7th Middle East Healthcare Insurance Conference

Theme: “Can Healthcare Insurance Be Responsive and Profitable?”

29-30 September 2013, Park Hyatt Hotel, Dubai, UAE

Register online at www.meinsurancereview.com/meirhc

Register by 12 Sep 2013 for Early Bird Discounts!

Organised by: Middle East Insurance Review

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/company/meir
With the private sector called upon to bear the cost of healthcare services and governments making health insurance compulsory, there is a real opportunity for the insurance industry. But can health insurance be underwritten profitably? How can insurers reach out to the public to meet their extensive varying and specific demands for healthcare from the local and expat populations in the market? What critical and differentiating role can Third Party Administrators play in delivering and managing healthcare? How can the medical experts be drawn in to rein in runaway medical inflation? Is medical tourism a real possibility?

These are some of the critical issues that need to be tackled to make healthcare insurance viable and sustainable in the long-term. The changing socio-economic factors, rising expectations for high quality healthcare, greater inroads made in modern medicine and innovative medical facilities and cutting-edge technologies in the Middle East have made healthcare more expensive.

- How can insurers capitalise on the scale and skills set to manage costs and underwrite healthcare profitably?
- How should the governments and the private sector including insurers, private healthcare providers, TPAs and pharmaceutical companies, work together to ensure best practices and high quality healthcare and costs are in check?

Middle East Insurance Review therefore has put together this 7th Healthcare Insurance Conference to look at real solutions for insurers while drawing from the developments in compulsory healthcare around the region, global healthcare trends and innovations in medical care, global best practices in healthcare, regulatory and supervisory structure, underwriting issues, managed care and quality standards. Insurers can play a significant role in the region's healthcare market with cost-effective, innovative and sustainable solutions.

Who Should Attend

- Life and General Insurance & Reinsurance companies
- Government Bodies and Health Authorities
- International Aid Agencies & Emergency Evacuation Companies
- Hospitals
- Healthcare Providers and Third Party Administrators
- Medical, Biomedical and Pharmaceutical Companies
- Managed Care Service Providers
- Management Consultants
- Risk Managers
- Claims Specialists
- Technology Experts, Lawyers, Employers and HR Managers dealing with health and healthcare issues
- Professionals, Researchers, Intermediaries and Service Providers in the healthcare and medical field

The two-day conference will provide insights into the regional key developments, changes affecting the healthcare sector and potential opportunities for the healthcare players in this region!

Key Speakers

- Christian Gregorowicz
  CEO, NEXtCARE
- Saurabh Mishra
  Chief Business Development Officer,
  Star Union Dai-ichi Life Insurance Company
- Andre Daoud
  Chief Business Officer, NEXtCARE
- Dr Hassib Jaber
  Healthcare Leader, Deloitte
- Robert Grey
  General Manager,
  Bahrain National Life Assurance Company B.S.C. (c)
- Ryder Smith
  Health Industries Partner, PwC
- Peter Bauer
  Chief Information Officer,
  National Health Insurance Company – DAMAN
- Daniel Whitehead
  Middle East & North Africa Region Healthcare Lead,
  Booz Allen Hamilton
- Husam R Majali, M.D.,
  Market Access Lead – Private Insurance & Pricing – Gulf, MSD
- Dr Bilal Shirazi,
  Head of Operations,
  Neuron LLC
- Wayne Jones
  Partner,
  Clyde & Co
- Dr Mussaad Al-Razouki
  CEO,
  Kleos Healthcare Corporation
- Ryder Smith
  Health Industries Partner, PwC
- Peter Bauer
  Chief Information Officer,
  National Health Insurance Company – DAMAN
- Daniel Whitehead
  Middle East & North Africa Region Healthcare Lead,
  Booz Allen Hamilton
- Dr Hassib Jaber
  Healthcare Leader, Deloitte

Panel Discussion: Can Healthcare Insurance Be Responsive and Profitable
## PROGRAMME

