

14th CEO Insurance Summit in Asia

18-19 February 2014 • Grand Nikko Bali, Indonesia

Theme: "Getting Ready to Tap the Huge Potential in the ASEAN Economic Community"

"Doing Insurance Business in an Integrating Market"

Register by
18 Jan 2014 for
Early Bird Discounts!

Regulatory Panel



Dr Firdaus Djaelani
CEO, Non-Bank Financial Industry Supervision,
Otoritas Jasa Keuangan
(Indonesia Financial Services Authority)



Pravej Ongartsittigul
Secretary-General,
Office of Insurance Commission, Thailand



Dorothy M Calimag,
Deputy Insurance Commissioner,
Management Support Services Group,
Insurance Commission, Philippines

ASEAN Keynote Address by:



H.E. Le Luong Minh
Secretary-General,
Association of Southeast Asian Nations (ASEAN)

Keynote Address by:



Katsuo Matsushita
Special Advisor and Liaison Officer for Japan
and East Asia,
The Geneva Association

ASEAN Welcome Address by:



Evelina Pietruschka
Secretary General, ASEAN Insurance Council &
Personality of the Year,
17th Asia Insurance Industry Awards 2013

Organised by:

**ASIA
INSURANCE REVIEW**

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The insurance market is sizzling with expectations of the ASEAN Economic Community (AEC). ASEAN with 600 million people, ranks as the 8th largest economy in the world with a GDP of US\$2 trillion. The AEC is a watershed moment for the region. So be ready to ride on it!

The 14th CEO Insurance Summit, organised by *Asia Insurance Review* together with the global think-tank of the insurance industry, the Geneva Association, will look at the potential of Asia and the dynamics of regional integration and business optimisation while getting insurance CEOs to be more aware of the ASEAN Economic Community and its prospects for the industry.

The Summit, with three interactive Panels on Regulatory and CEO Issues, plus the threats, potential, opportunities and challenges in ASEAN vs North East Asia, will look at the following hot topics:

- The Force of ASEAN in Insurance;
- Niche Growth Avenues for Insurers;
- Are there hidden Hot Spots for Growth in Asia;
- What AEC means for Insurance;
- Riding the Social Media hype;
- The Cost Dynamics of Integration;
- Ratings Issues;
- The Do's and Don'ts in Managing Assets;
- Nurturing the Talent for AEC;
- Tapping the Force of Distribution to Lead the Business; and
- The Model ASEAN Insurer.

The Regional CEO Panel will look at how insurance can exploit the AEC and derive maximum benefits; What regional CEOs can do to get their teams ready to tap the huge potential that will open up in 2015; Identifying niche areas for growth; achieving profitability and cost savings in a highly competitive open market; creating that brand value that appeals in the region; and hot issues of the day for CEOs.

This is a Summit not to be missed!

About the Asia CEO Insurance Summit

The CEO Summit launched in 2001 by *Asia Insurance Review* together with the global think-tank of the insurance industry, the Geneva Association, was aimed at giving CEOs in Asia a much needed platform to meet and discuss hot issues of the day in the pursuit to become World Class players. Over the 13 years, this need has become more critical and with the CEOs coming into their own the Summit has also become a forum for very open discussions as well and is actively supported by the International Insurance Society.

The Asia CEO Insurance Summit has come to be regarded as the leading insurance event in the AIR series of conferences bringing together leaders in the market including regulators and CEOs from regional as well as domestic and global companies. Some 2000 delegates have come under the arches of the Asian CEO Summit series supported by the International Association of Insurance Supervisors (IAIS) too.

