

# 2nd Myanmar Insurance Summit

6-7 March 2018, Yangon, Myanmar

Theme: "Ushering In the New Growth Wave"

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All eyes are on Myanmar for 2018 which will be the year to usher in the new wave of transformation for the insurance industry. Insurance reform is now said to be a priority and the government is expected to issue more insurance licenses. This move and liberalization are eagerly awaited as Myanmar is one of the last frontiers with enormous opportunities predicted to hit \$2 billion in premiums by 2030.

There is a long queue and insurance companies are waiting patiently to get a real quick footing in the market with economic growth in mining, agriculture, fisheries, energy and infrastructure development across a huge population base of 55 million.

How will the industry be transformed? What are the real opportunities in Myanmar and how best to tap into these high-potential opportunities? What are the strategic tips to win in the insurance game in Myanmar today? Can Myanmar rise to the challenge?

With the phenomenal success of the first Myanmar Insurance Summit in 2014, *Asia Insurance Review* is proud to bring the **2nd Myanmar Insurance**

**Summit** with the theme "Ushering In the New Growth Wave" to give a quick synoptic overview of the potential in Myanmar while highlighting the power of strategic alliance and partnership to serve the needs of the growing market for protection. The two-day Summit, supported by the Ministry of Finance of Myanmar and Myanmar Insurance, will be the key platform bringing together leading experts and industry leaders to provide a comprehensive analysis of the insurance landscape in Myanmar today and discuss critical issues, key challenges and opportunities ahead to capitalize on these growth opportunities and foster new business partnerships. Senior decision-maker and influencer including insurers, reinsurers, brokers, consultants, as well as service providers will want to be at this premier conference to explore the potential Myanmar has to offer and understand the regulations, licensing and legal structures to launch business and tap the great potential in a new insurance market in Asia's last frontier.

## Topics to be discussed

### Overview of the Insurance Landscape

- Liberalisation of Myanmar's Insurance Sector - What It Spells for the Industry
- Tapping on Myanmar's Growth – Opportunities and Challenges
- Vision for Myanmar Insurance Industry - Filling the Protection Gap
- Regulatory Priorities in Steering Insurers Onto More Stable Ground
- Legal Issues in Myanmar Insurance Market with Case Studies
- Making Claims Management a Strategic Priority
- Starting with Risk Management as Key to Success in Insurance
- Myanmar in the ASEAN Economic Community – An Insurance Perspective
- Microinsurance Development in Asia and Beyond - Lessons for Myanmar
- Case Studies on Insurance Developments in Different Markets - With a View to Draw Strategic Tips for Myanmar

### Sustaining a Successful Insurance Industry

- The Role of Reinsurers in Nurturing the Market
- The Value-Add That Brokers Can Bring to the Marketplace
- HR & Training Imperatives to Meet the Market Growing Needs
- Actuarial Training and Development: Nurturing Talent To Meet the Growth Needs of the Market
- Leading the Competition: Competing with New Channels And Products
- Satisfying Tomorrow's Customer Needs Through Product Innovation
- Regulatory Considerations on the Dynamics of Insurance Joint Ventures and Foreign-Local Partnerships

### Product Innovations

- Capitalizing on Opportunities of the Myanmar Life Market - Prospects and Challenges
- Simplifying Medical and Enriching Health – Analysing Gaps, Market Dynamics and Profitability
- The General Insurance Market Today and Tomorrow
- Insurance Companies and Pensions: Developing Institutional Investors in Myanmar

### Keeping Pace with Innovation & Technology

- The Role of New Technologies in Product Development and Innovation
- Dealing with Disruptive Technologies in Insurance
- The Art of Data Analytics: Turning Data into Opportunities in Insurance

### Lessons Learnt From Domestic Players

- Assessment of the Current Standing of the Insurance Companies in Myanmar
- The Unique Position of Myanmar Insurance in the Market
- Building Profitable Scale: Adapting to Consolidation and Efficiency Pressures
- Challenges in Underwriting
- Establishing & Implementing Best Practices to Strengthen the Industry

### Discussion Forum: Myanmar Insurance Industry Today

Panellists will discuss:

- What are the real opportunities in the Myanmar market and how best to tap into these high-potential opportunities
- Key developments, issues and trends impacting risk analysis and practical solutions
- Meeting training needs of the market
- Boosting image of insurance

### Strategic Panel: Liberalization of Myanmar's Insurance Sector - Challenges and Opportunities

This panel with leading experts will look at the pertinent issues needed to support the development:

- From theory to reality and its potential impact in reshaping the market
- Regulation - strategic opportunities and what's needed from the regulators
- Role of local vs foreign re/insurance companies – has the game changed
- The way forward to ensuring sustainability

### CEO Panel: Challenges of the Day

- The lure of Myanmar to the global (re)insurers - risks and challenges
- What does the entrance of new players in the market and subsequent increase in capacity mean for the market as a whole
- Getting right from the start – from approach to products
- How to introduce global best practices into Myanmar insurance industry

### Master Class: Legal Aspects of Doing Business in Myanmar

Key Discussion Topics:

- Implications of key regulatory developments impacting Myanmar insurance market
- Corporate governance and risk issues for foreign insurers - how they affect business conduct
- Creating a healthy and ongoing compliance culture within the organization
- What can be learnt from regulatory frameworks in other markets

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