

3rd Asia Investment Management Summit for Insurance

24-25 November 2014, Mandarin Orchard Hotel, Singapore

Theme: "Investment Strategies for Insurers In a Rising Interest Rate Environment"

Return on Investment

Organised by:

**ASIA
INSURANCE REVIEW**

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3rd Asia Investment Management Summit for Insurance

24-25 November 2014 • Mandarin Orchard Hotel, Singapore

Join Asia's Leading Insurance Investors in Singapore for Unparalleled Peer Networking and Discussion!

**What are the headwinds for Insurance Investors in 2015?
Are there better risk/return models for Insurance Investors?**

2014's 3rd Asia Investment Management Summit for Insurance, returns as the premium peer networking, informative event for Asia Pacific Insurance CEOs, CFOs and CIOs, as they navigate market uncertainties, and seek to validate their strategies, develop better-yielding investment models, benchmark risk appetites and returns, discuss their markets and the rebalancing and growth of their portfolios.

As Insurers battle challenging economic conditions and a barrage of financial regulation, identifying the likely drivers of change and responding effectively will be critical to success. Investment strategies, risk management, product lines and operational processes are all targets for a whole new way of thinking across the industry.

At the 3rd Asia Investment Management Summit for Insurance, our Experts will discuss the strategies needed to succeed volatile financial markets ahead of interest rate hikes. So how does one position their portfolio for such a scenario for 2015?

Who Should Attend

From Insurers & Reinsurers:

- Chief Investment Officers
- Asset Liability Management Directors
- Investment Management Directors
- Chief Financial Officers
- Portfolio Managers

From Asset Managers, Hedge Funds, Fund Management Firms:

- Directors of Institutional Sales
- Directors of Insurance Clients
- Directors of Institutional Business Development

From Banks, Service Providers:

- Client Facing Roles for Insurance and Asset Management segment

Speakers include:

Xiao Gangjing

Director, Investment Management, Asset Management Dept., China Pacific Property Insurance Co., Ltd (CPIC Property)

Patrice Conxicoeur

Managing Director, Global Head Insurance Coverage, HSBC Global Asset Management (HK) Ltd

James Maudslay

Global Head, Insurance, Equinix Inc

Ichsan M Nathin

Investment & Finance Director, Bumiputera Mutual Life Insurance Company, Indonesia

Anil Dixit

Head of Investments, Abu Dhabi National Insurance Company (ADNIC), UAE

Stephan van Vliet

Managing Director, Head of Insurance Asset Management, PineBridge Investments, Hong Kong

Cecilia Chan,

CIO of Fixed Income, Asia-Pacific, HSBC Global Asset Management (HK) Ltd

Fred Ngan, FSA, MAAA

Consulting Actuary, Insurance & Actuarial Advisory Services, EY

Juliet Siette

Executive Director, Goldman Sachs (Asia) LLC, Hong Kong

James Hughes

Managing Director, Multi-Asset Solutions, Gottex Fund Management Holdings Limited, UK

Markus Schomer, CFA,

Managing Director, Chief Economist, PineBridge Investments, USA

Stephen Hull, CFA,

Director, Head of Client Solutions, Asia ex-Japan, BlackRock Solutions, Hong Kong

Trevor Persaud

Managing Partner, Stradegi Investment Management Consulting

Werner Groenendijk

Executive Director, Financial Services Risk Management, EY

Hans Jiang

Managing Director, Head of Asia Pacific, eVestment

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PROGRAMME

Day 1: Monday, 24 Nov 2014

- 8.00 am Registration & Coffee
- 9.00 am **Welcome Address by Conference Chairman for Day One**
Sam Ahmed, Managing Director and Founder, Deriv Asia
- 9.10 am **Keynote Address 1: Survival of the Fittest: The Analysis & Impact of Interest Rates on Insurers' Survival, Profitability and Investments**
- The overall interest rate environment and insurance companies
 - Outcome of interest rates on insurers' investments using historical and random simulations
- Patrice Conxicoeur, Managing Director, Global Head Insurance Coverage, HSBC Global Asset Management (HK) Ltd**

Regulations, Regional Markets and Insurance Investments

The Changing Landscape of Financial Regulation and How That Reflects on Insurance Co Investment Practices

- 9.40 am **Industry Panel: A Look at Insurance Investments**
- How have insurance investment strategies changed since tapering?
 - Discussion of macro-economic and market views
 - Strategies for insurance companies to improve yield in today's environment
 - Alternative asset classes – will it be worth the possibly higher risk and higher expense?
 - How will the insurance investment profile be affected going forward?

