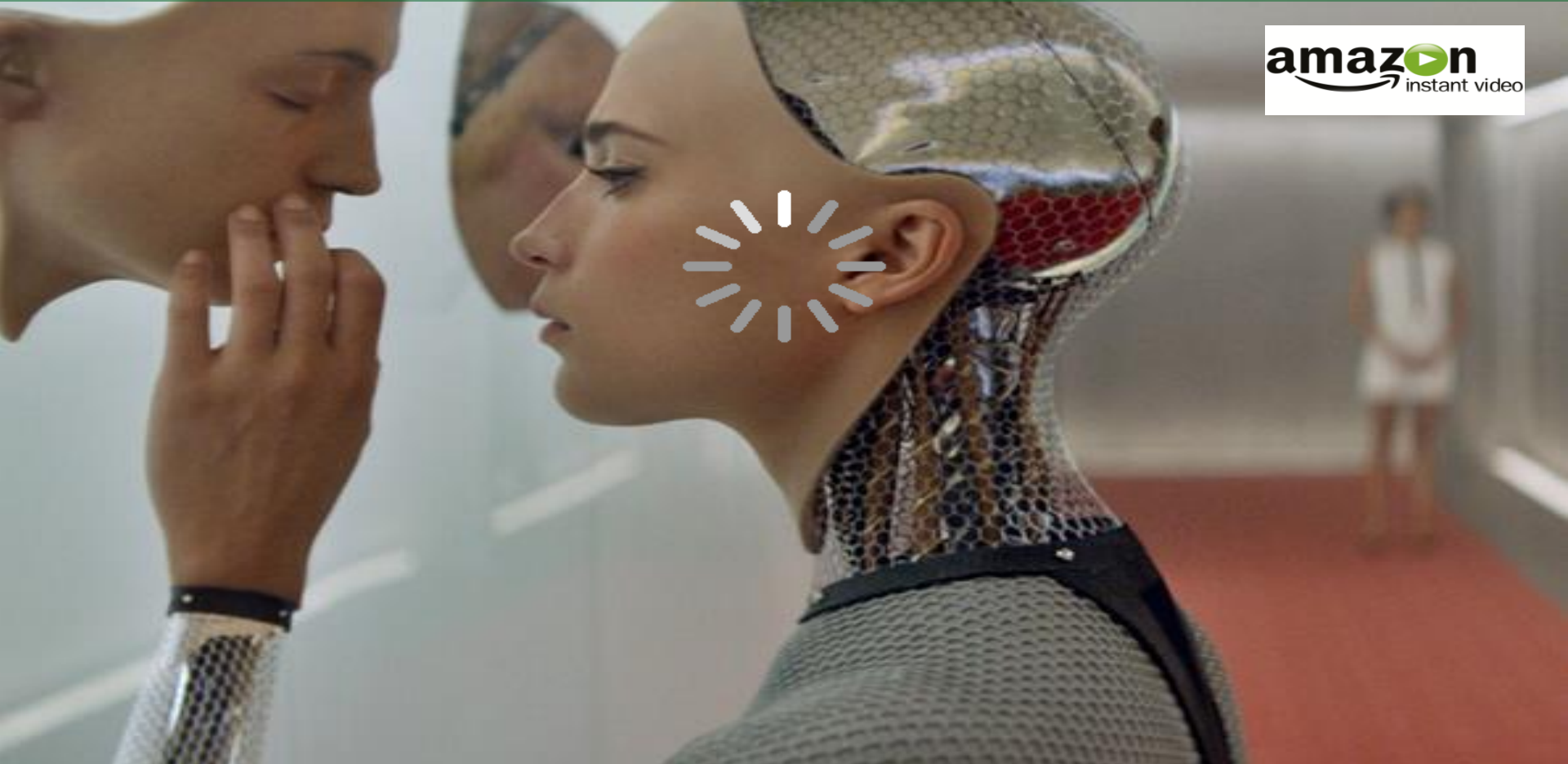
“It can talk”
- Chat bots



AI could enable us to move from paying claims to preventing the illness that creates claims



