

**Thomas K. Penn-David, RHA, FLMI/M**  
**Chief Marketing Ant, Ant Re**

**Professional Experience**

- 1982-1986 - Joined Munich American Reassurance as an Actuarial Analyst – projects included creating 1984 tax reserves, conducting first Munich Re/SOA reinsurance survey and work period in Munich
- 1987-1994 – Manager of Systems and Programming – led creation of first on-line administrative system for Munich American Re
- 1994-2003 – Second VP (Marketing) – Regional marketing representative responsible for marketing of life, IDI, COLI and LTC treaties
  - Key role in creating Munich's market leading position in the individual disability market
  - Single handed role in creating Munich's highly profitable COLI/BOLI reinsurance block
  - Responsible for acquisition of over half of all new life clients and treaties during period
- 2003-2008 – VP Group – Led Group department at Munich
  - Trebled LTD premium and multiplying life premium by 10 while consistently meeting or exceeding profit targets
- 2008-2010 – Various roles including VP Business Development and consultant for Mortality Research
  - Executed large credit financial transaction in 2009
  - Helped to solidify Munich's position in the immediate issue life market
  - Key role in articulating design of Munich's new mortality measurement system
- 2010-present – Principal at Ant Re
- Industry Participation
  - Frequent speaker at Society of Actuaries meetings and regional actuarial society meetings and at IDI industry meetings
  - Initiated and organized Munich's first IDI customer conference in 2000
  - Editor and frequent contributor to the Milliman Disability Newsletter