Panellists:

- **Markus Schomer, CFA, Managing Director, Chief Economist, PineBridge Investments, USA**
- **James Hughes, Managing Director, Multi-Asset Solutions, Gottex Fund Management Holdings Limited, UK**
- **Ni Made Daryanti, Head of Investment, Allianz Life Indonesia**

- 10.15 am Q&A
- 10.25 am Presentation of Gifts of Appreciation to Sponsors & Day 1 Speakers
- 10.30 am Networking Coffee Break Sponsored By
Fullerton Fund Management Company Ltd
- 11.00 am **Global Currency Turmoil and Impact on Insurance Investments**
Ritu Arora, Chief Investment Officer, Canara HSBC Oriental Bank of Commerce Life Insurance Company Limited, India

- 11.20 am **Asia Regional Investment Management Markets Panel: China, India, ASEAN and Rest of Asia Markets – Regulatory, Key Opportunities, Challenges**

Panellists:

- **Ichsan M Nathin, Investment & Finance Director, Bumiputera Mutual Life Insurance Company, Indonesia**
- **Juliet Siette, Executive Director, Goldman Sachs (Asia) LLC, Hong Kong**
- **Eric Yau, CFA, FSA, MSc, Assistant Vice President – Analyst, Financial Institutions Group, Moody's Investors Service Hong Kong Ltd**
- **Ritu Arora, Chief Investment Officer, Canara HSBC Oriental Bank of Commerce Life Insurance Company Limited, India**

- 11.50 am Q&A
- 12.00 nn **Networking Lunch Hosted By HSBC Global Asset Management (HK) Ltd**
- 1.30 pm **Case Study: Dynamic Asset Allocation for New Capital Models and LDI Portfolios**
Stephan van Vliet, Managing Director, Head of Insurance Asset Management, PineBridge Investments, Hong Kong

Operations

- 2.00 pm **Regulatory Changes in APAC and Implication on Capital**
Eric Yau, CFA, FSA, MSc, Assistant Vice President – Analyst, Financial Institutions Group, Moody's Investors Service Hong Kong Ltd

Technology

- 2.30 pm **Can IT Be Seen As An Investment?**
James Maudslay, Global Head, Insurance, Equinix Inc
- 3.00 pm Q&A
- 3.10 pm Networking Coffee Break

Outsourcing

- 3.45 pm **Outsourcing Panel: Strategic Outsourcing for an Effective Insurance Investment Organization**
- 1) Building an Outsourced Investment Management Program
 - 2) Aligning Internal Management Approach to complement Third Party Managers
- Panellists:**
- **Trevor Persaud, Managing Partner, Stradegi Investment Management Consulting**
 - **Hans Jiang, Managing Director, Head of Asia Pacific, eVestment**
 - **Patrice Conxicoeur, Managing Director, Global Head Insurance Coverage, HSBC Global Asset Management (HK) Ltd**

- 4.15 pm Q&A
- 4.30 pm End of Day One

Day 2: Tuesday, 25 Nov 2014

- 8.00 am Registration & Coffee
- 9.00 am **Welcome Address by Conference Chairman for Day Two**
Frédéric Ducoulombier, CAIA, Director, EDHEC Risk Institute – Asia

Investment Strategies

- 9.05 am **Keynote Address II: An Optimal Investment Strategy for a Non-Life Insurance Company**
Xiao Gangjing, Director, Investment Management, Asset Management Dept, China Pacific Property Insurance Co., Ltd (CPIC Property)
- 9.30 am **Navigating Asian Local Bond Investments to Help Mitigate USD Rates and FX Risks**
Cecilia Chan, CIO of Fixed Income, Asia-Pacific, HSBC Global Asset Management (HK) Ltd
- 10.00 am **Strategic Asset Allocation for Asia-Pacific Life Insurers – How Optimized is Your Portfolio**
Fred Ngan, FSA, MAAA, Consulting Actuary, Insurance & Actuarial Advisory Services, EY
- 10.30 am Q&A
- 10.40 am Presentation of Gifts of Appreciation to Day 2 Speakers
- 10.45 am Networking Coffee Break

Panel: Optimum Risk Adjusted Investment Strategies for Insurance Companies

- Investment Strategies of Insurers and how they differ by line of business.
- Re-evaluating your current strategy and using best practices.
- Rating Agency Regulations in the context of an ALM and Dynamic Financial Analysis Strategies as Risk Management for Insurers
- How to Build Corporate Growth Initiatives that can overcome Regulatory Hurdles?

