

General Information

Name **JUAN CARLOS AGUILAR TAGLE**
Nationality Mexican
Date of birth February 22, 1966
Marital status Married

Profession **A c t u a r y**
UNAM ENEP ACATLAN

Professional license 3471159

Thesis Las reservas SONR y GAAS
(IBNR and ALAE reserves)

Member of the 1st Generation of Actuaries Certified by CONAC and CNSF on Property and Casualty (including Automobiles)

1. Reserve appraisal
2. Products and technical notes

Courses Specialization Course on actuarial appraisals
Seminars of the Casualty Actuarial Society

- ◆ Reserves: Chicago, Sep.03
- ◆ Rates: Philadelphia, Mar.04
- ◆ Reserves: Las Vegas, Sep.04

Specialization Course on Statistics (ITAM 2008)

Highlights 1st Place in UNAM (NAUM)
Academic Contest, 1988

Languages Technical and Business English
Fluent conversation, reading, and writing

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Col. Exhacienda Coapa, Tlalpan
México, DF; CP 14390

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Experience

Grupo Nacional Provincial
Mexico City

Assistant Manager of Actuarial Investigation and Development on Automobiles

Technical development of products and rates for auto insurance
Automobile estimates, forecasts, and result control.
April, 2005 to date

ABA Seguros
Monterrey, Nuevo Leon

Head of the Actuarial Department (Automobiles and Property and Casualty)

Rates, reserves, technical notes and actuarial analyses.
August, 2002 - April, 2005

Seguros Banorte Generali
Monterrey, Nuevo Leon

Assistant Manager of the Automobiles Department

Rates, reserves, accounts, claims, and systems.
January - August, 2002

ABA Seguros
Monterrey, Nuevo Leon

Head of the Actuarial Department (Automobiles and Property and Casualty)

Rates, reserves, technical notes and actuarial analyses.
1995 - 2002

Seguros Interamericana
Mexico City

Manager of Personal Lines

Subscription, Issuance, and business relations
1992 - 1994

AC Nielsen Co.
Mexico City

Quality Control Executive

Market statistical analyses
1990 - 1992

Seguros La Comercial
Mexico City

Life Project Leader

Estimation of mathematical reserves
1989 - 1990

Junior Actuary in the Auto Insurance Department

Rates and Systems
1988 - 1989

SECOFI
Mexico City

Intern

Time series analyses
1986 - 1988

Development Areas, Skills, and Career Achievements

Development Areas ■ Actuarial and technical aspects, as well as aspects regarding the subscription of the automobile and property and casualty insurance policies.

- Development of new insurance products.
- Competitiveness analyses.
- Statistical and financial analyses.
- Sales areas.

Skills ■ Insurance actuarial techniques.

- Logical reasoning and abstract-analysis capabilities.
- Management of work teams towards the efficient and timely goal achievement, within a motivation and growth environment for the team members.
- Clear explanations of technical studies, offering an easily comprehensible interpretation.
- Quick and efficient attack of crisis situations.
- Negotiation.
- Innovation.
- Openness and optimism.
- Loyalty and commitment.
- Service attitude and customer satisfaction.

Career Achievements ■ Creation of the actuarial department in *ABA Seguros* (1995), as the only actuary until the final team was formed.

- Development of the actuarial methods to establish rates and appraise technical reserves in *ABA Seguros*.
- Development of innovative coverage in policies for automobile insurances in *ABA Seguros*.
- Active participation in the buying process of *ABA Seguros* by *General Motors Acceptance Insurance*.
- Obtaining of the actuarial certification for the official signature of rates and reserves.
- Formation of the automobile actuarial work team (personal lines) in *GNP*.
- Development of innovative concepts in the estimation of automobile rates.
- Accounting result correction of the automobile insurance (*GNP personal lines*) through rates, policies, and initiatives, going from a technical loss of 100 Million pesos in 2006 to profits of 50 Million pesos in 2007, and of 90 Million pesos in 2008.