

12th Middle East Healthcare Insurance Conference

23-25 September 2018
Sheraton Oman Hotel, Muscat, Oman

Theme: "Evolution Strategies to
Make Compulsory Health Insurance
Sustainable and Successful"



Under the Patronage of:
H.E. Dr Ali Masoud Ali Al Sunaidy,
Minister of Commerce and Industry (MOCI),
Sultanate of Oman

Simultaneous Translation will be provided in Arabic/ English

Organised by:

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Capital Market Authority
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Under the Patronage of H.E. Dr Ali Masoud Ali Al Sunaidy, Minister of Commerce and Industry (MOCI), Sultanate of Oman. Hosted by the Capital Market Authority of the Sultanate of Oman, *Middle East Insurance Review* is pleased to bring the Middle East Healthcare Insurance Conference back to Muscat, following the big success of the event held at the Sultanate last year, to continue discussion on the compulsory health insurance system launched this year in January 2018 that is projected to boost growth in the country's insurance market.

What are the success strategies of a nation-wide healthcare system? What are the critical dynamics and the drivers of the business? How to use data to control costs and improve quality of care? How can insurers, employers, TPAs, pharmas and healthcare providers contribute collectively? What more can government and the insurance industry do to collaborate to ensure greater efficiency and higher standards in the way forward?

The three-day conference will continue to look at the developments of compulsory health insurance in Oman and across the region; regulatory issues, the top health trends around the world; managing rising healthcare costs; impact of healthtech and insurtech on insurance, use of AI & analytics and innovative healthcare solutions for success.

Who Should Attend

- Life and General Insurance & Reinsurance Companies
- Governments and Health Authorities
- International Aid Agencies & Emergency Evacuation Companies
- Healthcare Providers and Third Party Administrators
- Hospitals
- Managed Care Service Providers
- Medical Centres/Institutes/Clinics, R&D and Laboratories
- Medical, Biomedical, Pharmaceutical Companies
- Claims Specialists
- Technology Experts and Solutions Providers
- Healthcare Infrastructure Developers
- Investors and Banks
- Legal and Consulting firms
- Employers and HR Managers dealing with healthcare issues
- Risk Managers, Researchers, Intermediaries, Suppliers and Service Providers in the healthcare and medical field

Sign Up Now!

Speakers include:



Laurent Pochat-Cottilloux
Global Head of Health, Reinsurance Partnerships, AXA



Robin Ali
Head of Practice, The Consilient Consultancy



Charlie Barlow
Founder and CEO, Health at Hand



Dr Dennis Sebastian
Regional Director, Health, RGA



Dr Saif AlJaibaji
CEO, Middle East & Africa, Optum, UnitedHealth Group



Aftab Hasan
CEO, Chairman & CEO, Arya Insurance Brokerage Company (AIBC); Risk Exchange (DIFC) Limited UAE



Dr Sven Rohte
Chief Commercial Officer, National Health Insurance, Company – Daman



Kiril Milev
Managing Director, Netcetera Middle East, Dubai, UAE



Eg Kah Yee
Executive Chairman and Founder, UCrest Berhad



Ihab Alameh
Head of Business Development & Client Relations, Munich Re



Vineet Jaiswal
Head of Bancassurance, National Bank of Oman



Muhammad Salman Anjum
Founder & CEO, Feological Solutions LLC & Blockpreneurs



Chalapathi Srinivasan
Executive Director Joie De Vivre International Insurance Brokerage LLC



Sachin Sahni
Credit Analyst, Financial Services, S&P Global Ratings



Dr S Prakash
Chief Operating Officer, Star Health & Allied Insurance Company

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PROGRAMME

Day One: Sunday, 23 September 2018

- 6.00 pm Early Registration of Delegates & Speakers
6.30 pm Welcome Cocktail Hosted by **Capital Market Authority**
-8.00 pm

Day Two: Monday, 24 September 2018

- 8.00 am Registration & Coffee
9.00 am **Welcome Address by Conference Chairman**
9.10 am **Keynote Address**
Capital Market Authority, Oman
9.20 am **Special Address: Medical Insurance In the Sultanate of Oman**
Capital Market Authority, Oman
9.45 am **Health Insurance in Oman; The Way Forward Plans & Implementation**
 - Future of Health Insurance in the Sultanate of Oman
 - Government Plans Regarding the Implementation of Compulsory Health Insurance For the Private Sector Employees
 - How to Establish An Integrated Health Insurance System10.40 am Q&A
10.45 am Tea Break Hosted by **Oman Re**
11.10 am **Global Health Insurance Updates**
 - Latest Trends from Health Insurance Markets Around the World
 - Implications for Product Development, Operations and Risk Management
 - Identifying the Next Opportunities for Health Insurance Players*Laurent Pochat-Cottilloux, Global Head of Health, Reinsurance Partnerships, AXA*
11.30 am **The Dangers of Alliances Between Non-Healthcare Companies: What Could the Amazon-Berkshire Hathaway-JP Morgan Stanley Venture Mean to Payers, Providers, Patients and Policymakers**
Robin Ali, Head of Practice, The Consilient Consultancy
11.50 am **Unlocking Blockchain for Healthcare Insurance – Insights on How Blockchain is Promising for Healthcare Insurance**
Muhammad Salman Anjum, Founder & CEO, Feological Solutions LLC & Blockpreneurs
12.10 nn **The Role of Banks As An Efficient Distributor in Enhancing the Reach of Healthcare Insurance Products**
Vineet Jaiswal, Head of Bancassurance, National Bank of Oman
12.30 pm Lunch
12.40 pm Q&A

