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7 February 2017 for
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5th Asia Insurance Brokers' Summit

6-7 March 2017 • Mandarin Orchard Hotel, Singapore

Theme: "The Power of Smart Brokers in a World of Disruptive Innovation in Insurance"
The Brokers of the Future



Official Keynote Address

Rudi Spaan
President & CEO / Head of Country Operations Greater China & Australasia, AIG Hong Kong



Broker Keynote Address

Robert Kelly
Managing Director and CEO, Steadfast Group Limited, Australia



Anchor Address

Angela Kelly
Country Manager, Singapore, Lloyd's / Chief Executive Officer, Lloyd's of London (Asia) Pte Ltd



Special Address

David Fried
CEO, Emerging Markets, QBE Insurance Group, Hong Kong



Special Address

Satoru Hiraga
President & CEO, Japan Insurance Brokers Association (JIBA)



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The broking industry is continually reinventing itself as the world is getting riskier and disruptive innovation seems to be the order of the day. Brokers threatened with disintermediation since the '90s are still holding sway, some more powerful than the others. But all have a major role to play in the insurance world of today as the risks get more complex and exposures larger in a globalised world. Pressure from changing regulations, changing customer expectations, intensive competition and disruptive technology are pushing brokers to change. Brokers are also under pressure to cut expenses and commissions to stay relevant as insurers see narrow margins with no reprieve from investment returns. Technology seems to be a major driver in the future of insurance brokerage but are you ready?





Now in its fifth year, the Asia Insurance Brokers' Summit returns to Singapore with the theme: "The Power of Smart Brokers in a World of Disruptive Innovation in Insurance". Be part of the Summit to hear from prominent, thought-provoking keynote addresses and leverage on prime networking opportunities with industry leaders all coming together to create an unparalleled professional learning experience.

Who Should Attend

- Insurance Brokers
- CEOs and Senior Management of Insurance Companies
- Regulators & Supervisory Authorities
- Service Providers including Management Consultants, Lawyers, Technology Companies and Loss Adjusters
- Risk Managers

Register Now

Speakers include:

	Damien Honan CEO, Honan Insurance Group		Steve Tunstall Director, Tunstall Associates, Singapore		Hayden Seach Head of Global Corporate and Commercial – Asia, Generali, Hong Kong
	Peter Blackmore Founder and Director, RiskAdvisor, Australia		José Manuel Dias da Fonseca CEO, MDS Group & BrokersLink		Thomas Dijohn Vice President, Asia-Pacific, dacadoo
	Troy Filipcevic Founder & Managing Director, Emergence, Australia		Fred Ngan Co-Founder, Coherent Capital Advisors Limited, Hong Kong		Gerry Chng Partner, Advisory Services, EY, Singapore
	Ku Shun Kit Sidney Head of Insurance and Risk Solutions, Managing Director, AMTD Group, Hong Kong		Athistha (Nop) Chitranukroh Of Counsel, Tilleke & Gibbins, Thailand		Sendy CEO, PT Futuready Insurance Broker
	Juliet Kwek Regional Director- Asia Pacific, MAXIS Global Benefits Network		Adi Sofyadi Secretary General, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)		Jonathan Goacher Counsel, Kennedys Legal Solutions, Singapore
	Y.M Raja Zailan Putra Chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA), Malaysia		Kate Fairley Senior Insurance Broker/ Branch Manager, Simplex Insurance Solutions, Australia		Astik Ranade Founder, DOT.2.DOT LLC, US
	Mark Mitchell Regional CEO Asia, Allianz Global Corporate & Specialty SE		Rob Russell Regional Head of Professional & Financial Risks (PROFIN) - Asia Pacific, Lockton, Thailand		Kay Jackson Director, Simplex Insurance Solutions, Australia
	Peter Jackson Director, Asia Region Multi-National Clients, Lockton Wattana Insurance Brokers (Thailand) Ltd		Paul Brenchley Director, Head of Insurance Advisory, KPMG Services Pte Ltd, Singapore		Jonathan Eaves Director of Operations, Cylence, Australia
	Roslina Chai Co-Founder / Chief Learning Curator, Gnowbe, Singapore		Laurie Feather Executive Director, Arthur J. Gallagher, Australia		Boyke Lukman CEO, PT Fresnel Perdana Mandiri, Indonesia

