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4th Asia Agriculture Insurance Conference

6-7 Sep 2017, Four Seasons Hotel, Singapore

Theme: "Smart & Innovative Solutions for a Resilient Future"



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4th Asia Agriculture Insurance Conference

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Asia is seeing a huge growth in the agriculture business. Many developing countries have greatly expanded their capacities in agricultural research and innovation. Today, farming has taken on new forms with higher crop values, innovative products, cost-effective business models and new distribution channels. There are also greater investments in advanced farming equipments and technologies such as improved genetic modification of plants, better pesticides and better hardware altering the risks that farmers face.

With this, the agriculture community is looking to insurance to help face the increased risk exposures and greater challenges with climate change, rainfall patterns shift and extreme weather conditions like drought and floods or even high temperatures. Even the small-scale farmers as well as commercial farming enterprises are seeing more risks and looking for help. With global agricultural premiums estimated at USD 26.5 billion and only one third of global production is currently insured, the potential for agriculture insurance is clearly enormous. Can the insurance industry rise to this hour of need and challenge? Can it meet the increasing demands for agriculture cover and translate such market potential to real growth in premiums? Can both insurers and farmers cope with the rapidly disrupted environment while remaining profitable and sustainable in the long term? Many global players are eyeing this sector of the pie. And this will be a game changer.

This year, the **4th Asia Agriculture Insurance Conference** organized by Asia Insurance Review will take the debate a step further to look at the changing landscape of the farming community in Asia as well as innovative solutions and right strategies to manage the risks and boost the agriculture sector's resilience. The 2-day Conference will also examine trends and developments around the region and the world, the avenues for product development, better underwriting dynamics and the critical success factors for sustainable agriculture insurance.

This Conference is a **MUST ATTEND** for agriculture underwriters and insurers, reinsurers, brokers, government agencies who focus on insurance policy related with agriculture, regulators, consultants, as well as service providers with an eye on the huge potential of the agriculture insurance market.

Who Should Attend

- Government Agencies Responsible for Agriculture Insurance
- Regulators
- Insurers, Reinsurers and Brokers Engaged in the Business of Agriculture Insurance
- NGOs
- Banks and Leasing Companies Involved in Agriculture Finance
- Management Consultants
- Service Providers Keen to Tap the Potential of the Agriculture Insurance Market

Speakers include:



T L Alamelu
Chairman cum Managing Director, Agriculture Insurance Company (AIC) of India



Prof Nataliia Kussul
EOS Data Analytics, Ukraine



Harini Kannan
Head of Agriculture, Asia Pacific (ex China) & Director, Property and Specialty Underwriting, Swiss Re, Singapore



Teddy Hailamsah
Senior Advisor to Secretary General, ASEAN Insurance Council; & President Director, PT Asuransi Central Asia, Indonesia



Thibaud Ponchon
Vice President - Private Equity, BlueOrchard Finance, Switzerland



Anne-Claire Serres
Head of Natural Catastrophe Underwriting (Property CAT and Agriculture), Asia Capital Re, Singapore



Theresa Blissing
Insurance Lead Asia, Detecon Asia-Pacific Ltd, Thailand



Ken Bullen
National Agriculture Leader, Crawford Agriculture, Australia



Sydney Gajanayake
Chairman, Agricultural and Agrarian Insurance Board of Sri Lanka



Himanshu Garg
Vice President, Marsh India Insurance Brokers



Namal Gunawardhane
CEO, Infoseek Pvt Ltd, Sri Lanka



Jovian Ang
Vice President, Business Development, Asia Risk Transfer Solutions, Singapore



Hemant Nagpal
Director, Model Product Management, RMS, Singapore



Almudena Mínguez Matorras
Counsellor of Agriculture and Fisheries, Food and Environment for South East Asia, Embassy of Spain



Thomas Kessler
Head, Southeast Asia and East Asia & Director, Global Partnerships, Swiss Re, Singapore



Richard Zhang
Managing Director, Alternative Risk Transfer Solutions, Asia, Willis Towers Watson, Hong Kong



Adityam Krovvidi
Head of Public-Private Partnerships, Aon Benfield Asia, Singapore



Wen Chen
Senior Broker, Treaty, Aon Benfield APAC, Singapore



Rachael Wallington
Senior Underwriter, International Reinsurance, MS Amlin Asia Pacific, Singapore



Dr Iain Willis
Managing Director; & Nirav Khimashia, Crop-Climat Modeller, JBA Risk Management Singapore