Who Should Attend

- CEOs & Senior Management of Insurance & Reinsurance Companies (Life & Non-Life)
- Insurance & Reinsurance Brokers
- Management Consultants
- Supervisors & Regulators
- Risk Managers
- Lawyers, Technology Experts, Loss Adjusters & Other Service Providers to the Insurance Industry
- Banks & Financial Institutions Serving the Insurance Industry

Key Topics

- Life Keynote
- Non-Life Keynote: Niche Growth Avenues for Insurers & Hidden Hot Spots for Growth
- What AEC means for Insurance?
- Special Address: Strategic Do's & Don'ts in managing your Assets – a CEO Manual
- Managing within Cross-cultural Environments - the Perspectives of Governance, Management Team Cohesiveness, Organisation Culture, Talent Development and Retention
- Special Address: Nurturing the Talent for ASEAN Economic Community

Plus

Three Strategic Panels on

- Regional CEO Panel: Nuts and Bolts on Exploiting the AEC
- Regulatory Panel: Regional Business and how regulations can help regional integration
- Panel: ASEAN vs North East Asia

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PROGRAMME

Day One: Tuesday, 18 February 2014

- 8.00 am **Registration & Coffee**
- 8.45 am **Opening Remarks by Opening Session Chairman**
Sivam Subramaniam, Editor-in-Chief, Asia Insurance Review & Middle East Insurance Review
- 8.55 am **Welcome ASEAN Address**
Evelina Petruschka, Secretary General, ASEAN Insurance Council & Personality of the Year, 17th Asia Insurance Industry Awards 2013
- 9.15 am **Official Keynote Address**
Dr Firdaus Djaelani, CEO, Non-Bank Financial Industry Supervision, Otoritas Jasa Keuangan (Indonesia Financial Services Authority)
- 9.35 am **ASEAN Keynote Address**
His Excellency, Le Luong Minh, Secretary General, Association of Southeast Asian Nations (ASEAN)
- 10.00 am **Non-Life Keynote: Niche Growth Avenues for Insurers & Hidden Hot Spots for Growth**
Rudi H Spaan, Head of Broker & Client Management, AIG APAC Holdings Pte Ltd
- 10.30 am **Tea Break** Hosted by **QBE**
- Session Chairman :**
Gordon Perchthold, Director, Consulting, PwC
- 11.00 am **Credit Ratings in an Integrating Market**
M M Lee, General Manager of Analytics, Asia-Pacific, A.M. Best
- 11.30 am **Special Address: Strategic Do's & Don'ts in Managing Your Assets – a CEO Manual**
Patrice Conxicoeur, Managing Director, Global Head, Insurance Coverage, HSBC Global Asset Management (HK) Limited
- 12.00nn **Managing Within Cross-Cultural Environments - The Perspectives of Governance, Management Team Cohesiveness, Organisation Culture, Talent Development and Retention**
Gordon Perchthold, Director, Consulting, PwC
- 12.30 pm **Lunch** Hosted by **MetLife**
- 2.00 pm **Life Keynote: How Life Insurers Can Contribute to the Success of AEC**
Christopher Wei, Group CEO, Great Eastern Holdings Ltd; Life Insurance Company of the Year 2011 and 2013
- 2.30 pm **Special Address: Nurturing the Talent for ASEAN Economic Community**
Prof W. Jean Kwon, Edwin A.G. Manton Endowed Chair Professor in International Insurance and Risk Management, St. John's University, Director (Academic), the Center for the Study of Insurance Regulation, and Director of Research, International Insurance Society
- 3.00 pm **Tea Break** Hosted by **QBE**

Regional CEO Panel: Nuts and Bolts on Exploiting the AEC

- 3.30 pm
- How insurers can exploit the AEC and derive maximum benefits?
 - What can regional CEOs do to get their teams ready to tap the huge potential that will open up in 2015?
 - Identifying niche areas for growth including bancassurance and health;
 - Achieving profitability and cost savings in a highly competitive open market;
 - Creating that brand value that appeals in the region;
 - Hot issues of the day for CEOs;
 - Foreign Domestic Partnership for Success
- Chairman of Panel:
Sivam Subramaniam, Editor-in-Chief, Asia Insurance Review & Middle East Insurance Review
- Panellists include:
- *Rudi Spaan, Head of Broker & Client Management, AIG APAC Holdings Pte Ltd*
 - *Christopher Townsend, President, Asia, MetLife Inc.*
 - *Gaelle Olivier, CEO, General Insurance, AXA Asia*
 - *Christopher Wei, Group CEO, Great Eastern Holdings Ltd; Life Insurance Company of the Year 2011 and 2013*
 - *Geoff Riddell, Member of the Group Executive Committee & Regional Chairman, Asia-Pacific, Middle East & Africa, Zurich Insurance Group*

