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# 3rd Conference on Insurance M&A in Asia

27-28 April 2016, Mandarin Orchard Hotel, Singapore

Theme: "Being Strategically Ready to Win in the M&A Game"



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# 3rd Conference on Insurance M&A in Asia

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Given the surge in M&A activity in 2015, the tide will continue in 2016. Asia in particular is seeing continuing acceleration of M&A due to its strong economic growth and increased demand for insurance. European and American MNCs are also eyeing more outward expansion. The raising of the foreign investment cap in India, the new rules in China and the launch of the ASEAN Economic Community (AEC) are all macro factors heralding more M&A.

Hence Asia Insurance Review's 3rd Conference on Insurance M&A in Asia gives investment and insurance C-suite executives the opportunity to network with industry leaders and practitioners with significant M&A experiences and effective management strategies to be fully prepared and stay ahead of the game. The 2-day conference will bring together industry experts to provide a comprehensive analysis of the changing insurance M&A landscape in Asia today, latest M&A trends, effective M&A integration

and pitfalls that can crop up during integration planning and delivery, post transactions, deal fundamentals and legal aspects that every business practitioner needs to be familiar with. There will also be case studies and best practices to empower professionals to draw lessons from past failures while heralding the success stories. The key focus is to be ready to win in the M&A game. Are you fully and securely prepared?

[Register Now](#)

## 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 Speakers include:



**Alexander Ankel**  
Group CEO & Executive Director,  
Avicennia Capital Sdn Bhd,  
Malaysia



**Clement Ma**  
Senior Director and Head  
of Asia-Pacific Financial  
Institutions, S&P Global Market  
Intelligence, Singapore



**John Spence**  
Regional Head, M&A and Strategy,  
Generali Asia, Hong Kong



**Anna Tipping**  
Partner, Norton Rose Fulbright  
(Asia) LLP, Singapore



**Jeremy Wall**  
Group Managing Director,  
JPWALL, Hong Kong



**David Alexander**  
Head of Property & Casualty  
Reinsurance, Swiss Re, Hong Kong



**Ira A. Eddymurthy**  
Corporate Mergers &  
Acquisitions Practice Group Co-  
Head, SSEK Legal Consultants,  
Indonesia



**Fahrul S. Yusuf**  
Corporate Mergers &  
Acquisitions Practice Group  
Co-Head, SSEK Legal  
Consultants, Indonesia



**Michael Cripps**  
Partner, Clyde & Co, China



**Patrick Hanna**  
Partner, Financial Services, EY,  
Singapore



**Jonathan Goacher**  
Counsel, Kennedys Legal  
Solutions, Singapore



**Dr Sutee Mookhavesa**  
SEVP Risk and Strategy,  
Muang Thai Life Assurance PCL,  
Thailand



**Michael Guo**  
Global Co-CEO, Willis Capital  
Markets & Advisory,  
Willis Towers Watson,  
Hong Kong



**Angela Chong**  
Head, Business Development,  
Avicennia Capital Sdn Bhd,  
Malaysia



**Richard Holloway**  
Managing Director, South East Asia  
& India, Life, Milliman Singapore



**Enrico L. Cordoba**  
Vice President, Corporate  
Planning, Insular Life Assurance  
Company, Ltd, Philippines



**Sam Kok Weng**  
Partner, PwC Singapore



**Anupam Sahay**  
Head of Insurance, Asia Pacific,  
Oliver Wyman, Singapore



**Harpreet Singh Bindra**  
Vice President for New Business,  
Pramerica Financial Asia  
Headquarters Pte Ltd, Singapore