Amazon Prime shows the potential



**So how has TAL
approached this
challenge?**

A clear focus on practical innovation drives our industry leadership



**Experience
Design
(Horizon 1)**

Creating signature
experience design



**Accelerator
(Horizon 2)**

Accelerate core and
adjacent proposition
development



**Incubator
(Horizon 3)**

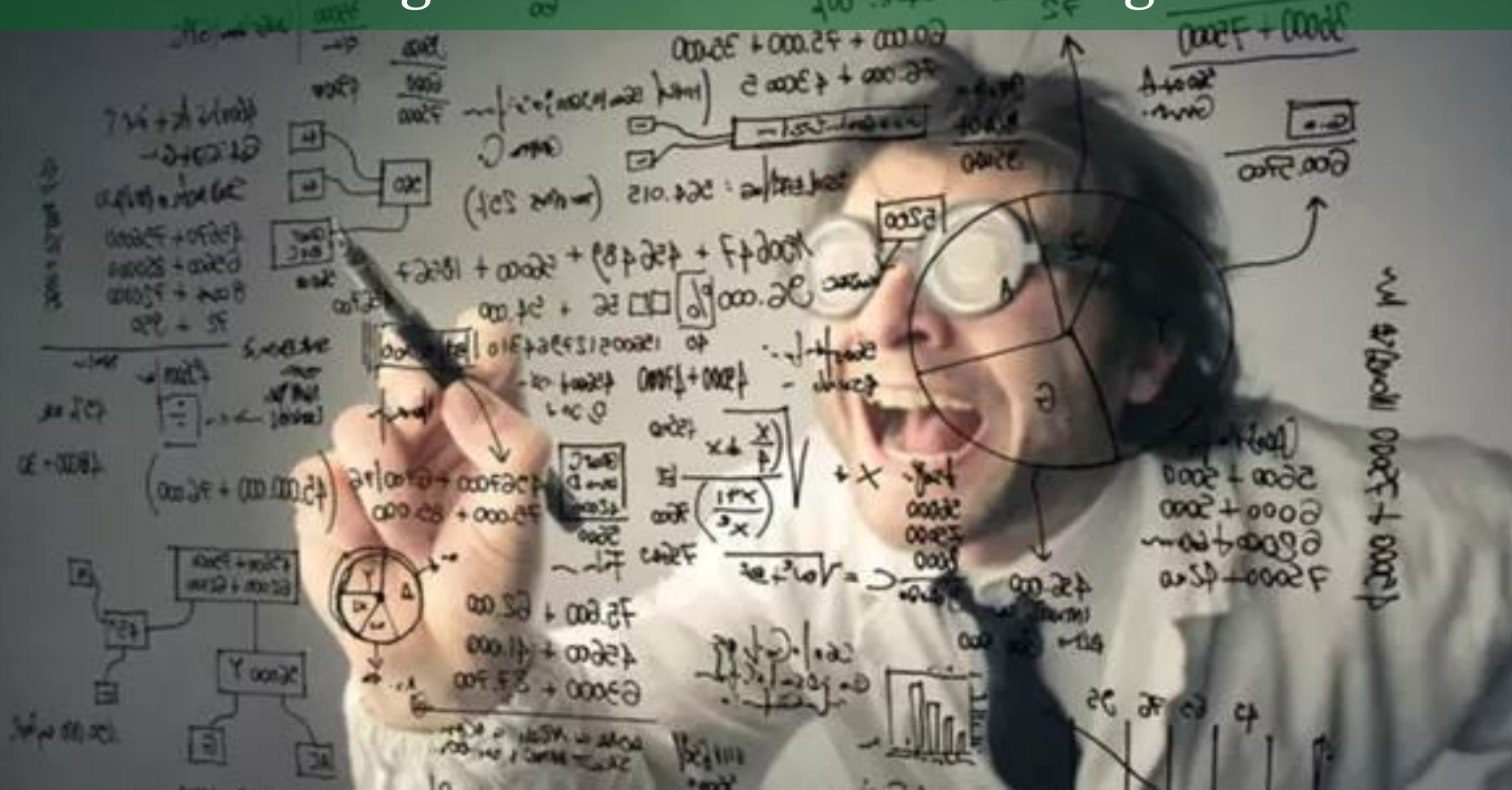
Leverage data and
emerging technology to
'step change' our
business

