

Register Now!

19th Asia Conference on Bancassurance & Alternative Distribution Channels

10 – 11 May 2018, Marriott Manila Hotel, Philippines

Theme: "Bancassurance in the World of Analytics, AI, Automation, FinTech & Digital Banking - Connected for Exponential Growth"

Keynote Address



Atty Dennis B Funa
Insurance Commissioner,
Insurance Commission,
Philippines

Industry Address by PIRA



Rebecca B. Dela Cruz
Chairperson, Philippine
Insurance and Reinsurers
Association, Inc (PIRA);
President & CEO, Alliedbankers
Insurance Corporation

Industry Address by PLIA



Dr Olaf Kliesow
President, Philippine Life
Insurance Association, Inc
(PLIA); President & CEO, Allianz
PNB Life Insurance, Inc

International Keynote Address



Vincent Shi
Managing Director, Scor Global
Distribution Solutions Asia

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Bancassurance is in high-speed change. What used to be selling insurance through bank branches is now sales through a digital high-tech space, where customers manage both banking and insurance together all at the same place!

A deep integration of insurance into virtual banking is a new kind of digital bancassurance and the ecosystem is changing the way insurance is bought, sold and handled.

In the new insurance distribution model, channels and supply chains will co-exist with brands and within ecosystems not related to insurance. This makes growth potential boundless!

What bancassurance strategies are there to succeed in this current world of Artificial Intelligence (AI), Virtual Reality/Augmented Reality (VR/AR) and Internet of Things (IoT)? How do we draw lessons from bancassurance mega billion-dollar M&A deals? Where do companies look for partners and alternative distribution channels?

Asia Insurance Review's 19th Asia Bancassurance conference is the key event for banks, insurers, insurtechs, strategic partners and international top leaders to connect and explore innovative strategies to leverage the power of partnerships and collaboration. This two-day conference will continue to look at strategic solutions to improve underwriting, pricing, product innovation, customer touchpoints, and what makes bancassurance continue to triumph.

Sign Up Now!

Who Should Attend

- Regional Heads of bancassurance
- Regulators, Bankers, Insurers, Reinsurers, Brokers, Banks, Financial Institutions & Service Providers across the region and around the world
- Global corporations, Regional players, Partners of Insurers and Banks on affinity marketing and branding
- Management consultants, Technology experts, Lawyers, Advisors and Professionals serving the banking and insurance fraternities
- CEOs, CMOs, Directors, and Marketing Managers of Life and General insurance companies dealing with bancassurance or looking at expanding bancassurance opportunities and improving distribution network as well as new channels and strategic partners

Speakers include:



Atty Dennis B Funa
Insurance Commissioner,
Insurance Commission,
Philippines



Rebecca B. Dela Cruz
Chairperson, Philippine
Insurance and Reinsurers
Association, Inc (PIRA); President
& CEO, Alliedbankers Insurance
Corporation



Dr Olaf Kliesow
President, Philippine Life
Insurance Association, Inc
(PLIA); President & CEO, Allianz
PNB Life Insurance, Inc



Vincent Shi
Managing Director, Scor Global
Distribution Solutions Asia



Augusto P Hidalgo
President & CEO, National
Reinsurance Corporation of the
Philippines



Ho Han-Tsung
Head of Financial Institutions
Group, ING Corporate
Finance Asia



Dr Jung Kee (JK) Hong
Head of Partnership (Financial
Institutions) and Regional
Marketing Projects, AXA Partners
Asia, AXA Group



Surendra Menon
Executive Director & CEO,
BPI-Philam Life Assurance
Corporation, Inc



Saurav Biswas
Associate Director of
International Research and Head
of Research Methodology, LIMRA/
LOMA



Hyunmi Park
Head of Underwriting, Velogica
Asia, Scor Global Life Asia Pacific



Dr Antonis Malagardis
Program Director, GIZ Regulatory
Framework Promotion of Pro-
poor Insurance Markets in Asia
(RFPI Asia)