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PROGRAMME

Day One: 6 March 2017, Monday

8.00 am	Registration & Coffee
9.00 am	Welcome Address by Conference Chairman for Day One <i>Peter Blackmore, Founder and Director, RiskAdvisor, Australia</i>
9.05 am	Opening Address <i>PK Modi, Councillor, Singapore Insurance Brokers' Association (SIBA), Singapore / CEO, OCW Insurance (Brokers) Pte Ltd</i>
9.10 am	Official Keynote Address: Are You Ready for the Digital World? <i>Rudi Spaan, President & CEO / Head of Country Operations Greater China & Australasia, AIG Hong Kong</i>
9.40 am	Broker Keynote Address: Shaping the Future of the Broking Industry <i>Robert Kelly, Managing Director and CEO, Steadfast Group Limited, Australia</i>
10.10 am	Special Address: The New Old Normal for Insurers <i>David Fried, CEO, Emerging Markets, QBE Insurance Group, Hong Kong</i>
10.40 am	Q&A followed by Tea Break (Hosted by Brokerslink)
11.10 am	What Added Value Brokers Could Offer to Clients? <i>Hayden Seach, Head of Global Corporate & Commercial, Asia, Generali Group</i>

Executive Panel on the Future of Insurance

- 11.40 am
- The Ideal Broker from an Insurer's Perspective/Risk Manager's Perspective/a Regulator's Perspective and a Broking Competitor's Perspective
 - The Ideal Broker as Corporate Risk Manager
 - Broking in Claims Management

Panel Moderator:

Steve Tunstall, Director, Tunstall Associates, Singapore

Panellists include:

- *Robert Kelly, Managing Director and CEO, Steadfast Group Limited, Australia*
- *Hayden Seach, Head of Global Corporate and Commercial – Asia, Generali, Hong Kong*
- *Peter Jackson, Director, Asia Region Multi-National Clients, Lockton Wattana Insurance Brokers (Thailand) Ltd*
- *Mark Mitchell, Regional CEO Asia, Allianz Global Corporate & Specialty SE*

12.40 pm Lunch

Focus on Broking in the Digital Era

- 2.00 pm **Staying Relevant in the Face of Disruptive Innovation**
José Manuel Dias da Fonseca, CEO, MDS Group & BrokersLink
- 2.30 pm **Digital Insurance – New Opportunities For Brokers in Client Engagement and Value Propositions**
Thomas Dijohn, Vice President, Asia-Pacific, dacadoo
- 3.00 pm **Using Digital Risk Profiling to Become a 'Smarter Broker'**
Peter Blackmore, Founder and Director, RiskAdvisor, Australia
- 3.30 pm **Insurance Robo Advisory Tools for Brokers – Humans versus Technology?**
Fred Ngan, Co-Founder, Coherent Capital Advisors Limited, Hong Kong
- 4.00 pm **Human Interaction Needs in the Age of Technology and Innovation**
Astik Ranade, Founder, DOT.2.DOT LLC, USA

Special Panel on Cyber Risks & Security - The Rise of the Cyber Threat

- 4.30 pm
- How cyber-attacks transformed the risk landscape
 - Data breach risk from Internet of Things (IoT)
 - Making Clients Cyber Resilient
 - The Mantra of blockchain & the IoT

Panel Moderator:

Gerry Chng, Partner, Advisory Services, EY, Singapore

Panellists include:

- *Troy Filipcevic, Founder & Managing Director, Emergence, Australia*
- *Athistha (Nop) Chitranukroh, Of Counsel, Tilleke & Gibbins, Thailand*
- *Sendy, CEO, PT Futuready Insurance Broker*
- *Rob Russell, Regional Head of Professional & Financial Risks (PROFIN) – Asia Pacific, Lockton, Thailand*
- *Jonathan Eaves, Director of Operations, Cylence, Australia*

