

18th Asia Conference on Bancassurance & Alternative Distribution Channels

Register Now!

15-16 May 2017, Hotel Mulia, Jakarta, Indonesia

Theme: "The Lure of Bancassurance Even in A Disrupted World: Innovative Distribution Strategies for Scale & Success"

Who Should Attend

- CEOs, CMOs, Directors, and Marketing Managers of life and general insurance companies dealing with or looking at expanding bancassurance
- Regional Heads of Bancassurance
- Regulators, Bankers, Insurers, Reinsurers, Brokers, Banks, Financial Institutions & Service Providers across the region and around the world
- Global corporations, regional players, partners of insurers and banks on affinity marketing and branding
- Technology experts, Lawyers, Advisors and Professionals serving the banking and insurance fraternities

Despite all the disruptive innovation and automated distribution, the lure of bancassurance is still compelling. And getting more important! The proliferation of data, big and small, as well as digital and distribution channels, have given a unique boost and niche to bancassurance all over the world. The use of big data, analytics and insights into consumer behaviour has also given a new dynamic twist to bancassurance. Predictive insight is not an option but a "lifestyle" in buying insurance in the highly connected world and social space. Strategic alliances between banks and insurers have also become ever more important to get the best deals from the partnerships for maximum mileage.

Are banks up to mark in tapping this new wave? Are insurers getting the best pacts from their bank partners? What are the key strategies for bancassurance to be successful today in the disrupted world? Why are bancassurance deals getting even bigger with greater geographical

covers and more long-term? What lessons can be drawn from these mega billion-dollar deals? Are alternative distribution channels around the world keeping up?

Asia Insurance Review's 18th Asia Bancassurance conference will set the stage for banks, insurers, strategic partners and international top leaders to explore innovative strategies to harness the power of partnerships, dynamic distribution channels, smart deals, data and insights to improve organisations' value chains, increase bottom lines and achieve a competitive edge in the marketplace including technological advances such as the Internet of Things (IoT), telematics and InsurTech.

The two-day conference will also look for intelligent solutions for improving underwriting, pricing, claims management, product innovation, customer experience, and look at what makes bancassurance continue to bloom and flourish!

Topics include:

- The Real Story of Bancassurance in Today's World of Disruptive Innovation
- The True Synergy of Bank-Insurer Partnership in Bancassurance
- The Smart Deals in Bancassurance
- Overview of Regulatory Approaches to Bancassurance
- The Strategic Move From Distribution to Delivery - Making Bancassurance More Efficient for Insurers
- Strategic Tips on Structuring and Sustaining Bancassurance Partnerships
- Underwriting Performance with Data & Analytics
- Innovation in Bancassurance Today

Global Trends

- Mega Trends in Bancassurance M&A
- Bancassurance in Asia and in the World Arena – How They Compare? Marketing, Branding, Innovation, and Profitability
- Product Development and Innovation: What Do Customers Want? Popular Bancassurance Products & Solutions?
- The Latest Developments in Bancatakaful

Special Focus on Bancassurance in Indonesia

Strategies in Bancassurance

- Bancassurance - Personal Lines, Non-life Products, Microinsurance
- Disruptive Technologies in Bancassurance - Are Banks & Insurers Ready?
- Power of Multi-Channel, Multi-Product, Technology & Partnerships in Bancassurance
- The Next Partnership: What's on Offer?
- Next Step: Evolution or Revolution in Bancassurance

Panel on Power of Technology in Bancassurance

Panel on the Art of Extracting the Best Deals in Bancassurance

Panel on Distribution Dynamics

- Managing Multiple Distribution Channels; Social Media, Digital & Distribution – Keeping Ahead of the Wave

Panel on the Impact of InsurTech/FinTech in Bancassurance

- Dealing with Disruption & Opportunities?

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