

18th CEO ASIA INSURANCE SUMMIT

27 – 28 February 2018, Sofitel Singapore City Centre

Theme: “In Search of Growth & the Pot of Gold in Asia” –
From Organic to Digital; From Mirage to Hidden; & From Disruptive to Explosive

Keynote Address



Chris Wei

Executive Chairman, Asia & FPI,
Global Chairman, Aviva Digital
Asia Insurance Industry Awards 2017
Personality of the Year

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In such difficult times, the search for growth gets more pressing and dynamic. And everyone is turning to Asia as the next growth engine for the world even for insurance in Asia which is still highly unpenetrated with great potential.

Growth comes in multi-coloured forms be it just organic or through M&A or through cost cutting or just going on a wild buying spree. There are several hidden pockets of growth for insurance be it in new emerging markets or within sectors within established markets or just going digital or expanding the distributing networks or just coming out with fresh new products to serve the changing needs of the tech-savvy or cash rich or cash-strapped customers or corporates where the risk landscape is a-changing. Insurance is a booming business. But are you ready to be part of the boom?

The Summit will challenge CEOs to do a 360 degree review of their business to identify real strategic growth potential for their business and to put in the right leadership and effective mechanisms in place to reach these POTS of GOLD. It is beyond just being digital or smart or being on board the IoT Train.

The Summit will get insurance CEOs and regulators on track to optimise on the shifting Asian centre of gravity in the click and bricks world to grow the meaty core of the business to be sustainable no matter how tough the business climate gets. The Summit is aimed at offering strategic tips to CEOs to grow the business, increase revenue and be relevant to customers and be a game changer in the market.

For 2018, aside from global CEOs and experts to share their thought leadership with you, we will have three interactive growth Panels to set your mind abuzz with opportunities; a special debate on Distribution being the growth driver; and have a CEO on a hot seat as well to stretch the limits.

This is a Summit you cannot miss.

Who Should Attend

- CEOs & Senior Management of Insurance & Reinsurance Companies (Life & Non-Life)
- Chief Innovation Officers
- Executives Involved in Innovation or Disruption to Drive Their Business
- 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

Speakers include:



Antoine Baronnet
Deputy Secretary General and Head of Insight, The Geneva Association



Zia Zaman
Senior Vice President, Head of Innovation, Asia and LumenLab



George Kesselman
President, InsurTech Asia Association



Franz Josef Hahn
CEO, Peak Re



Claudia Salem
CEO, AIG Asia Pacific



Victor Kuk
Head, Client Markets Southeast Asia, India, Korea, Hong Kong and Taiwan P&C Reinsurance Asia, Swiss Re



Gary R. Bennett
Chairman & CEO, North Star Consulting Ltd



Steve Vickers
Chief Executive Officer, Steve Vickers & Associates Ltd



Holger Schaefer
Asia Pacific Regional CEO, Euler Hermes



Manfred Schmoelz
Executive Vice President, Asia Pacific, The Warranty Group



Dato' Sri Hassan Kamil
Group CEO, Syarikat Takaful Malaysia Berhad



Thomas Dijohn
Vice-President Asia-Pacific, dacadoo



Alex Kimura
Chief Strategy Officer, Aviva Asia Pte Ltd



Matthew Maguire
Partner, NMG Consulting



Vincent Lepez
Deputy CEO, SCOR Global Life Asia Pacific



Jose Ribeiro
Managing Director, A.M. Best Asia-Pacific Ltd



Anthony Hobrow
Chief Executive Officer, NexAssure Group



Tapan Singhel
Managing Director & Chief Executive Officer, Bajaj Allianz General Insurance Co Ltd

