

2nd Asia Investment Management Summit for Insurance

25-26 November 2013, Marina Mandarin, Singapore

Theme: "Seeking Better Returns in Current Volatile Climate – Thinking out of the low-yield box"



Keynote



Jacqueline Loh
Deputy Managing Director
(Monetary Policy &
Investment/ Development
& International Group),
Monetary Authority of
Singapore

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What are insurers doing with their investment portfolios?

The 2 Day Asia Investment Management Summit for Insurance Industry aims to catch the Investment mood for the industry, with Insurance CIOs, operating in one of the worst economic environments, to have engagement on strategic investment planning, compliance, ALM, risk measures, and diversification to more attractive yielding Asset Classes.

The Summit will provide answers to questions like:

- What are the challenges to profitability in 2014?
- How do CIOs counter a low-yield environment with alternative sources of return?
- Given recent events, how should you diversify your portfolio? What are the most attractive alternative assets in 2014 and how do you access them?
- What is the implication of a possible US-led quantitative-easing policy?
- What are the better and appropriate Hedging Strategies to optimize Risk/Return profile and reduce risk and economic volatility of your balance sheet?
- How do you align investment strategy with the broader insurance enterprise to truly differentiate the integration of your investments and ensure the company's leadership rest more easily knowing what they own and why they own it?
- How do you adapt your company and its capabilities to control and govern less traditional asset classes and more complex risks?
- How do you ensure best process and tools when monitoring your investment portfolio?
- Are you effectively adapting to regulatory changes with ALM, Governance and Stronger Risk Management Infrastructures?

Who Should Attend

- CEO
- CFO
- CIO
- CRO
- ALM Directors of Insurance and Reinsurance
- Fund Administrators
- Prime Brokers
- Custodians
- Advisers
- Management Consultants
- Supervisors & Regulators
- Risk Managers
- Lawyers, Technology Experts & Other Service Providers to the Insurance Industry
- Banks & Financial Institutions Serving the Insurance Industry

Join our august panel of Global and Regional Investment Experts in Singapore this November:



Jacqueline Loh
Deputy Managing Director
(Monetary Policy & Investment/
Development & International
Group),
Monetary Authority of Singapore



Don Guo
Chief Investment Officer,
Asia Capital
Reinsurance Group
Pte Ltd



Dr Frederic Blanc-Brude
Research Director,
EDHEC-Risk Institute –
Asia



John Tai-Wo Chu
Group Chief Investment
Officer, AIA Group Limited



Clarence Wong
Director and Head of
Economic Research &
Consulting, Asia-Pacific,
Swiss Re Co Ltd



Chris Harris
Vice President and Investment
Strategist, Investment Strategy
& Solutions Group,
BNY Mellon Investment
Management



Eng-Kwok Seat Moey
Managing Director &
Deputy Head,
Capital Markets Group,
DBS Bank Ltd



Dr Paul Gruenwald
Managing Director & Chief
Economist, Asia-Pacific,
Standard & Poor's
Ratings Services



Patrice Conxicouer
Managing Director,
Global Head of Insurance
Coverage, HSBC Global
Asset Management
(Hong Kong) Ltd



James Hughes
Group Chief Investment
Officer, HSBC Insurance



Peter Elston
Head of Asia Pacific
Strategy & Asset Allocation,
Aberdeen Asset
Management Asia Ltd



Nick Good
Managing Director,
Head of Strategy and
Business Development,
Asia-Pacific,
BlackRock



Michael Manuel
Managing Director,
Asia Investments,
Sun Life Assurance
Company of Canada



Quah Chin Chin
Senior Analyst
CERULLI ASSOCIATES



Toru Gojo
Senior Manager,
Investments,
Tokio Marine Asia Pte
Ltd



Ritu Arora
Chief Investment Officer,
Canara HSBC Oriental
Bank of Commerce Life
Insurance Co Ltd