We have empowered a ring-fenced team

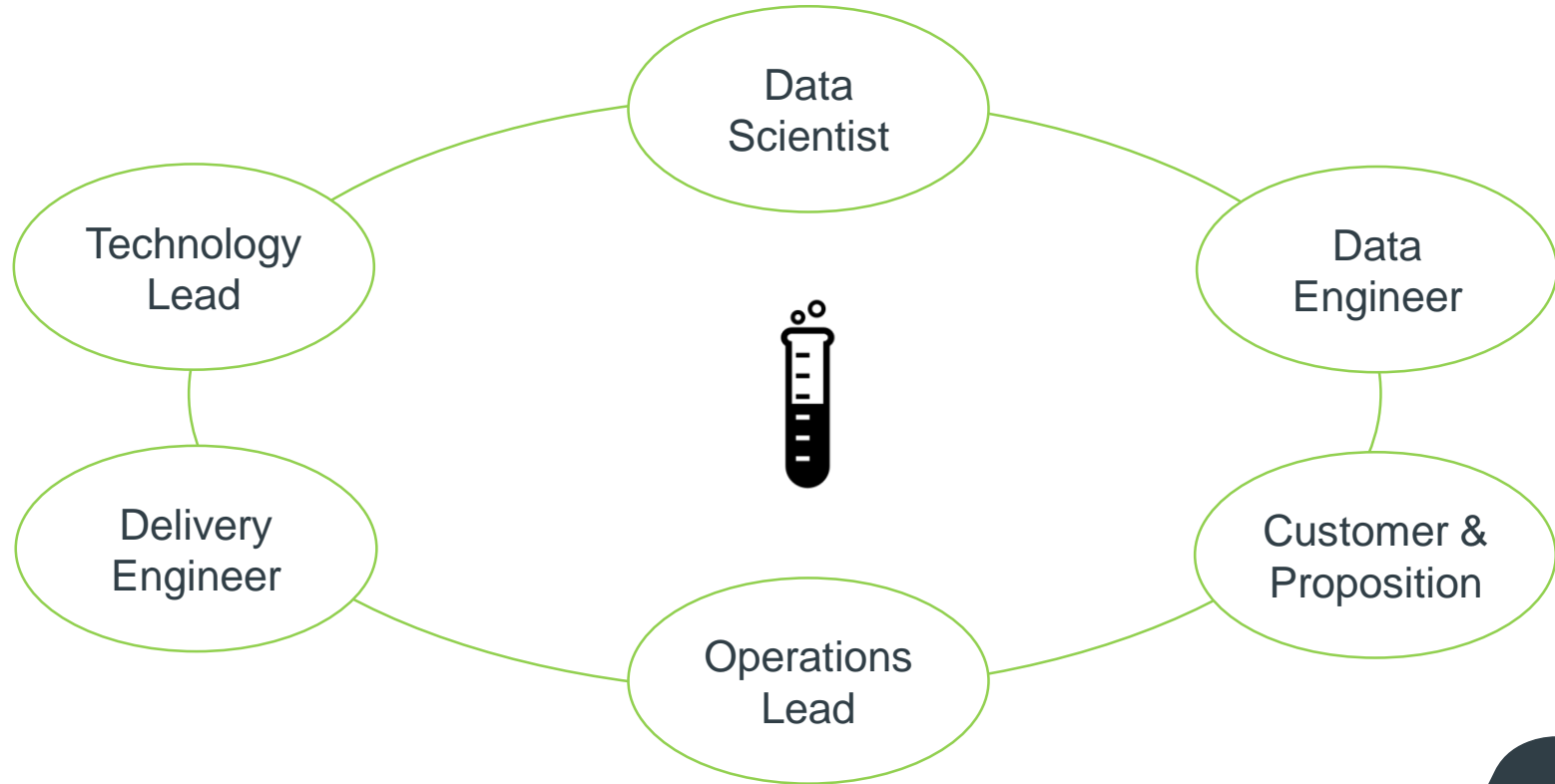
***“You can’t innovate
by committee”***



Hiring a data scientist isn't enough...



The team is multi-skilled and incentivised to experiment and learn



We have a clear focus on discreet
customer experience improvements



"COMPUTER SAYS NO"

New data creates new opportunities...

A range of 3rd parties have new data

- Physical activity
- Phone usage whilst driving
- Dr and pharmacy visits
- Social activity and connectedness
- When people are at home, or not
- How much alcohol people drink
- What food they eat
- Interests and search history



... but brings new challenges

It's not always obvious which data is the right data



[Energy](#) [Home Services](#) [Smart Home](#) [Help & Support](#) [My Account](#)

Home Insurance

Protect your home with the right cover for you

[> Get a quote](#)



What are the results?