**Benjamin Tin**  
Capital Markets, Thomson  
Reuters Financial and Risk Asia,  
Singapore



**Aaron Le Marquer**  
Partner, Tilleke & Gibbins, Thailand

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## PROGRAMME

### Day One: 27 April 2016, Wednesday

- 8.00 am Registration & Coffee
- 9.00 am **Welcome Address by Conference Chairman**  
*John Spence, Regional Head, M&A and Strategy, Generali Asia, Hong Kong*
- 9.10 am **M&A in the Insurance Sector - Perspective from a Government Strategic Investment Fund**  
*Alexander Ankel, Group CEO & Executive Director, Avicennia Capital Sdn Bhd, Malaysia*
- 9.45 am **The Most Valuable ASEAN Insurers**  
*Jeremy Wall, Group Managing Director, JPWALL, Hong Kong*
- 10.15 am **Asia-Pacific's Increasing Role in Global Insurance M&A**  
*Clement Ma, Senior Director and Head of Asia-Pacific Financial Institutions, S&P Global Market Intelligence, Singapore*
- 10.45 am Q&A
- 10.55 am Tea Break

#### Key Drivers of M&A Activity Panel

- 11.20 am **This session will look at some of the key factors supporting continuing acceleration of insurance M&A**
- Strengthening macro conditions
  - Investment activity by private equity firms
  - Capital management balancing act
  - New entrants in the M&A game
  - Search for growth
- Moderator:  
*Angela Chong, Head, Business Development, Avicennia Capital Sdn Bhd, Malaysia*

#### Panellists include:

- *John Spence, Regional Head, M&A and Strategy, Generali Asia, Hong Kong*
- *Michael Guo, Global Co-CEO, Willis Capital Markets & Advisory, Willis Towers Watson, Hong Kong*
- *Benjamin Tin, Capital Markets, Thomson Reuters Financial and Risk Asia, Singapore*
- *Anupam Sahay, Head of Insurance, Asia Pacific, Oliver Wyman, Singapore*

#### Regulatory Panel

- 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
  - Cross border M&A deals: How regulations can help regional integration

#### Panellists include:

- *Anna Tipping, Partner, Norton Rose Fulbright (Asia) LLP, Singapore*
- *Patrick Hanna, Partner, Financial Services, EY, Singapore*
- *Aaron Le Marquer, Partner, Tilleke & Gibbins, Thailand*

- 12.45 pm Lunch

#### Winning in the M&A Game

- 2.00 pm **Valuation Master Class**  
This practical workshop is intended to provide participants with a firm grip on how companies are valued with carefully selected case studies to enhance the understanding of concepts including
- How are companies valued in a due diligence exercise
  - How much is too much in an M&A deal
  - Which deals add the most value
  - When is the right time to buy or sell
  - What issues typically arise before, during and after a deal
- Led by: *Jeremy Wall, Group Managing Director, JPWALL, Hong Kong*

- 3.15 pm **How to Ensure Business As Usual When Being Involved in a Merger**  
*Enrico L. Cordoba, Vice President, Corporate Planning, Insular Life Assurance Company, Ltd, Philippines*

- 3.50 pm Q&A

- 4.00 pm Tea Break & End of Day One

### Day Two: 28 April 2016, Thursday

- 9.00 am **Does M&A in Insurance Add Value**
- Drivers of M&A
  - Value creation of M&A
  - How reinsurance can help
- David Alexander, Head of Property & Casualty Reinsurance, Swiss Re, Hong Kong*
- 9.30 am **Emerging Diligence Issues in Insurance M&A**  
*Jonathan Goacher, Counsel, Kennedys Legal Solutions, Singapore*

#### Strategic M&A Panel

- 10.00 am **Panellists will provide expert insights on:**
- Is there a formula to developing strategy and target selection in exploring M&A
  - Understanding how to structure an M&A deal and set up financial model to take into account different deal structures
  - Talent strategy and retention in M&A
  - Technological factors driving change in insurance M&A
  - Ensuring smooth flowing deals and a successful business integration
- Panellists include:**
- *Jonathan Goacher, Counsel, Kennedys Legal Solutions, Singapore*
  - *Sam Kok Weng, Partner, PwC Singapore*
  - *Mohit Mehrotra, Partner, Deloitte Consulting Pte Ltd, Singapore*