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PROGRAMME

Day 1: Monday, 25 November 2013

- 8.00 am Registration & Coffee
- 9.00 am Welcome Speech by
Chairman of Conference for Day One
Dr Frederic Blanc-Brude, Ph.D, Research Director, EDHEC-Risk Institute – Asia
- 9.05 am Keynote
Jacqueline Loh, Deputy Managing Director (Monetary Policy & Investment/Development & International Group), Monetary Authority of Singapore
- 9.30 am Keynote: The Connectivity Between Long-Duration Assets and Long-Term Economic Development in Asia
John Tai-Wo Chu, Group Chief Investment Officer, AIA Group Ltd
- 10.00 am Implications of Global Economic Developments for Asia Pacific in 2014
Dr Paul Gruenwald, Managing Director & Chief Economist, Asia-Pacific, Standard & Poor's Ratings Services
- 10.30 am Tea Break & Networking Opportunities

Panel Discussion

- 11.00 am Optimising Yields for Insurers in Asia – Time for Prudence or Risk-taking?
Panel Moderator: Dr Frederic Blanc-Brude, Ph.D, Research Director, EDHEC-Risk Institute – Asia
Panellists:
- Don Guo, Chief Investment Officer, Asia Capital Reinsurance Group Ptd Ltd
 - Stephan van Vliet, Former Head of Investments, ING Insurance Asia-Pacific
 - Juliet Siette, Executive Director, Goldman Sachs (Asia) LLC

- 11.30 am India – What Lies Ahead for the Elephant?
Ritu Arora, Chief Investment Officer, Canara HSBC Oriental Bank of Commerce Life Insurance Co Ltd
- 12.00 nn Lunch
- 1.30 pm Asset Management Trends in Asia
Quah Chin Chin, Senior Analyst, Cerulli Associates
- 2.00 pm REITS / Business Trusts as an Evolving Asset Class for Insurance Companies in Asia
Eng-Kwok Seat Moey, Managing Director & Deputy Head, Capital Markets Group, DBS Bank Ltd
- 2.30 pm Asset Allocation in a World of Low Real Bond Yields
Peter Elston, Head of Asia Pacific Strategy & Asset Allocation, Aberdeen Asset Management Asia Ltd
- 3.00 pm Tea Break Hosted By DBS Bank Ltd & Networking Opportunities

Panel: Diversification and Allocating Asset Classes

- 3.30 pm A Look at EM Debt, Infrastructure, Real Estate, Equity EM, High-yield, Loans, PE, Structured Finance and Private Placement and others
Panel Moderator: Dr Frederic Blanc-Brude, Ph.D, Research Director, EDHEC-Risk Institute – Asia
Panellists:
- Toru Gojo, Senior Manager, Investments, Tokio Marine Asia Pte Ltd
 - Michael Manuel, Managing Director, Asia Investments, Sun Life Assurance Company of Canada
 - Patrice Conxicoeur, Managing Director, Global Head of Insurance Coverage, HSBC Global Asset Management (Hong Kong) Ltd

- 4.00 pm Q & A followed by End of Day One

Day 2: Tuesday, 26 November 2013

Chairman of Conference for Day Two
Dr Emir Hrnjic, Director for Education and Outreach, Center for Asset Management Research & Investments (CAMRI) and Visiting Research Fellow, Finance Department, NUS Business School, National University of Singapore

- 9.00 am Spotlight on China – Assessing the Slowdown in China: What it means for the rest of Asia?
Clarence Wong, Director and Head of Economic Research & Consulting, Asia-Pacific, Swiss Reinsurance Company Ltd
- 9.30 am Strategic Role of Chief Investment Officers in Insurance Companies
• Improving Monitoring Capabilities on Your Investment Portfolio
• Benchmarking Investment Returns – Is there a Real Target?
James Hughes, Group Chief Investment Officer, Group Insurance, HSBC Holdings Plc
- 10.30 am Tea Break & Networking Opportunities
- 11.00 am Optimising Balance Sheet to Achieve Capital Efficiency in Investment Allocation – What's the Right Level of Asset Risk for Insurers?
Toru Gojo, Senior Manager, Investments, Tokio Marine Asia Pte Ltd
- 11.30 am Developing Long-Term Investment in Infrastructure Assets for Insurance Companies
Dr Frederic Blanc-Brude, Ph.D, Research Director, EDHEC-Risk Institute – Asia
- 12.00 nn Lunch