5.00 pm - **Cocktail Sponsored by**
7.00 pm **SPDR ETFs / State Street Global Advisors**

Day Two: Wednesday, 19 February 2014

- 9.00 am **Keynote Address**
Katsuo Matsushita, Special Advisor and Liaison Officer for Japan and East Asia, The Geneva Association
- 9.45 am **What AEC Means for Insurance?**
Kent Chaplin, Head of Asia Pacific & Managing Director, Lloyd's Asia
- 10.30 am **Tea Break**

Regulatory Panel: Regional Business and How Regulations Can Help Regional Integration

- 11.00 am
- The hard issues of a common market in insurance;
 - The Challenges facing insurance regulators in the market and across the region in integration;
 - Moving towards common standards and regulations;
 - The opportunities ahead in ASEAN
- Chairman of Panel:
Charles Lawrence Greenwood Jr., Senior Managing Director, Government Relations, Asia, MetLife Inc.
- Panellists include:
- *Pravej Ongartsittigul, Secretary-General, Office of Insurance Commission (OIC), Thailand*
 - *Dr Firdaus Djaelani, CEO, Non-Bank Financial Industry Supervision, Otoritas Jasa Keuangan (Indonesia Financial Services Authority)*
 - *Dorothy M Calimag, Deputy Insurance Commissioner, Management Support Services Group, Insurance Commission, Philippines*
 - *Thomas Y.H. Chang, Deputy Director General, Insurance Bureau, Financial Supervisory Commission, Taiwan*

- 12.30 pm **Lunch** Hosted by **AIG**
- 2.00 pm **Tapping the Force of Distribution to Lead the Business**
Rod Shay, Head of Distribution Solutions, Life & Health, Asia, Swiss Re
- 2.45 pm **Capturing Health Insurance Growth in Southeast Asia: Riding on the Segment that will Rise Fourfold by 2020**
Philippe Chassat, Partner and Head of Financial Services Practice for Southeast Asia, Roland Berger Strategy Consultants
- 3.30 pm **Tea Break**

Panel: ASEAN vs North East Asia

- 4.00 pm
- Threats, Potential, Opportunities and Challenges in riding the boom;
 - Asian/ASEAN Companies in World Arena - How do they compare? Marketing, Branding, Innovation, and Profitability
- Chairman of Panel:
Charles Lawrence Greenwood Jr., Senior Managing Director, Government Relations, Asia, MetLife Inc.
- Panellists include:
- *Alan Merten, Director, Insurance Consulting, Asia Pacific, Towers Watson Singapore Pte Ltd*
 - *Clarence Wong, Director, Head of Economic Research & Consulting, Asia-Pacific, Swiss Re*
 - *Jeff Malatskey, Insurance Practice Leader, Asia, Ernst & Young*
 - *Franz Josef Hahn, Chief Executive Officer, Peak Re*

5.00 pm **Close of Summit**

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Fax to: (65) 6512 5335

Conference Registration Form

To: Ms Wee Ling, Asia Insurance Review
 69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
 DID: (65) 6372 3167 • email: weeling@asiainsurancereview.com
 or register online at www.asiainsurancereview.com
 Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof
 First Name: _____ Last Name / Surname: _____
 Job Title _____
 Company _____
 Address _____
 Tel: () _____
 Mobile: () _____
 Fax: () _____
 email: _____

REGISTRATION

Early Bird (valid till 18 Jan 2014)

Subscribers US\$980
 Non-Subscribers US\$1,280*
 (*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

Normal Registration

Subscribers US\$1,480
 Non-Subscribers US\$1,680*

Full registration fees MUST be paid before the valid dates for admittance at conference.