Nirav Khimashia
Crop-Climat Modeller, JBA Risk Management Singapore

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PROGRAMME

Day One, 6 September 2017, Wednesday

- 8.00 am Registration & Coffee
- 9.00 am **Opening Address by Conference Chairman**
Harini Kannan, Head of Agriculture, Asia Pacific (ex China) & Director, Property and Specialty Underwriting, Swiss Re, Singapore
- 9.15 am **Probabilistic Agriculture Risk Modelling in India and China – Managing Challenges and Unlocking Opportunities**
Hemant Nagpal, Director, Model Product Management, RMS, Singapore
- 9.45 am **Special Address: New Horizons in Indian Agriculture Insurance**
T L Alamelu, Chairman cum Managing Director, Agriculture Insurance Company (AIC) of India
- 10.15 am Q&A
- 10.25 am Tea Break

Opportunities and Challenges

- 11.00 am **Innovation in the Next Generation of Agriculture Insurance**
Harini Kannan, Head of Agriculture, Asia Pacific (ex China) & Director, Property and Specialty Underwriting, Swiss Re, Singapore
- 11.30 am **Traditional Insurance Versus Parametric Covers**
Teddy Hailamsah, Senior Advisor to Secretary General, ASEAN Insurance Council; & President Director, PT Asuransi Central Asia, Indonesia
- 12.00 pm **Turning Satellite Imagery Analytics Into Opportunities For Agricultural Insurance**
Prof Nataliia Kussul, EOS Data Analytics, Ukraine
- 12.30 pm Q&A
- 12.40 pm Lunch
- 2.15 pm **Catastrophe Risk in Agriculture - Impact on Portfolios and Products Offering**
Anne-Claire Serres, Head of Natural Catastrophe Underwriting (Property CAT and Agriculture), Asia Capital Re, Singapore
- 2.40 pm **Key Hypothesis in Microinsurance**
Theresa Blissing, Insurance Lead Asia, Detecon Asia-Pacific Ltd, Thailand
- 3.05 pm Q&A

Roundtable Discussion: Public-Private Partnerships - The Many Possibilities of A Powerful Partnership

- 3.15 pm **In this session, panellists will discuss:**
- Roles of different players in the ecosystem in ensuring affordability, accessibility and sustainability
 - Implications and considerations in collaborations
 - Comparative analysis of government-sponsored and private-sector agricultural insurance schemes: strengths, weaknesses, threats and opportunities
 - PPP experiences in agriculture insurance - successful models and schemes
- Moderator:**
T L Alamelu, Chairman cum Managing Director, Agriculture Insurance Company (AIC) of India
- Panellists:**
- *Thibaud Ponchon, Vice President - Private Equity, BlueOrchard Finance, Switzerland*
 - *Thomas Kessler, Head, Southeast Asia and East Asia & Director, Global Partnerships, Swiss Re, Singapore*
 - *Adityam Krovvidi, Head of Public-Private Partnerships, Aon Benfield Asia, Singapore*
 - *Rachael Wallington, Senior Underwriter, International Reinsurance, MS Amlin Asia Pacific, Singapore*

4.00 pm Tea Break & End of Day One

Day Two, 7 September 2017, Thursday

Developments in the Region

- 9.00 am **Crop Insurance Outlook in Sri Lanka**
Sydney Gajanayake, Chairman, Agricultural and Agrarian Insurance Board of Sri Lanka
- 9.30 am **Indian Crop Insurance: Decoding the Sum Insured**
Himanshu Garg, Vice President, Marsh India Insurance Brokers
- 10.00 am **An Overview of the Spanish Agricultural Insurance System**
Almudena Mínguez Matorras, Counsellor of Agriculture and Fisheries, Food and Environment for South East Asia, Embassy of Spain
- 10.30 am Q&A
- 10.40 am Tea Break

InsurTech Revolution in Agriculture Insurance

- 11.10 am **Managing Agriculture Risks Utilising Current and Developing Technologies**
Ken Bullen, National Agriculture Leader, Crawford Agriculture, Australia
- 11.35 am **Driving Mass Market Insurance With Technology**
Jovian Ang, Vice President, Business Development, Asia Risk Transfer Solutions, Singapore
- 12.00 pm **The Art of Data Analytics: Turning Data Into Opportunities in Agriculture Insurance**
Yogesh Patil, Chief, Instrumentation and Government Business, Skymet Weather Services, India
- 12.25 pm Q&A
- 12.35 pm Lunch

