

# 18th CEO ASIA INSURANCE SUMMIT

27 – 28 February 2018, Sofitel Singapore City Centre

Theme: “In Search of Growth & the Pot of Gold in Asia” –  
From Organic to Digital; From Mirage to Hidden; & From Disruptive to Explosive

#### Keynote Address



**Chris Wei**

Executive Chairman, Asia & FPI,  
Global Chairman, Aviva Digital  
Asia Insurance Industry Awards 2017  
Personality of the Year

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In such difficult times, the search for growth gets more pressing and dynamic. And everyone is turning to Asia as the next growth engine for the world even for insurance in Asia which is still highly unpenetrated with great potential.

Growth comes in multi-coloured forms be it just organic or through M&A or through cost cutting or just going on a wild buying spree. There are several hidden pockets of growth for insurance be it in new emerging markets or within sectors within established markets or just going digital or expanding the distributing networks or just coming out with fresh new products to serve the changing needs of the tech-savvy or cash rich or cash-strapped customers or corporates where the risk landscape is a-changing. Insurance is a booming business. But are you ready to be part of the boom?

The Summit will challenge CEOs to do a 360 degree review of their business to identify real strategic growth potential for their business and to put in the right leadership and effective mechanisms in place to reach these POTS of GOLD. It is beyond just being digital or smart or being on board the IoT Train.

The Summit will get insurance CEOs and regulators on track to optimise on the shifting Asian centre of gravity in the click and bricks world to grow the meaty core of the business to be sustainable no matter how tough the business climate gets. The Summit is aimed at offering strategic tips to CEOs to grow the business, increase revenue and be relevant to customers and be a game changer in the market.

For 2018, aside from global CEOs and experts to share their thought leadership with you, we will have three interactive growth Panels to set your mind abuzz with opportunities; a special debate on Distribution being the growth driver; and have a CEO on a hot seat as well to stretch the limits.

This is a Summit you cannot miss.

## Who Should Attend

- CEOs & Senior Management of Insurance & Reinsurance Companies (Life & Non-Life)
- Chief Innovation Officers
- Executives Involved in Innovation or Disruption to Drive Their Business
- Insurance & Reinsurance Brokers
- Management Consultants
- Supervisors & Regulators
- Risk Managers
- Lawyers, Technology Experts, Loss Adjusters & Other Service Providers to the Insurance Industry
- Banks & Financial Institutions Serving the Insurance Industry

## Speakers include:



**Antoine Baronnet**  
Deputy Secretary General and Head of Insight, The Geneva Association



**Zia Zaman**  
Senior Vice President, Head of Innovation, Asia and LumenLab



**George Kesselman**  
President, InsurTech Asia Association



**Franz Josef Hahn**  
CEO, Peak Re



**Claudia Salem**  
CEO, AIG Asia Pacific



**Victor Kuk**  
Head, Client Markets Southeast Asia, India, Korea, Hong Kong and Taiwan P&C Reinsurance Asia, Swiss Re



**Gary R. Bennett**  
Chairman & CEO, North Star Consulting Ltd



**Steve Vickers**  
Chief Executive Officer, Steve Vickers & Associates Ltd



**Holger Schaefer**  
Asia Pacific Regional CEO, Euler Hermes



**Manfred Schmoelz**  
Executive Vice President, Asia Pacific, The Warranty Group



**Dato' Sri Hassan Kamil**  
Group CEO, Syarikat Takaful Malaysia Berhad



**Thomas Dijohn**  
Vice-President Asia-Pacific, dacadoo



**Jose Ribeiro**  
Managing Director, A.M. Best Asia-Pacific Ltd



**Matthew Maguire**  
Partner, NMG Consulting



**Vincent Lepez**  
Deputy CEO, SCOR Global Life Asia Pacific



**Anthony Hobrow**  
Chief Executive Officer, NexAssure Group



**Tapan Singhel**  
Managing Director & Chief Executive Officer, Bajaj Allianz General Insurance Co Ltd

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## PROGRAMME

### Day One, 27 February 2018, Tuesday

- 8.00 am Registration & Coffee
- 9.00 am **Welcome Remarks by Opening Session Chairman**  
*Sivam Subramaniam, Editor in Chief, Asia Insurance Review*
- 9.05 am **Keynote Address: The Role of the CEO in the Hyper-connected World**  
*Chris Wei, Executive Chairman, Asia & FPI, Global Chairman, Aviva Digital (2017 Asia Insurance Industry Awards – Personality of the Year)*
- 9.50 am **Special Innovation Address: What are the Game Changers in Today's World?**  
*Zia Zaman, Senior Vice President, Head of Innovation, Asia and LumenLab*
- 10.35 am **Special Address: Balancing the Trade-offs with the Use of Personal Data in Insurance**  
*Antoine Baronnet, Deputy Secretary General and Head of Insight, The Geneva Association*
- 11.15 am Tea Break
- 11.45 am **CEO Panel on the Pot of Gold: Hidden, Organic or Explosive**  
**Moderator:**  
*Jose Ribeiro, Managing Director, A.M. Best Asia-Pacific Ltd*  
**Panellists:**  
  - Victor Kuk, Head, Client Markets Southeast Asia, India, Korea, Hong Kong and Taiwan P&C Reinsurance Asia, Swiss Re
  - Franz Josef Hahn, CEO, Peak Re
- 12.30 pm **Two Decades of Advice from a Global CEO**  
*Gary R. Bennett, Chairman & CEO, North Star Consulting Ltd*
- 1.00 pm Lunch
- Session Chairman:**  
*Anthony Hobrow, Chief Executive Officer, NexAssure Group*
- 2.00 pm **How Insurance Companies can Contribute to a Sustainable Industry & Economy**  
*Claudia Salem, CEO, AIG Singapore and Head of South East Asia*
- 2.45 pm **Uncharted Waters of Trade Credit Insurance**  
*Holger Schaefer, Asia Pacific Regional CEO, Euler Hermes*
- 3.30 pm **Frugal Innovation & Its Power to Reach Masses: Strategic Tips on Innovation - Lessons from India to the World**  
*Tapan Singhel, Managing Director & Chief Executive Officer, Bajaj Allianz General Insurance Co Ltd*
- 4.00 pm End of Day One