Only registrations FULLY PAID FOR by the early-bird deadline will be eligible for the discount.

I came to know about this conference through:

- AIR/MEIR magazine AIR/MEIR Website Brochure Email
 Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

Group registration:

Special Offer for Year 2014 Register two delegates from the same company, and send the third delegate to attend the conference free of charge! (Valid only for delegates from the same company in the same country)

Registration fee includes participation at Conference plus tea breaks and lunches.

All meals are prepared without pork, lard and beef.

Special Dietary Requirements

- I would like to have vegetarian meals during the Conference.

Closing date for registration: 11 Feb 2014

For cancellation in writing made before **18 Jan 2014**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **18 Jan 2014**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges

- I enclose a cheque / bankdraft in US Dollars made payable to "ASIA INSURANCE REVIEW"
 Telegraphic / Wire Transfer to the following account:
 The Development Bank Of Singapore, 6 Shenton Way,
 DBS Building, Singapore 068 809
 • US\$ (Account No.: 0001 - 004838-01-9-022)
 • Swift Code: DBS SSGS
 Please debit the sum of US Dollars US\$ _____ for
 Conference Registration fee from my
 Mastercard VISA American Express

Card Holder's Name: _____

Card No.: _____

Expiry Date: _____ - _____ (mm-yy) Total Amount: US\$ _____

Signature: _____ Date: _____

(Conference fee is zero-rated for GST)

Fax to: (+62) 361 774 070

Please fax Room Reservation Form direct to Hotel

Hotel Reservation Form

Attn: Room Reservations
 Email: resgroup@grandnikkobali.com;
 juniarlumankun@grandnikkobali.com

Grand Nikko Bali

Jl. Raya Nusa Dua Selatan, PO Box 18, Nusa Dua 80363,
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Please fill in Guest particulars on Registration Form

Arrival Date

Check in date: _____

Flight: _____ ETA: _____

Departure Date

Check out date: _____

Flight: _____ ETD: _____

ROOMS

South or North Wing

(South Wing is located nearer to ballroom)

- Garden View at US\$160 net
 Ocean View at US\$180 net
 Extra Bed at US\$55 net
 Smoking Non-Smoking

Cliff Tower

- Deluxe Beachfront at US\$200 net
 Nikko Club Beachfront at US\$230 net
 Extra Bed US\$90 net
 Smoking Non-Smoking

- Room rates are inclusive of 21% government tax and service charge.
- Breakfast is included in the room rate. For non-club rooms breakfast to be enjoyed at Brasserie des Celebrities, at lower lobby area. For Club floor guests, options are to enjoy breakfast at Club Lounge at the Cliff Tower 2nd Floor or Brasserie des Celebrities.
- Rooms and room types are subject to availability at the time of making reservation.
- Check in time: 03:00 pm. Check out time: 12:00 noon. Early check-in may be requested, however will be subject to availability upon arrival.
- To guarantee availability of the rooms for early arrivals, rooms must be reserved one day prior.
- Late check-out may be granted based on availability. To guarantee late check-out, the following charges will apply: -50% of room rate for any late check-out up to 05:00 pm. -100% of room rate for any late check-out after 05:00 pm

Cancellation Terms

Charges to the credit card will be done within 24 hours after the reservation.

All guest rooms reserved are held by the hotel to the exclusion of other possible guests. As such, in the event of a release of such space the following cancellation charges will be imposed
 - 30 days prior to arrival, 1 night room night charge
 - 29 days to 14 days prior to arrival 75% of total room charges
 - within 14 days prior to arrival 100% of total room charges

AIRPORT TRANSPORT

- Not required
 US\$25net per way, max for 3pax, Toyota Innova
 US\$40net per way, max for 5pax, Toyota Alphard

RESERVATION GUARANTEE

Credit Card

- Visa Mastercard Amex
 Diners JCB

Credit Card Number: _____

Expiry Date: _____ month _____ year

Cardholder's name: _____

Signature of Cardholder: _____