5.30 pm End of Day One with Tea Break (Hosted by Brokerslink)

Day Two: 7 March 2017, Tuesday

8.00 am	Coffee & Networking
9.00 am	Welcome Address by Conference Chairman for Day Two <i>Astik Ranade, Founder, DOT.2.DOT LLC, USA</i>
9.05 am	Special Address: The Changing Face of Risk Today – Global Risk Report 2017 <i>Satoru Hiraga, President & CEO, Japan Insurance Brokers Association (JIBA)</i>
9.30 am	Managing the Future – Trends in Regulation of Insurance Brokers <i>Jonathan Goacher, Counsel, Kennedys Legal Solutions, Singapore</i>
10.00 am	One Belt, One Road - Opportunities and Challenges <i>Ku Shun Kit Sidney, Head of Insurance and Risk Solutions, Managing Director, AMTD Group, Hong Kong</i>
10.30 am	Q&A followed by Tea Break

Panel on Leaders of Asia Brokers' Association

- 11.00 am
- Growth prospects in each market
 - Role of association in grooming Brokers
 - Lobbying for Brokers with governments & regulators

Panel Moderator:

Dr Victor Adam, Chairman & CEO, Sterling Knight, Singapore

Panellists include:

- *Y.M. Raja Zailan Putra, Chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA), Malaysia*
- *Adi Sofyadi, Secretary General, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)*
- *Satoru Hiraga, President & CEO, Japan Insurance Brokers Association (JIBA)*
- *Bhabani S. Rath, Chairman, The Hong Kong Confederation of Insurance*

12.00 nn

Keeping Pace with the Insurers

Paul Brenchley, Director, Head of Insurance Advisory, KPMG Services Pte Ltd, Singapore

12.30 pm

With all the Focus on the Future, are We Missing Opportunities Today?

Kay Jackson, Director, Simplex Insurance Solutions, Australia

1.00 pm

Lunch

2.00 pm

Messaging Around the Independent Broker. His Story and the WBN story

Damien Honan, CEO, Honan Insurance Group

2.30 pm

Insuring an Impossible Threat

Jonathan Eaves, Director of Operations, Cylence, Australia

Special Focus on Employee Benefits

3.00 pm

The Role of Brokers in EB

- Managing the rising cost
 - Approach to people risks
- Juliet Kwek, Regional Director - Asia Pacific, MAXIS Global Benefits Network*

Panel on Young Executives in Broking

3.30 pm

Panel Moderator:

Laurie Feather, Executive Director, Arthur J. Gallagher, Australia

Panellists include:

- *Kate Fairley, Senior Insurance Broker/Branch Manager, Simplex Insurance Solutions, Australia*
- *Roslina Chai, Co-Founder / Chief Learning Curator, Gnowbe, Singapore*
- *Boyke Lukman, CEO, PT Fresnel Perdana Mandiri, Indonesia*
- *Astik Ranade, Founder, DOT.2.DOT LLC, USA*

4.30 pm

Anchor Address

Angela Kelly, Country Manager, Singapore, Lloyd's / Chief Executive Officer, Lloyd's of London (Asia) Pte Ltd

5.00 pm

End of Summit & Tea Break

5th Asia Insurance Brokers' Summit

6-7 March 2017, Mandarin Orchard Hotel, Singapore

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: _____

Nationality _____

Passport No _____

Job Title _____

Company _____

Address _____

Country _____

Tel: () _____

Cellular: () _____

Fax: () _____

email: _____

REGISTRATION

Early Bird (valid till 7 February 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: 27 February 2017

For cancellation in writing made before 7 February 2017, 50% of the conference fee will be refunded. No refunds will be made for cancellations after 7 February 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:

<https://aws.passkey.com/go/Brokers2017>

Hotel Reservation Form

Attn: Ms Doris Cheong,
Business Development Manager
Email: doris.cheong@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

Not required

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: _____