Rehan Butt
Group Business Director,
MicroEnsure



Eiichiro Yanagawa
Senior Analyst, Asian Financial
Services Group, Celent Japan



Tobias Schneider
Lead Consultant, Asia, Aon
Inpoint



Sammeer Sharma
Executive Director & Head,
Bancassurance, Standard
Chartered Bank, Malaysia



Michael S Carl
Advisor, SSEK Legal Consultants,
Indonesia



Pankaj Khushani
Head of Analytics & Platform
Partnerships, SEA, Google



Evi Tedjasukmana
Evi Tedjasukmana, Head of
FinMoRe & Data Analytics, SEA,
Munich Re



Alvin Ang
CEO and Co-Founder
fidentiaX Ltd, Singapore

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PROGRAMME

Day One, 10 May 2018, Thursday

- 8.00 am Registration & Coffee
- 9.00 am **Opening Address by Conference Chairman**
Tobias Schneider, Lead Consultant, Asia, Aon Inpoint
- 9.10 am **Keynote Address**
Atty Dennis B Funa, Insurance Commissioner, Insurance Commission, Philippines
- 9.20 am **Industry Address by PIRA**
Rebecca B. Dela Cruz, Chairperson, Philippine Insurance and Reinsurers Association, Inc (PIRA); President & CEO, Alliedbankers Insurance Corporation
- 9.30 am **Industry Address by PLIA**
Dr Olaf Kliesow, President, Philippine Life Insurance Association, Inc (PLIA); President & CEO, Allianz PNB Life Insurance, Inc
- 9.40 am **International Keynote Address: Making “Tech” Work For Your Customer Journey**
Vincent Shi, Managing Director, Scor Global Distribution Solutions Asia
- 10.30 am Q&A
- 10.40 am Tea Break

Success Stories & Growth

- 11.00 am **Bancassurance: Branches to Bytes – Today and Tomorrow**
Surendra Menon, Executive Director & CEO, BPI-Philam Life Assurance Corporation, Inc
- 11.30 am **Creating A Long-Term Sustainable Bank Distribution Partnership**
 - Asia has in recent years seen more aggressive upfront payments to the bank for the insurer to access the bank's customer base and network
 - This can lead to unintentional behaviors which are detrimental to a long-term partnership
 - In this hyper competitive world, with the advancement in technology, what are some of the tools which the bank and insurer can use to create a strong partnership*Ho Han-Tsung, Head of Financial Institutions Group, ING Corporate Finance Asia*
- 12.00 nn **Bancassurance: Stories of Success & Growth Opportunities**
Insights from a global bancassurance study covering 124 executives from 30 different markets with a specific focus on what successful Asian bancassurers are doing versus all others in terms of distribution methods, relationships models with insurers, products, training and key success drivers.
Saurav Biswas, Associate Director of International Research and Head of Research Methodology, LIMRA/LOMA
- 12.30 pm Q&A
- 12.40 pm Lunch Hosted by ReMark

What's Happening in the Region

- 2.00 pm **The Real Story of Bancassurance in Today's World of Disruptive Innovation**
Sammeer Sharma, Executive Director & Head of Bancassurance ASA Cluster Markets, Standard Chartered Bank, Malaysia
- 2.30 pm **A Bancassurance Case Study in Indonesia**
Michael S Carl, Advisor, SSEK Legal Consultants, Indonesia
- 3.00 pm **Next Step: Evolution or Revolution in Bancassurance/ Are We Really Selling insurance?**
Dr Jung Kee (JK) Hong, Head of Partnership (Financial Institutions) and Regional Marketing Projects, AXA Partners Asia, AXA Group
- 3.30 pm **“OpenAPI” – To accelerate alternative channels collaboration between insurance companies and banks, technology vendors, service vendors.**
Eiichiro Yanagawa, Senior Analyst, Asian Financial Services Group, Celent Japan
- 4.00 pm End of Day One & Tea Break