There is a lot of hype about Machine Learning
taking away jobs



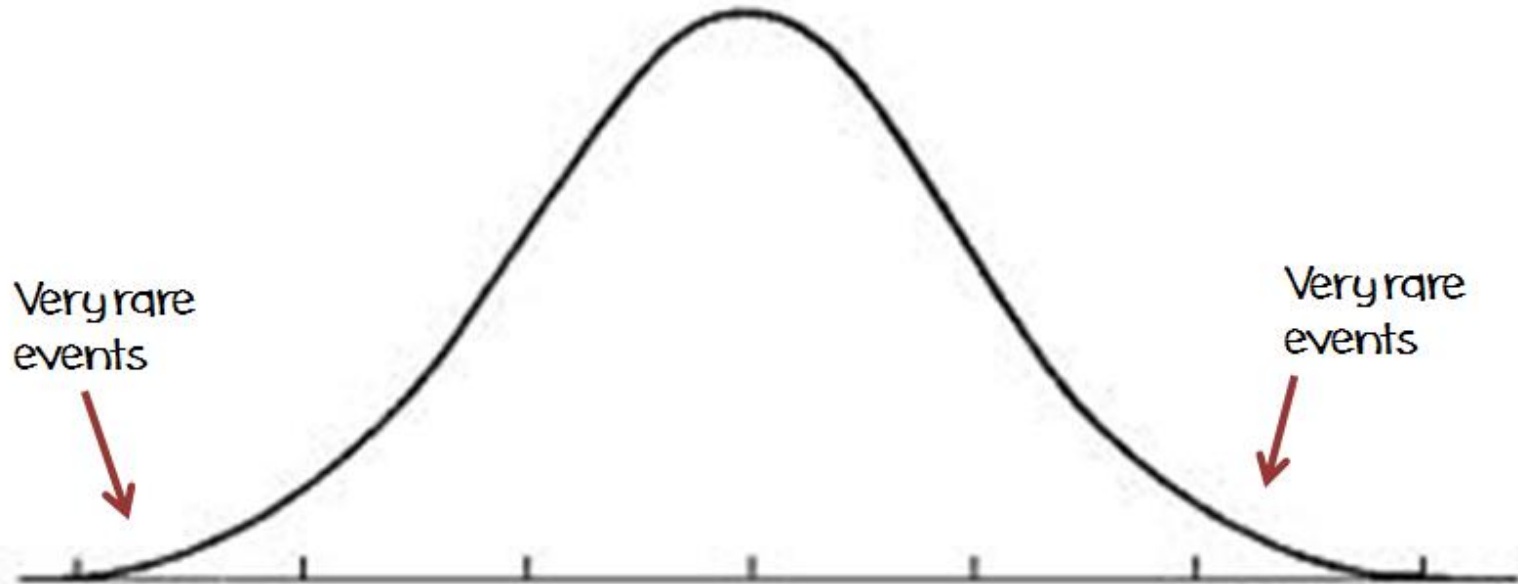
It's Machine Learning...
... not Machine Knowing



Data is rarely complete and correct



There are always 'edge' cases



Just like humans, machines can learn to be biased



They are hard to audit



We have to learn to trust something we don't understand



We've established trust in a number of ways



Appropriate use cases

How do you know you're focused on the right problem?

Triage - Use ML to triage (and automate) the simple cases and enable the humans to focus on the complex ones



Commercial confidence

How do you know the model works ... and will stay working?

deploy in 'shadow mode' to prove reliability



Transparency

How do you know why it makes a decision?

Surface decision making factors and include in normal QA



Fairness & compliance

How do you know it's not discriminating?

Customer can't lose - only deploy machine learning decisions in ways that can't negatively impact the customer



Security

How do you know it's not been abused?

Strict user access control and automated monitoring & reporting of output



Machine reviews 100% of cases to triage which cases the QA team should audit fully

Adds new dimension (outcome) to normal process compliance audit

So we believe AI will have a more symbiotic relationship



A group of people are captured in mid-air, jumping from a rocky shore into a calm lake. The scene is set against a backdrop of dense green trees and a blue sky with scattered white clouds. The people are in various stages of their jump, with some already in the water and others still above it. The overall mood is one of joy and summer fun.

Thank you!

Dan Taylor
GM, Innovation

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