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## "If I start a business, I picture it like Caarea"

Louis Dager has been Actuarial and Underwriting Manager at Caarea for several months. His arrival was not by chance; joining the company was one of the objectives of this double graduate, whose student and professional career has been marked by international experience.



Louis, you recently joined Caarea, what is your mission?

The first part of my job consists of studying incoming business, carrying out a study of the prices from an underwriting perspective, the products requested, the risks and the protection mechanisms to be put in place.

This goes hand in hand with the second facet of my mission, which consists of monitoring the profitability of the business we handle. Our ecosystem includes many cases and we owe it to our clients to ensure the profitability of their cases, in a systematic and mathematical way. I think that this is one of the particularities of the company, which distinguishes it from other

players: the profitability of our partners is at the heart of our project and this is how we build a privileged relationship with them. This is the most technical part of my mission.

Another objective is to support Caarea's development, particularly by continuing the process of automating tasks. I can see that the company has always operated according to this founding principle. This allows the team to focus on higher value-added tasks, and also on innovation, because in addition to its MGA skills, Caarea has also developed cutting-edge digital solutions. We will therefore continue to develop innovative products and solutions in digitalized automobile affinity insurance.

Finally, I am in close contact with Caarea's technical partners, whether they are insurers or reinsurers.

### **What has been your career path so far?**

There is one constant in my career: international. My father's work in the automobile industry gave me the opportunity to grow up abroad, and I wanted to keep this opening to the world. After attending an actuarial school in Paris, I started my career with experiences in Italy, in Trieste and Milan, in actuarial jobs.

However, I felt the need to complete my very technical training with a course of study more focused on business and people. I think that in order to bring real added value to the client, we need to go further than just actuarial work and have a "business" vision of our profession. So I joined ESSEC and did a master's degree in Singapore, because Asia is a promising continent that interests me a lot.

When I came back to France, I worked for Sia Partners, a consulting firm, on insurance assignments. In particular, I audited a company that I really liked because of its model, especially its engineering in relation to brokers, its business vision, its growth. I started to talk about it around me... It was Caarea. I told myself that if I ever started a business, I would want it to be based on those same values.

I then spent two years working for a mutual insurance company, dealing with long-term care risks, an interesting and very technical experience. Caarea approached me for a position and I was forced to refuse because my first child had just been born, the timing was not right. I still felt a twinge of regret, especially when I walked past the headquarters. I finally joined Axa Global Re, the reinsurance captive of the Axa group. After two and a half years, in a position very exposed to strategic issues, the opportunity to join Caarea came up again. This time, I couldn't pass it up and, after several interviews, I accepted the challenge!

### **Now that you've joined Caarea, is the company what you thought it would be? Did you find what you were looking for?**

Absolutely, it meets the criteria that I had identified as important to me. First, it is a company focused on value creation in Europe and Asia. It has real legitimacy in these areas and will

pursue an ambitious development strategy. Moreover, working in a small company, everyone has to have an impact. You necessarily have the trust of the managers and that is extremely stimulating. Finally, I have a real affection for the automotive sector, which has always been Caarea's specialty.