### Day One: 29 September 2013, Sunday

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.00 am</td>
<td>Registration &amp; Coffee</td>
</tr>
<tr>
<td>9.00 am</td>
<td>Welcome Address by Chairman of Conference</td>
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<tr>
<td>9.05 am</td>
<td>Keynote Address</td>
</tr>
<tr>
<td>9.20 am</td>
<td>Developments and Trends in Healthcare and Health Insurance in the Region</td>
</tr>
<tr>
<td>9.45 am</td>
<td>Information Based Decision in Health Insurance</td>
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<tr>
<td>10.10 am</td>
<td>Creating An Accountable Care Organization (ACO) Model in the Middle East and the Application of Cloud to Leverage Big Data in Healthcare</td>
</tr>
<tr>
<td>10.35 am</td>
<td>Tea Break</td>
</tr>
<tr>
<td>11.00 am</td>
<td>Panel Discussion on the Hot Issues in Healthcare in the UAE</td>
</tr>
<tr>
<td>11.45 am</td>
<td>The Role Of Information and Analytics in Providing Better Patient Care</td>
</tr>
<tr>
<td>12.10 pm</td>
<td>Why A TPA?</td>
</tr>
<tr>
<td>12.35 pm</td>
<td>Lunch Hosted by NEXTCARE</td>
</tr>
<tr>
<td>2.00 pm</td>
<td>Panel Discussion on the New e-Claims</td>
</tr>
<tr>
<td>2.45 pm</td>
<td>Emerging Patterns from GCC Compulsory Health Insurance Systems</td>
</tr>
<tr>
<td>3.05 pm</td>
<td>Enhancing Healthcare Insurance Profitability: Experience from the UK and US</td>
</tr>
<tr>
<td>3.25 pm</td>
<td>Tea Break</td>
</tr>
<tr>
<td>3.45 pm</td>
<td>Some Essential Elements of A Sustainable Health Insurance Industry</td>
</tr>
<tr>
<td>4.10 pm</td>
<td>Marketing Strategies and Alternative Distribution Channels of Healthcare Insurance Products</td>
</tr>
<tr>
<td>4.30 pm</td>
<td>The Challenges Facing Insurers in the Healthcare Industry in the Region, How We Can Possibly Face and Overcome Them in the Years to Come</td>
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<tr>
<td>5.00 pm</td>
<td>Close of Day One</td>
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### Day Two: 30 September 2013, Monday

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.00 am</td>
<td>The Role of Disease Management Programs in Healthcare and Healthcare Insurance</td>
</tr>
<tr>
<td>9.30 am</td>
<td>Business Models for Collaboration: Hospitals/Clinics, TPAs and Insurers – Is there A Successful Model?</td>
</tr>
<tr>
<td>9.55 am</td>
<td>Innovation: Transformation of the Health Services Industry and Driving Profitability</td>
</tr>
<tr>
<td>10.15 am</td>
<td>Profitability Issues Around Health Insurance and What Remedial Measures Insurance Companies Can Adopt</td>
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<tr>
<td>11.00 am</td>
<td>Panel Discussion on Compulsory Health Insurance</td>
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<tr>
<td>11.45 am</td>
<td>Pharmaceutical Industry: New Changes and Effect on Healthcare Costs, Role of Pharmaceuticals in e-Prescribing, Value Proposition and Issues on Managing Healthcare Costs</td>
</tr>
<tr>
<td>12.05 pm</td>
<td>GCC Healthcare Indicators: Investment Climate, Infrastructure, Insurance, Changing Disease Patterns, Trends and Prospects</td>
</tr>
<tr>
<td>12.25 pm</td>
<td>Investments in Healthcare and Implications for Insurers</td>
</tr>
<tr>
<td>12.45 pm</td>
<td>Lunch</td>
</tr>
<tr>
<td>2.00 pm</td>
<td>Using Analytics to Prevent Fraud, Waste and Abuse in Healthcare Insurance Payments</td>
</tr>
<tr>
<td>2.30 pm</td>
<td>Evaluation in Healthcare Industry through IT Interface</td>
</tr>
<tr>
<td>3.00 pm</td>
<td>Panel Discussion on Can Healthcare Insurance Be Responsive and Profitable</td>
</tr>
<tr>
<td>3.35 pm</td>
<td>Close of Conference &amp; Tea Break</td>
</tr>
</tbody>
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Programme is subject to change
Conference Registration Form