Special Focus on Oman

- 2.00 pm **Experience of the GCC Countries that have implemented Compulsory Health Insurance – Learnings for Oman**
Dr Dennis Sebastian, Regional Director, Health, RGA
2.25 pm **Innovative Powered Public Private Partnership Model in Mandatory Health Insurance Roll Out in Emirate of Ras Al Khaimah. How Technology Can Accelerate the Implementation of Mandatory Health Insurance in Oman**
Dr Saif AlJaibaji, CEO, Middle East & Africa, Optum, UnitedHealth Group
2.50 pm **Oman Market Updates and Growth Prospects**
Sachin Sahni, Credit Analyst, Financial Services, S&P Global Ratings

Panel Discussion on Facilitating An Effective Relationship with Insurers, Healthcare Providers, Governments, Medical Institutions and TPAs

- 3.15 pm Panelists:
 - *Ihab Alameh, Head of Business Development & Client Relations, Munich Re*
 - *Dr Dennis Sebastian, Regional Director, Health, RGA*
 - *Dr Saif AlJaibaji, CEO, Middle East & Africa, Optum, UnitedHealth Group*
 - *Sachin Sahni, Credit Analyst, Financial Services, S&P Global Ratings*
 - *Faris Gammoh, CEO, Newton Insurance*4.00 pm Tea Break & Close for the Day

Day Three: Tuesday, 25 September 2018

- 9.00 am **Transforming Health Insurance through Atomization - A Paradigm Shift from the Conventional Offerings**
Aftab Hasan, CEO, Chairman & CEO, Arya Insurance Brokerage Company (AIBC); Risk Exchange (DIFC) Limited UAE
9.30 am **Predictive Analytics in Healthcare**
Dr Sven Rohte, Chief Commercial Officer, National Health Insurance, Company – Daman
10.00 am **Genetic Testing and Disruption in Healthcare**
10.30 am Q&A
10.40 am Tea Break
11.00 am **AI-Powered Risk Classification System for Detection of Waste, Abuse and Fraud in Healthcare Insurance Claims Tailored for GCC**
Kiril Milev, Managing Director, Netcetera Middle East, Dubai, UAE
11.20 am **The Implementation of Telehealth in Regional Primary Care**
Charlie Barlow, Founder and CEO, Health at Hand
11.40 am **The Challenges that InsurTech is Facing: Digital and AI Healthcare As Possible Solutions**
Escalating healthcare cost is continuously putting tremendous amount of pressure on the government as well as the industry. A revolutionary change to the existing protocol of healthcare service is necessary to curb the rising cost and improve efficiency based on IoT, blockchain and AI technologies.
Eg Kah Yee, Executive Chairman and Founder, UCrest Berhad

Panel on HealthTech, InsurTech & Digital Innovations

- 12.00 nn
 - Dynamics of Underwriting Healthcare & Claims Servicing in the Digital Era
 - Connected Healthcare
 - Blockchain and Smart ContractsPanelists:
 - *Ihab Alameh, Head of Business Development & Client Relations, Munich Re*
 - *Kiril Milev, Managing Director, Netcetera Middle East, Dubai, UAE*
 - *Charlie Barlow, Founder and CEO, Health at Hand*
 - *Eg Kah Yee, Executive Chairman and Founder, UCrest Berhad*

- 12.40 pm Lunch
2.00 pm **Micro Insurance and HMO – A Way Forward to Reach the Goal of Universal Health Insurance**
Chalapathi Srinivasan, Executive Director, Joie De Vivre International Insurance Brokerage LLC
2.40 pm **How Precision Medicine is Changing the Future of Healthcare and the Impact on the Insurance Industry**
Dr S Prakash, Chief Operating Officer, Star Health & Allied Insurance Company
3.20 pm Q&A
3.30 pm Tea Break & Close of Conference

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Registration Email: weeling@meinsurancereview.com

Conference Registration

To: Ms Wee Ling, Middle East Insurance Review
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DID: +65 6372 3167 • Fax: +65 6224 1091 • www.meinsurancereview.com
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

Registered by _____

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 23 August 2018)	Normal Registration
Subscribers <input type="checkbox"/> US\$1,280	Subscribers <input type="checkbox"/> US\$1,780
Non-Subscribers <input type="checkbox"/> US\$1,580*	Non-Subscribers <input type="checkbox"/> 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: 17 Sep 2018

For cancellation in writing made before **23 August 2018**, 50% of the conference fee will be refunded.
No refunds will be made for cancellations after **23 August 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: _____

Signature: _____

Card No.: _____

Date: _____

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

(Conference fee is zero-rated for GST)

Hotel Reservation:
Email: Salim.AIMamari@Sheraton.com

Hotel Contact

Salim.AIMamari, Groups & Events Sales Specialist
Email: Salim.AIMamari@Sheraton.com

Sheraton Oman Hotel

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www.sheratonoman.com

ROOM RATE

Deluxe Room Single OMR40+ per night, Double OMR50+ per room per night

Rates are subject to 8% service charge, 4% tourism fee, 5% municipality fee.

Rates are inclusive of buffet breakfast and in-room Internet access.

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