Accounting for Hidden Risks Further Down the Curve

Lynn Bachstetter

Senior Director
Global Head of Insurance Solutions, S&P Global Market Intelligence

Lynn Bachstetter is a Senior Director for the Global Insurance Product Management team at S&P Global Market Intelligence. In this role, Lynn helps oversee the operational and strategic management of the Insurance Group. The Insurance Group is responsible for delivering company-specific and sector information to 2,000+ clients, including investment banks, asset management firms, global and regional insurance companies, brokers, consultants and accounting firms. Prior to joining the firm in 2008, Lynn was a credit ratings analyst with Fitch Ratings covering insurance companies. Lynn holds a Bachelor of Science in Business Administration degree from Villanova University.

Scott Jeffreys

Senior Insurance Strategist, Insurance Solutions
Macquarie Asset Management

Scott Jeffreys joined Macquarie Asset Management in March 2018 as an insurance strategist.

Prior to joining the firm, he was a senior member of BlackRock's Insurance Advisory business. During his more than 10 years at BlackRock, Jeffreys helped drive the expansion of BlackRock's strategic engagement with insurers in North America. His experience is focused in the design and implementation of complex investment solutions for the insurance industry, including strategic asset allocation, risk advisory, portfolio optimization, risk-based capital management, peer analysis, and other drivers of investment strategy. Jeffreys began his career with BlackRock as a risk and trading analyst.

He earned his bachelor's degree in policy analysis and management from Cornell University.

Brian D. Luke, CFA

Global Head of Fixed Income Indices
S&P Dow Jones Indices

Brian Luke is Global Head of Fixed Income Indices at S&P Dow Jones Indices (S&P DJI). With over 15 years of fixed income experience, Brian leads S&P DJI's global fixed income indices, including the S&P Municipal Bond, Global Bond, Global Leveraged Loan, and Global Bond Futures Indices. These index series cover key benchmarks for the fixed income market such as the S&P National AMT-Free Municipal Bond Index, the S&P/LSTA U.S. Leveraged Loan 100 Index, the S&P 500® Bond Index, the Dow Jones Sukuk Total Return Index, and the S&P Green Bond Index.

Previously, Brian headed S&P DJI's index construction, development, and implementation for fixed income, commodities, and alternative indices. Before joining S&P DJI, Brian led the U.S. fixed income trading desk for Maybank Global Markets, where he managed the bank's U.S. dollar fixed income portfolio. Prior to that, he worked at Pacific Income Advisers, where he traded and managed active and passive portfolios for institutional and retail investors. As a fixed income specialist, Brian has presented on Bloomberg TV, covering headline events and investment strategies within the fixed income markets.

Brian is a CFA charterholder and holds a bachelor's degree in business administration with a concentration in finance from the University of Washington. In his spare time, Brian enjoys skiing and traveling, having logged over 30 ski resorts and visited over 40 countries, and he holds U.S. and EU passports.

Marc A. Mercurio, CFA

Senior Manager, Insurance Solutions
Macquarie Asset Management

Marc A. Mercurio joined Macquarie Asset Management (MAM) in December 2018 as a senior manager in the insurance solutions group. He is responsible for expanding the firm's asset management relationships with insurers.

Prior to joining the firm, Mercurio was head of insurance ETF business development at State Street Global Advisors from September 2017 to November 2018. Before that, he worked at Wellington Management for more than 10 years, leaving the firm in 2017 as vice president and account manager in the financial reserves management group. Previously, Mercurio held various management positions with Liberty Mutual Group.

Marc is a CFA Charter holder and earned a bachelor's degree in history and an MBA with a concentration in finance, both from Boston University.

Raghu Ramachandran

Head of Insurance Asset Channel
S&P Dow Jones Indices

Raghu Ramachandran is Head of Insurance Asset Channel at S&P Dow Jones Indices (S&P DJI). In this role, he is responsible for applying S&P DJI resources to solve problems for insurance companies. Raghu works on how indices are used to create innovative products for insurance companies, benchmarking general account portfolios and the use of ETFs by insurance companies. Prior to joining S&P DJI, Raghu was CIO at a P&C and a Life insurance company. Prior to working at insurance companies, Raghu was an insurance portfolio manager and head of the portfolio strategy group for Brown Brothers Harriman & Co. Previously, Raghu also worked at Tillinghast (now Willis Towers Watson), developing stochastic modeling tools. He has extensive experience in portfolio and liquidity management, portfolio strategy, hedging, product development, and stochastic modelling.

Raghu regularly writes and speaks about investment issues related to insurance. Raghu publishes a yearly analysis of ETF usage by insurance companies. In 2019 and 2018, the paper received the “Best ETFs Paper” award from Savvy Investor, and in 2017, the paper received a “Highly Commended” award in the same category. His co-authored paper “Variable Annuity Volatility Management: An Era of Risk-Control” has been included in syllabi for two different Society of Actuaries exams.

Raghu has a bachelor’s degree in physics and a bachelor’s degree in astronomy from the University of Texas at Austin.