### Day Two, 28 February 2018, Wednesday

- 9.00 am **Keynote Address II: 2018 Top Political Risks in Asia**  
*Steve Vickers, Chief Executive Officer, Steve Vickers & Associates Ltd*
- 9.45 am **Seeking Growth Through InsurTech**  
*George Kesselman, President, InsurTechAsia*
- 10.30 am Tea Break
- 11.00 am **CEO Panel on Disruptive Innovation: Start-ups & InsurTechs – Have You Missed the Shinkansen?**  
**Moderator:**  
*Antoine Baronnet, Deputy Secretary General and Head of Insight, The Geneva Association*  
**Panellists:**  
  - Manfred Schmoelz, Executive Vice President, Asia Pacific, The Warranty Group
  - Dato' Sri Hassan Kamil, Group CEO, Syarikat Takaful Malaysia Berhad
- 12.00 pm **Digital Health & Lifestyle Engagement – Opportunities in Accelerated and Dynamic Underwriting**  
  - The emergence of digital user engagements on health and lifestyle are generating new insights to customers
  - New data and real-time data is driving changes to Underwriting
  - Accelerated Underwriting and Dynamic Underwriting enables new segments, new products and new pricing*Thomas Dijohn, Vice-President Asia-Pacific, dacadoo*
- 12.30 pm Lunch
- Session Chairman:**  
*Anthony Hobrow, Chief Executive Officer, NexAssure Group*
- 1.30 pm **The M&A Path to Growth in Insurance**  
*Matthew Maguire, Partner, NMG Consulting*
- 2.00 pm **Listen – The Voice of the Customer**  
*Vincent Lepez, Deputy CEO, SCOR Global Life Asia Pacific*
- 2.30 pm **Special Debate: Distribution is only Growth Driver**
- 3.30 pm Tea Break
- 4.00 pm End of Day Two

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Registration Email: [loga@asiainsurancereview.com](mailto:loga@asiainsurancereview.com)

**Hotel Reservations:**  
Email: [Michelle.soon@sofitel.com](mailto:Michelle.soon@sofitel.com)

### Conference Registration

Registered by \_\_\_\_\_

To: Ms Loga, Asia Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: +65 6372 3184 • Fax: +65 6224 1091 • [www.asiainsurancereview.com](http://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: \_\_\_\_\_  
Nationality \_\_\_\_\_  
Passport No \_\_\_\_\_  
Job Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Country \_\_\_\_\_  
Tel: ( ) \_\_\_\_\_  
Cellular: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
email: \_\_\_\_\_

#### REGISTRATION

##### Early Bird (valid till 30 Jan 2018)

Subscribers  US\$1,280  
Non-Subscribers  US\$1,580\*

##### Normal Registration

Subscribers  US\$1,780  
Non-Subscribers  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.

Accredited by  
General Insurance Association  
of Singapore

#### Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

#### Closing date for registration: 20 Feb 2018

For cancellation in writing made before **30 Jan 2018**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **30 Jan 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: \_\_\_\_\_

Card No.: \_\_\_\_\_

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

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

*(Conference fee is inclusive of prevailing GST for Singapore incorporated business)*

### Hotel Reservation Form

Attn: Ms Michelle Soon  
Tel: +(65) 6428 5047  
Mobile: +(65) 9062 1202  
Email: [Michelle.soon@sofitel.com](mailto:Michelle.soon@sofitel.com)

**Sofitel Singapore City Centre**  
9 Wallich Street, Singapore 07888  
Tel: +(65) 6428 5000, DID: +(65) 6428 5047  
<http://www.sofitel.com> | [www.accorhotels.com](http://www.accorhotels.com)

#### PLEASE FILL IN GUEST PARTICULARS ON REGISTRATION FORM

#### ARRIVAL DATE

Check in date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETA: \_\_\_\_\_

#### DEPARTURE DATE

Check out date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETD: \_\_\_\_\_

#### ROOM TYPE / ROOM RATE (SUBJECT TO AVAILABILITY)

##### Room (subject to availability)

- Single S\$350++ per night  
 Double S\$350++ per night

##### Room Preferences (subject to availability)

- King bedded  Twin bedded
- Room rate inclusive of Internet. Room category is subject to availability.
  - All rates, quoted are subject to 10% service charge and prevailing government taxes, currently at 7% Goods and Services Tax (GST).
  - A 100% early departure fee will apply should the guest check out prior to the confirmed departure date.
  - Check-in time is at 15:00 hours; check-out time is at 12:00 hours
  - Any no shows or cancellations will be subject to a penalty equal to the full duration of the confirmed reservation.
  - All reservations require credit card guarantee and will receive a confirmation number from the hotel

#### LIMOUSINE ARRANGEMENT

- Not required  
 Airport to Hotel at S\$150.00++ per way via Merc E-Class  
 Hotel to Airport at S\$150.00++ per way via Merc E-Class  
Midnight charge of \$15 nett per way per limo is applicable from 10pm to 7am.

Additional comments/ special requirements:

#### RESERVATION GUARANTEE

##### Credit Card

- Visa  Mastercard  Amex  
 Diners  JCB

Credit Card Number: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ month \_\_\_\_\_ year

Cardholder's name: \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_