To: Ms Michelle, Middle East Insurance Review
69 Amoy Street, Singapore 069 888  •  Tel: (65) 6224 5583
DID: (65) 6372 3178  •  email: michelle@asiasinsuranceview.com
or register online at www.ameinsurancereview.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: ___________________________
Job Title: ______________________________
Company: ___________________________________________________________________________
Address: ___________________________________________________________________________
Tel: ( ) ___________________________
Mobile: ( ) ___________________________
Fax: ( ) ___________________________
email: __________________________________________

REGISTRATION

Early Bird (valid till 12 Sept 2013)

Subscribers □ US$980
Non-Subscribers □ US$1,280*

(∗Free One Year Subscription to Print Edition of Middle East Insurance Review & e-Weekly Middle East and e-Weekly Takaful)

Normal Registration

Subscribers □ US$1,480
Non-Subscribers □ US$1,680*

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/MIR magazine  ☐ AIR/MIR Website  ☐ Brochure  ☐ Email  ☐ Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)
Remarks: ______________________________________________________

Group registration:

Special Offer for Year 2013 Register two delegates from the same company, and send the third 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: 23 September 2013

For cancellation in writing made before 12 Sept 2013, 50% of the conference fee will be refunded. No refunds will be made for cancellations after 12 Sept 2013. 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 “MIDDLE EAST INSURANCE REVIEW”

☑ Telegraphic / Wire Transfer to the following account:
DBS Bank Ltd, 12 Marina Boulevard,
Marina Bay Financial Centre Tower 3, Singapore 018982
• US$ (Account No.: 0001 - 004838-01-9-022)
• Swift Code: DBSSSGSG

☑ Please debit the sum of US Dollars US$ ___________ for Conference Registration fee from my
☑ Mastercard  ☐ VISA  ☐ American Express
Card Holder’s Name: ________________________________
Card No.: ________________________________
Expiration Date: _____ / _____ (mm-yy) Total Amount: US$ ___________
Signature: ________________________________ Date: __________________

(Conference fee is zero-rated for GST)

Hotel Reservation Form

Attn: Ms Amelia Mejia-Tagon, Event Planning Manager
Email: Amelia.mejia@hyatt.com

Park Hyatt Dubai
P.O. Box 2822, Dubai, United Arab Emirates
Tel: +971 4 602 1234 Fax: +971 4 602 1802
www.dubai.park.hyatt.com

ARRIVAL DATE

Check in date: ________________
Flight: ________________ ETA: ________________

DEPARTURE DATE

Check out date: ________________
Flight: ________________ ETD: ________________

ROOM TYPE / ROOM RATE

☐ Single  ☐ Double

☐ Park Room
AED875++  AED1,075++

Rates quoted on a per room per night basis and are subject to 10% service charge and 10% municipality fee.
Rates inclusive of buffet breakfast served at Café Arabesque with a value of AED40 net per person.
Check-in time is 14.00 and Check-out time is at 12.00 noon.
Early check in is subject to availability. For early arrivals please consider booking the room from the night before.
Late check out policy: from 1200 to 1800 chargeable at 50% of room rate. After 1800 chargeable at 100%.
Any cancellation OR “no-show” OR early departure on the specified date of arrival will result in charges of 100% of the room rate x full length of stay.
Rooms and rates are subject to availability so please make your booking early.

VISA

Visa application service is available at prevailing rates and conditions.

☐ AED300 per person processing fee to arrange transit or tourist visas. Yes, please assist in obtaining a visa.

AIRPORT TRANSFER

☐ NOT required
☐ Dubai International Airport to Hotel AED895 nett per car/ way by Mercedes S-350
☐ Hotel to Dubai International Airport AED895 nett per car/ way by Mercedes S-350

Additional comments/ special requirements:
________________________________________________________
________________________________________________________
________________________________________________________

RESERVATION GUARANTEE

It is mandatory to complete the hotel credit card authorization form below in order to guarantee your booking. Form is also available for download at www.meinsurancereview.com/health/Hotel