

1st Asia Conference on M&A in Insurance

Register Quickly
by 12 August 2013
for Early Bird
Discounts!

5-6 September 2013, Marina Mandarin Hotel, Singapore

Theme: *Getting It Right From the First Step*



Organised by:

**ASIA
INSURANCE REVIEW**

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The insurance merger & acquisition landscape globally, has grown over the last few years, gaining ground in 2013. The insurance industry is fast becoming a favoured investment focus for private equity firms enter 2013. The overall market appears ripe now for insurance industry M&A favoured by current insurance industry regulations which now have a global aspect that was lacking some 10 to 15 years ago.

Asia's insurance industry in particular is generating interest from investors, due to its strong economic growth and increased demand for insurance. Investors are looking for existing organisations with solid underwriting capability in countries with attractive demographics and a strong local presence to quickly grab marketshare, and Asia is hot!

With the dramatic rise in M&A in Asia, the Ist Asia Conference on M&A in Insurance, will look at the theme, "Getting It Right from the First Step", to arm delegates with the know-how on how to get it right in the first instance and to be warned of the minefields and pitfalls in M&A. Whether you intend to consider purchases to drive growth to gain additional clients and revenue sources, or just to swallow your closest competitor or penetrate the regional and middle-market space, it's time to get ready to either acquire or be acquired.

Who Should Attend

- CEOs, CFOs & senior strategic managers from insurance & reinsurance companies
- Reinsurance and Insurance Brokers
- Regulators
- Lawyers
- Investment Bankers, accountants and specialists from mergers and acquisition businesses
- Management Consultants
- Technology Firms

Key Topics

- M&A Trends in Asia
- Critical Success Factors in any M&A
- Insurance M&A: How is it different from any other M&A?
- Cross Culture Issues in an M&A: Asia vs the International Markets
- Managing HR & Talent in an M&A

With Two Special Panel Discussions on:

- Insurance M&A: Case Studies on Successful M&A – The Pitfalls to Avoid
- Legal Pitfalls in M&A: Everything you need to know about Law in M&A



**A First in Asia!
Secure your Seat for this
Premiere Event today!**

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PROGRAMME

Day One: 5th September 2013, Thursday

- 8.00 am Registration & Coffee
- 9.00 am Welcome Address by
Chairman of Conference for Day One
**Mark Saunders, Managing Director,
Towers Watson**
- 9.15 am **Industry Address: M&A Trends in Asia**
**Bob Leung, Head, Asian Insurance Equities
Research, UBS Investment Bank**
- 10.00 am **Critical Success Factors in any M&A**
**Keith Walter, Director, Risk Consulting &
Software, South East Asia, Towers Watson**
- 10.45 am Tea Break
- 11.15 am **Insurance M&A: How is it Different from
Any Other M&A?**
 - Differences between Insurance M&A and M&A of an unregulated company in Singapore
 - Insurance Act
 - Share Acquisition
 - Business Acquisition**Lim Chong Ying, Partner, Mergers & Acquisitions Practice, Allen & Gledhill LLP**
- 12.00 nn **Regulation as a Driver in M&A**
 - How to handle the uncertainties of changing domestic and international regulatory landscape?
 - Dealing with multi – country tax regulations**Ho Han Tsung, Executive Director,
Corporate Finance Advisory, Deloitte**
- 12.30 pm Lunch
- 2.00 pm **Cross Cultural Issues in an M&A**
 - Cultural considerations in Asia vs the International Markets
 - Managing cross border merger complexities related to different local culture, benefits plans, social programmes and employment rules**Massimo Borghello, Global M&A Practice –
Director / M&A Asia Pacific,
Towers Watson**
- 2.45 pm **Is Merger or Acquisition the Right Way to Go?**
Augusto Hidalgo, Head of M&A, Peak Re
- 3.30 pm Tea Break

Insurance M&A Panel

- 4.00 pm **Case Studies on Successful M&A:
The Pitfalls to Avoid**
Panellists:
 - **Augusto Hidalgo, Head of M&A,
Peak Re**
 - **David Alexander, Director, Head of Business
Development, Asia, Swiss Re**
 - **Damian Delaney, Head of Business
Development, Asia, Manulife Financial Asia
Limited**
 - **Ashwin Amladi, Regional Head of Corporate
Development, Allianz Asia Pacific,
Singapore**
 - **Prasanna R. Patil, Former Regional Head of
Corporate Development & Partnerships,
AXA Asia (Hong Kong)**
- 5.00 pm End of Day One

Day Two: 6th September 2013, Friday

- Chairman of Conference for Day Two
**Alan Merten, Director, Insurance Consulting,
Asia Pacific, Towers Watson**
- 9.00 am **Managing HR & Talent in an M&A:**
 - Responsibilities of the HR Function in managing the M&A process
 - Assessing and Selecting Top Leadership talent during an M&A
 - Strategies for Retaining Talent during an M&A
 - Developing and Retaining Talent on an ongoing basis post M&A**Dhritiman Chakrabarti, Regional Practice
Leader of Rewards, Asia Pacific & Segment
Leader of Talent and Rewards, Southeast Asia,
Towers Watson**
- 9.30 am **Managing Cross Border M&A Deals**
 - What are the nature of risks
 - What are the client concerns**John R Spence, Managing Director,
Asian Capital Advisors Limited**
- 10.00 am **M&A by Joint Ventures - Drivers of
Insurance JVs**
**Anna Tipping, Partner,
Norton Rose Fulbright (Asia) LLP**
- 10.30 am Tea Break
- 11.00 am **Value Creation for Insurers in APAC**
**Mark Shumway, Managing Director,
Global Business Intelligence, APAC,
Guy Carpenter & Co Private Limited**
- 11.45 am **Is Solvency II Speeding up the M&A Trend**
**Dennis Leung, Managing Director, Transaction
Advisory Services, EY**
- 12.30 pm Lunch
- 2.00 pm **Valuing a Non-Life Insurance Company in a
Merger**
**Jeremy Wall, Managing Director,
JPWALL Consulting Partners**
- 2.30 pm **Insurance M&A: Value of M&A Insurance
Products**
 - How M&A Products can cover future liabilities
 - What does it enable you to do as a buyer vs a seller of the business
 - Removing Ongoing Restrictions of business**Richard Wynn, Executive Director (Asia),
Howden Asia Pte Ltd**
- 3.00 pm Tea Break
- Legal Pitfalls in M&A Panel**
- 3.15 pm **Everything You Need to Know about Law in
M&A**
Panellists:
 - **Peter Cashin, Global Head of Corporate
Insurance, Kennedys**
 - **Anna Tipping, Partner,
Norton Rose Fulbright (Asia) LLP**
 - **Steven Dewhurst, Partner,
DAC Beachcroft LLP**
- 4.00 pm **Investment Activity of Private Equity Firms
in the Insurance Space**
**Matthew Phillips, Partner,
Transaction Services Group, PwC**
- 4.30 pm **Anchor Address: Market Conditions
Impacting the Valuation of Insurance
Companies**
**Frank Morisano, General Manager, Asia Pacific
& Managing Director, Listed and Structured
Products, BCB Capital Markets Limited**
- 5.00 pm End of Conference

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Fax to: (65) 6512 5335

Conference Registration Form

To: Ms Loga, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: (65) 6372 3184 • email: loga@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 12 Aug 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: 29 Aug 2013

For cancellation in writing made before **12 Aug 2013**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **12 Aug 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 SSGS

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 Felicia Huang, Customer Support Executive
DID: +65 6845 1202 • Fax: +65 6845 1020
Email: felicia.huang@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: _____