- 10.40 am Tea Break

#### Key Countries to Watch

- 11.00 am **Insurance M&A in Indonesia – Ready for Growth**  
*Ira A. Eddymurthy, Corporate Mergers & Acquisitions Practice Group Co-Head & Fahrul S. Yusuf, Corporate Mergers & Acquisitions Practice Group Co-Head, SSEK Legal Consultants, Indonesia*
- 11.30 am **M&A Trends & Opportunities in China**  
*Michael Cripps, Partner, Clyde & Co, China*
- 12.00 nn **Thailand: Driving Growth Through M&A**  
*Dr Sutee Mokkhavesa, SEVP Risk and Strategy, Muang Thai Life Assurance PCL, Thailand*
- 12.30 pm **Creating Win-Win Strategic Partnerships/Joint Ventures in SE Asia**  
*Harpreet Singh Bindra, Vice President for New Business, Pramerica Financial Asia Headquarters Pte Ltd, Singapore*

- 1.00 pm Q&A

- 1.10 pm Lunch

#### ASEAN Economic Community Panel

- 2.30 pm
- Ushering in a new era of cross-border collaboration: Opportunities and challenges
  - Exploring latest M&A trend in the South East Asia region
  - Current issues facing the market
  - Managing emerging risks: Where to focus
  - Increasing environmental regulations and sanctions compliance
- Panellists include:**
- *Richard Holloway, Managing Director, South East Asia & India, Life, Milliman Singapore*
  - *Harpreet Singh Bindra, Vice President for New Business, Pramerica Financial Asia Headquarters Pte Ltd, Singapore*

- 3.15 pm Tea Break & Close of Conference

# 3rd Conference on Insurance M&A in Asia

27-28 April 2016 • Mandarin Orchard Hotel, Singapore

Registration Email: [loga@asiainsurancereview.com](mailto:loga@asiainsurancereview.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 29 Mar 2016)

#### Normal Registration

Subscribers  US\$1,280      Subscribers  US\$1,780  
Non-Subscribers  US\$1,580\*      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 2016

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 Apr 2016

For cancellation in writing made before **29 Mar 2016**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **29 Mar 2016**. 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 Reservations:

<https://resweb.passkey.com/go/MA2016>

## Hotel Reservation Form

Attn: Ms Charlotte Chew,  
Assistant Director of Business Development  
Email: [charlotte.chew@meritushotels.com](mailto:charlotte.chew@meritushotels.com)

**Mandarin Orchard Singapore, by Meritus**  
333 Orchard Road, Singapore 238867  
Tel: (65) 6737 4411 • Fax: (65) 6738 2382  
[www.meritushotels.com](http://www.meritushotels.com)

### PLEASE FILL IN GUEST PARTICULARS ON REGISTRATION FORM

Meritus Connect:  
M01633

#### ARRIVAL DATE

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

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

#### DEPARTURE DATE

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

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

#### ROOM TYPE / ROOM RATE

##### Deluxe Room

- Single S\$300++ per night  Double S\$320++ per night

Room rate inclusive of daily Buffet Breakfast served in Triple Three at Level 5 and in-room Internet access

##### Meritus Club Room

- Single S\$400++ per night  Double S\$400++ per night

Room rate inclusive of access to Top of the M at Level 38/39, with all day refreshments including daily Buffet Breakfast and internet access

#### Room Preferences (subject to availability)

- Smoking  Non-smoking  
 King bedded  Twin bedded

- 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 11:00 hours
- All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.
- Guarantee policy: Should there be a no-show or cancellation for confirmed reservation, the full duration of room charge will be imposed.
- All reservations are to be guaranteed upon credit card details received.

#### LIMOUSINE ARRANGEMENT

- Not required  
 One (1) way limousine transfer from Airport to Hotel at S\$110.00 subject to 7% GST  
 One (1) way limousine transfer from Hotel to Airport at S\$110.00 subject to 7% GST  
 Return limousine transfer at S\$220.00 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:

#### RESERVATION GUARANTEE

##### Credit Card

- Visa  Mastercard  Amex  
 Diners  JCB

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

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

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

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