

Peter Gregor

Senior Consultant, Health Strategy EMEA



CURRENT RESPONSIBILITY

Peter Gregor is leading Milliman's Health Strategy practice in EMEA, providing strategic advice and analytical services to clients in EMEA. He joined the London office of Milliman in February 2020.

Prior to joining Milliman, Peter worked for Aon Inpoint, Eden McCallum, Vitality UK, AXA Group, and KPMG and started his career with Deutsche Bank in Germany.

At Aon Inpoint, Peter worked in the UK and EMEA Health and Benefits Strategy Practice. He led the client and expertise development and worked on numerous health strategy topics, including product and proposition development and healthcare ecosystem innovation. He also conducted market assessments and was involved with international private medical insurance entry in Europe and Asia.

With Eden McCallum, Peter worked on strategy engagements in the health insurance and pharmaceutical sectors. He led a major strategy review for a global health insurer, developing new growth strategy, identifying new customer segments and propositions. He also helped define new strategic ambitions for the business, including top-line revenue targets and their bottom-up validation. Other engagements included the development of a market and M&A opportunities prioritisation framework, market entry assessments, commercial and operational due diligences, M&A target and synergy assessments, and strategic transformation planning.

For a global pharmaceutical company in Switzerland, Peter developed a collaboration framework to launch insurance products and propositions with insurers in emerging markets, to provide financing for innovative medical treatments and address affordability challenges in local markets.

As Strategy & International Development Director with Vitality UK, Peter led the strategic planning, M&A, and business development in the UK, Europe, and Asia. He led the acquisition of Standard Life Healthcare and other strategic initiatives included Vitality's wellness programme collaboration with points4Life in Manchester as well as strategic joint venture with Ping An in China.

Whilst at AXA Group in Paris, Peter worked in the Group Strategic Planning, covering the strategic planning process, competitive intelligence, and M&A.

With AXA Consulting, Peter worked on strategy and change engagements for AXA entities internationally and developed a cost and performance analysis and benchmarking model which became a reference for the group.

Peter started his career as an Analyst in the insurance and banking department of KPMG in Paris and as a trainee with Deutsche Bank in Germany.

EDUCATION

- PhD, Strategic Management with Distinction, University Paris Dauphine
- Master's degree, Business Administration and International Economics, University of Dresden