Day Two, 11 May 2018, Friday

Bancassurance Around the World

- 9.00 am **New Perspectives on Bancassurance Worldwide and in the Asia-Pacific Region**
 - Product penetration and innovation – Life, non-life and creditor insurance
 - Operating models – Captives, joint ventures and third-party underwriters
 - Partnerships – Strategic and ad hoc relationships
 - Digital distribution – The shift to mobile devices
 - Focus on the Philippines and the wider Asia-Pacific region*Tobias Schneider, Lead Consultant, Asia, Aon Inpoint*
- 9.30 am **From Marketing to Data-Driven Marketing – Meeting the 3 new realities for business requires organisations to commit to putting the customer at the heart of marketing strategy. It requires you to rethink:**
 - How to organise your teams around the customer;
 - How to organise and apply data to your marketing strategy;
 - How to measure the impact of media.*Pankaj Khushani, Head of Analytics & Platform Partnerships, SEA, Google*
- 10.00 am **Smart Underwriting Solution for All Channels – Anywhere and Any Time**
Hyunmi Park, Head of Underwriting, Velogica Asia, Scor Global Life Asia Pacific
- 10.30 am Q&A
- 10.40 am Tea Break

The Philippines Market & Microinsurance

- 11.00 am **Distribution Strategies From A Reinsurer's Perspective**
Augusto P Hidalgo, President & CEO, National Reinsurance Corporation of the Philippines
- 11.30 am **Reinventing Bancassurance for Emerging Customers**
 - How insurers and commercial banks can focus on serving typically 80% of bank customers who are not generally the target of conventional bancassurance products*Rehan Butt, Group Business Director, MicroEnsure*
- 12.00 nn **Distribution Mechanisms of Inclusive Insurance**
Dr Antonis Malagardis, Programme Director, GIZ Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia (RFPI Asia)
- 12.30 pm Q&A
- 12.40 pm Lunch

Analytics & Blockchain

- 2.00 pm **Predictive Analytics: Collaboration Between Insurance Companies and Banks**
Evi Tedjasukmana, Head of FinMoRe & Data Analytics, SEA, Munich Re
- 2.30 pm **Blockchain in Insurance and Tradeable Policies**
Alvin Ang, CEO and Co-Founder, fidentiaX Ltd Singapore
- 3.00 pm **Panel on Bancassurance in the World of Analytics, AI, Automation, FinTech, Digital Banking & Connectivity**
Panellists
 - Alvin Ang, CEO and Co-Founder, fidentiaX Ltd Singapore
 - Evi Tedjasukmana, Head of FinMoRe & Data Analytics, SEA, Munich Re
 - Pankaj Khushani, Head of Analytics & Platform Partnerships, SEA, Google
- 3.30 pm Close of Conference & Tea Break

19th Asia Conference on Bancassurance and Alternative Distribution Channels

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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
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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 April 2018)

Subscribers US\$1,280

Non-Subscribers US\$1,580*

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

Normal Registration

Subscribers US\$1,780

Non-Subscribers US\$1,980*

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 2018

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.

Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

CLOSING DATE FOR REGISTRATION: 3 MAY 2018

For cancellation in writing made before **18 April 2018**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **18 April 2018**. 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:

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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

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VISA

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Card Holder's Name: _____ Signature: _____

Card No.: _____

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

(Conference fee is zero-rated for GST)

Hotel Reservation:

Online Booking only at www.asiainsurancereview.com/airbanc

Hotel Contact

Lester Mascariña, Event Executive

Email: owen.mascarina@marriott.com; reservationsmanila@marriott.com

Marriott Hotel Manila

2 Resorts Drive Pasay City,

Metro Manila 1309 Philippines

Tel: + 632 988 9999 | Fax: + 632 836 9998

www.manilamarriott.com

ROOM RATE

Premium Room (1 King or 2 Double) PHP 9,338.56nett/night

Includes Wi-Fi access and daily buffet breakfast(s)

Hotel booking link at www.asiainsurancereview.com/airbanc

For speaking, sponsorship and partnership opportunities: Email: may@asiainsurancereview.com DID: +65 6372 3185