Issues Affecting Agriculture Insurance Today

- 2.00 pm **Government Support to Agriculture Insurance Scheme**
Wen Chen, Senior Broker, Treaty, Aon Benfield APAC, Singapore
- 2.30 pm **Embracing Innovation & Technology in Agriculture Insurance**
Dr Iain Willis, Managing Director; & Nirav Khimashia, Crop-Climate Modeller, JBA Risk Management Singapore
- 3.00 pm Q&A

Discussion Forum: Keeping Pace with Innovation and Technology

- 3.10 pm **The increasing use of technology in agriculture, such as improved genetic modification of plants, better pesticides and better hardware, has altered the risks that farmers face. This panel will discuss:**
- Dealing with disruptive technologies in agriculture - Challenges and opportunities for insurers
 - Can the market cope with the rapidly changing environment while remaining profitable and sustainable in the long term
 - Reinventing agri-insurance: Beyond traditional agriculture insurance practice
 - Saving crops and helping farmers through big data
- Moderator:**
Nirav Khimashia, Crop-Climate Modeller, JBA Risk Management Singapore
- Panellists:**
- *Namal Gunawardhane, CEO, Infoseek, Sri Lanka*
 - *Richard Zhang, Managing Director, Alternative Risk Transfer Solutions, Asia, Willis Towers Watson, Hong Kong*
 - *Ken Bullen, National Agriculture Leader, Crawford Agriculture, Australia*
 - *Toh Rui Jie, Vice President, Product Management, Asia Risk Transfer Solutions, Singapore*

4.00 pm Tea Break and End of Conference

4th Asia Agriculture Insurance Conference

6-7 Sept 2017, Four Seasons Hotel, Singapore

Registration Email: weeling@asiainsurancereview.com

Conference Registration

Registered by _____

To: Ms Wee Ling, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: +65 6372 3167 • 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: _____

Nationality _____

Passport No _____

Job Title _____

Company _____

Address _____

Country _____

Tel: () _____

Cellular: () _____

Fax: () _____

email: _____

REGISTRATION

Early Bird (valid till 18 August 2017)

Normal Registration

Subscribers US\$1,280

Subscribers US\$1,780

Non-Subscribers US\$1,580*

Non-Subscribers US\$1,980*

(*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 2017

Register three delegates from the same company, and send the fourth 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: 30 August 2017

For cancellation in writing made before 18 August 2017, 50% of the conference fee will be refunded. No refunds will be made for cancellations after 18 August 2017. 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:

DBS Bank
Marina Financial Centre, 12 Marina Boulevard,
#03-00 MBFC, Tower 3, Singapore 018982
Branch: Marina Financial Centre Branch
Account Name: Ins Communications Pte Ltd
• 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 Reservations:

Email: reservations.sin@fourseasons.com

Hotel Reservation Form

Ms Lafone Ching, Asst Reservations Manager,
Reservation Department
Email: reservations.sin@fourseasons.com
Tel: (65) 6831 7305 / Fax: (65) 6733 0669
www.fourseasons.com/singapore

Four Seasons Hotel Singapore

190 Orchard Boulevard
Singapore 248646

PLEASE FILL IN GUEST PARTICULARS
ON REGISTRATION FORM

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Deluxe Room

Single S\$320++ per night Double S\$350++ per night

Inclusive of Buffet Breakfast and Standard Plan In-Room Internet

Room Preferences (subject to availability)

Smoking Non-smoking

King bedded Twin bedded

- Booking received after the date of 12 Aug 2017 will be subject to availability and at best available rates.
- Room rates quoted are subject to 10% service charge and thereaft prevailing GST, currently at 7% (total: 17.7% tax)
- Check-in time is at 1500 hours; check-out time is at 1200 hours
- All guestrooms shall be guaranteed by individual credit card and paid individually by the guest upon departure.
- Room rate and room type is subject to availability upon receipt of reservation. A reservation confirmation will be sent to you via email or fax when booking is confirmed.

CANCELLATION POLICIES:

- Cancellation on or before 19 Aug 2017: there will be NO cancellation fees.
- Cancellation on or after 19 Aug 2017 or No Shows on day of arrival the entire stay booked (plus prevailing taxes) will be charged to the credit card mentioned on your booking form.
- In the event of no-show or shortening of stay, a 100% no show charge or shortening charge of the entire length of period or the original period booked will apply and the charges will be debited to your credit card.

LIMOUSINE ARRANGEMENT

Not required

One (1) way limousine transfer from Airport to Hotel,
Mercedes E200 sedan – S\$150.00nett per car per way

One (1) way limousine transfer from Hotel to Airport,
Mercedes E200 sedan – S\$150.00nett per car per way

Midnight charges apply from 2300 hours to 0700 hours.

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: _____