Panel Discussion

- 1.30 pm The Lure of Outsourcing your Satellite Asset Classes
• Leveraging Investment Outsourcing to Access Missing Competencies
• Key Objectives and Barriers in Outsourcing
• Criteria for Recruiting or/and Buying through External Asset Managers/Advisors
• Preventing Loss of Control
• Effective Management and Governance in Outsourcing
Panel Moderator: Dr Emir Hrnjic, Director for Education and Outreach, Center for Asset Management Research & Investments (CAMRI) and Visiting Research Fellow, Finance Department, NUS Business School, National University of Singapore
Panellists:
- James Hughes, Group Chief Investment Officer, Group Insurance, HSBC Holdings Plc
 - Patrice Conxicoeur, Managing Director, Global Head of Insurance Coverage, HSBC Global Asset Management (Hong Kong) Ltd
 - Nick Good, Managing Director, Head of Strategy and Business Development, Asia-Pacific, BlackRock

- 2.30 pm Centralizing and Optimizing your ALM Processes
Chris Harris, CFA, Vice President and Investment Strategist, Investment Strategy & Solutions Group, BNY Mellon Investment Management
- 3.00 pm Tea Break & Networking Opportunities
- 3.30 pm The Performance of Low Volatility Equity Strategies
Dr Stoyan Stoyanov, PhD, Professor of Finance at EDHEC Business School, Head of Research for EDHEC-Risk Institute-Asia
- 4.00 pm Portfolio/Investment Management Challenges and Opportunities for Insurance Companies
Devansh Patel, CFA, Managing Director, Equity & Funds Structured Markets, Barclays
- 4.30 pm End of Conference

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Fax to: (65) 6512 5335

Conference Registration Form

To: Ms Michelle, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: (65) 6372 3178 • email: michelle@asiainsurancereview.com
or register online at 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: _____
Job Title _____
Company _____
Address _____
Tel: () _____
Mobile: () _____
Fax: () _____
email: _____

REGISTRATION

Early Bird (valid till 8 Nov 2013)

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

Normal Registration

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

(*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/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: 18 November 2013

For cancellation in writing made before **8 Nov 2013**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **8 Nov 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 "ASIA 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: 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)

Fax to: (+65) 6845 1020

Please fax Room Reservation Form direct to Hotel

Hotel Reservation Form

Attn: Ms Jesinta Chen, Meeting Services Executive
DID: +65 6845 1039 • Fax: +65 6845 1020
Email: Jesinta.chen@meritushotels.com

Marina Mandarin Singapore
6 Raffles Boulevard, Marina Square, Singapore 039594
Tel: +65 6845 1000
www.marina-mandarin.com.sg

Please fill in Guest particulars on Registration Form

Meritus Connect ID: W02041

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Deluxe Room at S\$310++ per room per night with 1 daily breakfast & 24hrs internet access

Room Preferences (subject to availability)

Smoking Non-smoking

King bedded Twin bedded

LIMOUSINE ARRANGEMENT

Require Not require

One (1) way limousine transfer (Chrysler Cab) from Airport to Hotel at S\$55.00 subject to 7% GST

One (1) way limousine transfer from Hotel to Airport at S\$55.00 subject to 7% GST

Return limousine transfer at S\$110.00 subject to 7% GST

Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 7% will be levied.

All pick-ups can be guaranteed upon credit card details received.

Additional comments/ special requirements: _____

- All room rates are subject to 10% service charge; and 7% Goods Service Tax.
- Check-in time is at 14:00 hours; check-out time is at 12:00 hours. Early check-in and late check-out charges will apply.
- All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.
- Guarantee policy: One night charge will be imposed to the credit card upon cancellation made less than 21 days prior to date of arrival. For No-Show, a full duration of the confirmed booking will be imposed.
- All reservations are to be guaranteed upon credit card details received.

RESERVATION GUARANTEE

Credit Card

Visa Mastercard Amex

Diners JCB

Credit Card Number: _____

Expiry Date : ____ month ____ year

Cardholder's name: _____

Signature of Cardholder: _____