Panellists:

- **Fred Ngan, FSA, MAAA, Consulting Actuary, Insurance & Actuarial Advisory Services, EY**
- **Anil Dixit, Head of Investments, Abu Dhabi National Insurance Company (ADNIC), UAE**
- **Stephen Hull, CFA, Director, Head of Client Solutions, Asia ex-Japan, BlackRock Solutions, Hong Kong**

- 11.50 am Q&A
- 12.00 nn Networking Lunch

Portfolio and Products

- 1.30 pm **Panel: Alternative Investments for Insurance**
- Current trends and the search for yield
 - Fitting Alternatives into your ALM strategy
 - Relative competitive advantage on capital consumption compared to banks
- Panellists:**
- **Werner Groenendijk, Executive Director, Financial Services Risk Management, EY**
 - **Marc Giuffrida, Executive Director, Capital Markets, CBRE Asia**
 - **Garry Hawker, Partner & Director of Strategic Research, Growth Markets, Mercer (Singapore) Pte Ltd**

Panel Presentation: Asset Classes in Focus

- 2.00 pm **Presentation: Alternative Risk Premia**
James Hughes, Managing Director, Multi-Asset Solutions, Gottex Fund Management Holdings Ltd, UK
- 2.30 pm **Presentation: Benchmarking Infrastructure Investment**
Dr Tim Whittaker, PhD, Senior Research Engineer, EDHEC Risk Institute – Asia
- 3.00 pm **Presentation: From Smart Beta to Smart Factor Indices**
Frédéric Ducoulombier, CAIA, Director, EDHEC Risk Institute – Asia
- 3.30 pm Q&A
- 3.45 pm Networking Coffee Break

- 4.15 pm **Insurers' Portfolio Diversification Strategies**
- Best methods to identify and select new asset classes
 - Tactics used for entry, including internal approaches and outsourcing
 - Managing Enterprise Risk with Portfolio Diversification
 - Asset classes' insurers are adding now and why

Panellists:

- **Patrice Conxicoeur, Managing Director, Global Head Insurance Coverage, HSBC Global Asset Management (HK) Ltd**
- **James Hughes, Managing Director, Multi-Asset Solutions, Gottex Fund Management Holdings Ltd, UK**
- **Garry Hawker, Partner & Director of Strategic Research, Growth Markets, Mercer (Singapore) Pte Ltd**

- 4.45 pm Q&A
- 5.00 pm End of Conference

Programme is subject to change

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Registration Email: loga@asiainsurancereview.com

Conference Registration

Registered by _____

To: Ms Loga, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: +65 6372 3184 • Fax: +65 6224 1091 • 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 27 October 2014)

Normal Registration

Subscribers US\$980

Subscribers US\$1,480

Non-Subscribers US\$1,280*

Non-Subscribers US\$1,680*

(*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

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.

Accredited by
General Insurance Association
of Singapore

Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

Closing date for registration: 17 November 2014

For cancellation in writing made before **27 Oct 2014**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **27 Oct 2014**

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:
DBS Bank Ltd, 12 Marina Boulevard,
Marina Bay Financial Centre Tower 3, Singapore 018982
• US\$ (Account No.: 0001 - 004838-01-9-022)
• Swift Code: DBS SSGSG

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 inclusive of prevailing GST for Singapore incorporated business)

Hotel Reservation Link:
<https://resweb.passkey.com/go/investmanage>

Hotel Reservation Form

Attn: Ms Charlotte Chew,
Assistant Director of Business Development
Email: charlotte.chew@meritushotels.com

Mandarin Orchard Singapore, by Meritus
333 Orchard Road, Singapore 238867
Tel: (65) 6737 4411 • Fax: (65) 6738 2382
www.meritushotels.com

**PLEASE FILL IN GUEST PARTICULARS
ON REGISTRATION FORM**

Meritus Connect:
M01633

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Deluxe Room

Single S\$300++ per night Double S\$320++ per night

Room rate inclusive of daily Buffet Breakfast served in Triple Three at Level 5 and in-room Internet access

Meritus Club Room

Single S\$400++ per night Double S\$400++ per night

Room rate inclusive of access to Top of the M at Level 38/39, with all day refreshments including daily Buffet Breakfast and internet access

Room Preferences (subject to availability)

Smoking Non-smoking
 King bedded Twin bedded

- All room rates are subject to 10% service charge; and 7% Goods Service Tax.
- Check-in time is at 14:00 hours; check-out time is at 11:00 hours
- All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.
- Guarantee policy: Should there be a no-show or cancellation for confirmed reservation, the full duration of room charge will be imposed.
- All reservations are to be guaranteed upon credit card details received.

LIMOUSINE ARRANGEMENT

Require Not require

One (1) way limousine transfer from Airport to Hotel at S\$110.00 subject to 7% GST

One (1) way limousine transfer from Hotel to Airport at S\$110.00 subject to 7% GST

Return limousine transfer at S\$220.00 subject to 7% GST

Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 7% will be levied.

All pick-ups can be guaranteed upon credit card details received.

Additional comments/ special requirements:

RESERVATION GUARANTEE

Credit Card

Visa Mastercard Amex

Diners JCB

Credit Card Number: _____

Expiry Date: _____ month _____ year

Cardholder's name: _____

Signature of Cardholder: _____