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PROGRAMME

Day One, 27 February 2018, Tuesday

- 8.00 am Registration & Coffee
- 9.00 am **Welcome Remarks by Opening Session Chairman**
Sivam Subramaniam, Editor in Chief, Asia Insurance Review
- 9.05 am **Keynote Address: The Role of the CEO in the Hyper-connected World**
Chris Wei, Executive Chairman, Asia & FPI, Global Chairman, Aviva Digital (2017 Asia Insurance Industry Awards – Personality of the Year)
- 9.50 am **Special Innovation Address: What are the Game Changers in Today's World?**
Zia Zaman, Senior Vice President, Head of Innovation, Asia and LumenLab
- 10.35 am **Special Address: Balancing the Trade-offs with the Use of Personal Data in Insurance**
Antoine Baronnet, Deputy Secretary General and Head of Insight, The Geneva Association
- 11.15 am Tea Break
- 11.45 am **CEO Panel on the Pot of Gold: Hidden, Organic or Explosive**
Moderator:
Jose Ribeiro, Managing Director, A.M. Best Asia-Pacific Ltd
Panellists:
 - Victor Kuk, Head, Client Markets Southeast Asia, India, Korea, Hong Kong and Taiwan P&C Reinsurance Asia, Swiss Re
 - Franz Josef Hahn, CEO, Peak Re
 - Alex Kimura, Chief Strategy Officer, Aviva Asia Pte Ltd
- 12.30 pm **Two Decades of Advice from a Global CEO**
Gary R. Bennett, Chairman & CEO, North Star Consulting Ltd
- 1.00 pm Lunch
- Session Chairman:**
Anthony Hobrow, Chief Executive Officer, NexAssure Group
- 2.00 pm **How Insurance Companies can Contribute to a Sustainable Industry & Economy**
Claudia Salem, CEO, AIG Singapore and Head of South East Asia
- 2.45 pm **Uncharted Waters of Trade Credit Insurance**
Holger Schaefer, Asia Pacific Regional CEO, Euler Hermes
- 3.30 pm **Frugal Innovation & Its Power to Reach Masses: Strategic Tips on Innovation - Lessons from India to the World**
Tapan Singhel, Managing Director & Chief Executive Officer, Bajaj Allianz General Insurance Co Ltd
- 4.00 pm End of Day One

Day Two, 28 February 2018, Wednesday

- 9.00 am **Keynote Address II: 2018 Top Political Risks in Asia**
Steve Vickers, Chief Executive Officer, Steve Vickers & Associates Ltd
- 9.45 am **Seeking Growth Through InsurTech**
George Kesselman, President, InsurTechAsia
- 10.30 am Tea Break
- 11.00 am **CEO Panel on Disruptive Innovation: Start-ups & InsurTechs – Have You Missed the Shinkansen?**
Moderator:
Antoine Baronnet, Deputy Secretary General and Head of Insight, The Geneva Association
Panellists:
 - Manfred Schmoelz, Executive Vice President, Asia Pacific, The Warranty Group
 - Dato' Sri Hassan Kamil, Group CEO, Syarikat Takaful Malaysia Berhad
- 12.00 pm **Digital Health & Lifestyle Engagement – Opportunities in Accelerated and Dynamic Underwriting**
 - The emergence of digital user engagements on health and lifestyle are generating new insights to customers
 - New data and real-time data is driving changes to Underwriting
 - Accelerated Underwriting and Dynamic Underwriting enables new segments, new products and new pricing*Thomas Dijohn, Vice-President Asia-Pacific, dacadoo*
- 12.30 pm Lunch
- Session Chairman:**
Anthony Hobrow, Chief Executive Officer, NexAssure Group
- 1.30 pm **The M&A Path to Growth in Insurance**
Matthew Maguire, Partner, NMG Consulting
- 2.00 pm **Listen – The Voice of the Customer**
Vincent Lepez, Deputy CEO, SCOR Global Life Asia Pacific
- 2.30 pm **Special Debate: Distribution is only Growth Driver**
- 3.30 pm Tea Break
- 4.00 pm End of Day Two

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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: _____
Nationality _____
Passport No _____
Job Title _____
Company _____
Address _____
Country _____
Tel: () _____
Cellular: () _____
Fax: () _____
email: _____

REGISTRATION

Early Bird (valid till 30 Jan 2018)

Subscribers US\$1,280
Non-Subscribers US\$1,580*

Normal Registration

Subscribers US\$1,780
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)

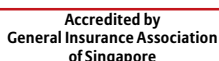
Group registration: Special Offer for Year 2018

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: 20 Feb 2018

For cancellation in writing made before **30 Jan 2018**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **30 Jan 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:
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: Michelle.soon@sofitel.com

Hotel Reservation Form

Attn: Ms Michelle Soon
Tel: +(65) 6428 5047
Mobile: +(65) 9062 1202
Email: Michelle.soon@sofitel.com

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9 Wallich Street, Singapore 07888
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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: _____

ROOM TYPE / ROOM RATE (SUBJECT TO AVAILABILITY)

Room (subject to availability)

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

Room Preferences (subject to availability)

- King bedded Twin bedded
- Room rate inclusive of Internet. Room category is subject to availability.
 - All rates, quoted are subject to 10% service charge and prevailing government taxes, currently at 7% Goods and Services Tax (GST).
 - A 100% early departure fee will apply should the guest check out prior to the confirmed departure date.
 - Check-in time is at 15:00 hours; check-out time is at 12:00 hours
 - Any no shows or cancellations will be subject to a penalty equal to the full duration of the confirmed reservation.
 - All reservations require credit card guarantee and will receive a confirmation number from the hotel

LIMOUSINE ARRANGEMENT

- Not required
 Airport to Hotel at S\$150.00++ per way via Merc E-Class
 Hotel to Airport at S\$150.00++ per way via Merc E-Class
Midnight charge of \$15 nett per way per limo is applicable from 10pm to 7am.

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: _____