

6th Asia Motor Insurance and Claims Management Conference

30-31 July 2018 • InterContinental Hanoi Westlake, Hanoi, Vietnam

Theme: "Motor Insurance at the Cross Roads – Shifting Gears, Going Automatic or Driverless"



Keynote Address

Bui Thanh Hai
Deputy Director,
Non-Life Supervision Division,
Insurance Supervisory Authority,
Ministry of Finance of Vietnam



Welcome Address

Ngo Trung Dung
Deputy Secretary General,
Insurance Association of Vietnam
(IAV)

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While Vietnam is still struggling with the traditional issues in motor insurance as a bread and butter issue, the rest of the world is looking at the age of autonomous vehicles. There are public concerns of safety, but the momentum of driverless cars is a reality. Insurance is being turned on its head with whether the insurance is bought by owner, driver, car manufacturer or software supplier. Lifestyle in the sharing economy has made car ownership questionable too.

Will compulsory auto premiums continue? Will there be fewer accidents? Will telematics and analytics take over? Are the barbarians entering the field? Will motor insurers become extinct? Tesla has already announced that they would offer a single price car with maintenance and insurance. Expect other players such Google, GM, Uber and Lyft to follow suit, which eventually going to impacts insurers' revenues. The recent Uber's self-driving crash that killed a pedestrian has set the clock back a bit and raised so many valid questions about insurance and liability too.

In the meantime, how will traditional motor markets work? What are the interim solutions? Will emerging markets like Vietnam be able to leapfrog the learning curve and fast forward instantly? What are the third party liability issues today where Uber has made every car a potential commercial vehicle? Can insurers shift gear to charge insurance based on usage of car or only insure when using etc?

Hence, our 6th Asia Motor Insurance Conference will bring together key experts, old hands and newbies and the relevant technology players and apps to tackle these complex questions for a business that is ongoing and facing the greatest onslaught of changes. Can technology ensure that all parties are covered?

Who Should Attend

- Claims Managers and Senior Executives of Insurance and Reinsurance Companies
- Underwriters Dealing with Motor Lines of Business
- Claims Assessors
- Loss Adjusters
- Risk Managers
- Fraud Investigators
- Agents and Brokers
- Automobile Associations and Workshops
- Transport Authorities
- Lawyers
- Fleet Managers of MNCs
- Consumer Bodies
- Regulators
- Technology Providers
- InsurTech Start-Ups

Speakers include:



Anthony Hobrow
CEO,
NexAssure Group



Manik Bucha
Head, Individual Personal
Insurance,
AIG Asia Pacific Insurance Pte Ltd



Barney Pham Huy Cuong
Director of Vietnam Operations,
Merimen Technologies,
Vietnam



Syed Ahmad Fuqaha Sd. Agil
Founder,
KATSANA.com



Nguyen Quang Vinh
Deputy CEO,
PVI Insurance Corporation



Rudolf Frei
Managing Director,
IBNR Insurance Consulting Ltd



Aditya Vardhan Tibrewala
Regional Chief Actuary,
Sompo Holdings (Asia) Pte Ltd



Alex Leroux
Regional Director APAC,
SightCall



Dr Shane Richardson
Principal Forensic Engineer,
Delta-V Experts



Danny Su
Senior Forensic Consultant /
Head of Department
(Motor Vehicle),
Approved Group International



Dr Oliver Massmann
Partner-General Director,
Duane Morris Vietnam LLC



Hoang Thanh Binh,
Acting Director,
Motor Underwriting Division,
BaoViet Insurance
Corporation



Do Quang Huy
UWRI Director, United Insurance
Company of Vietnam (UIC)

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PROGRAMME

Day One: 30 July 2018, Monday

- 8.00 am** Registration & Coffee
- 9:00 am** **Opening Address by Conference Chairman**
Anthony Hobrow, CEO, NexAssure Group
- 9.05 am** **Welcome Address**
Ngo Trung Dung, Deputy Secretary General, Insurance Association of Vietnam (IAV)
- 9.10 am** **Keynote Address**
Bui Thanh Hai, Deputy Director, Non-Life Supervision Division, Insurance Supervisory Authority, Ministry of Finance of Vietnam

Innovation and Technology

- 9.30 am** **Telematics Beyond Risk Management**
Manik Bucha, Head, Individual Personal Insurance, AIG Asia Pacific Insurance Pte Ltd
- 10.00 am** **Digital Claims Management – the Insurance Process of the Future**
Barney Pham Huy Cuong, Director of Vietnam Operations, Merimen Technologies, Vietnam
- 10.30 am** Q&A
- 10.40 am** Tea Break
- 11.10 am** **Beyond Insurance Telematics - Social Engagement & Rewards to Drive Adoption**
Syed Ahmad Fuqaha Sd. Agil, Founder, KATSANA.com
- 11.40 am** **Tariff – How to Set it Right. A Solution: Data Sharing in Vehicle Insurance Market**
Nguyen Quang Vinh, Deputy CEO, PVI Insurance Corporation
- 12.10 pm** Q&A
- 12.20 pm** Lunch

- 2.00 pm** **Special Panel on Driverless Cars: Liability and Insurance**
- Who is the insured? What is insured?
 - When does it kick in? When it ends? Who is liable? Role of car owner?
 - Product liability – setting a new scene?

Panel Moderator:

Anthony Hobrow, CEO, NexAssure Group

Panellists:

- *Barney Pham Huy Cuong, Director of Vietnam Operations, Merimen Technologies, Vietnam*
- *Aditya Vardhan Tibrewala, Regional Chief Actuary, Sompo Holdings (Asia) Pte Ltd*
- *Manik Bucha, Head, Individual Personal Insurance, AIG Asia Pacific Insurance Pte Ltd*

- 3.00 pm** **Anchor Address: Vietnam's Automotive Industry – Government's policies and opportunities**
Dr Oliver Massmann, Partner-General Director, Duane Morris Vietnam LLC

- 3.30 pm** Tea Break & Close of Day One

Day Two: 31 July 2018, Tuesday

- 8.00 am** Coffee & Networking

Special Focus on Claims Management

- 9.00 am** **How Video Can Accelerate and Transform the Claims Process**
Alex Leroux, Regional Director APAC, SightCall
- 9.30 am** **Using Forensic in Claims Management – Video, Crash Data Retrieval (CDR) and Infotainment Data**
Dr Shane Richardson, Principal Forensic Engineer, Delta-V Experts
- 10.00 am** Q&A
- 10.10 am** Tea Break
- 10.50 am** **How Big Data and AI shaping the Future of Car Insurance**
Aditya Vardhan Tibrewala, Regional Chief Actuary, Sompo Holdings (Asia) Pte Ltd
- 11.20 am** **Detection, Prevention, and Reduction of Motor Vehicle Insurance Fraud**
Danny Su, Senior Forensic Consultant / Head of Department (Motor Vehicle), Approved Group International
- 11.50 am** Q&A
- 12.00 pm** Lunch
- 2.00 pm** **Investing in Robust Claims Customer Services**
Rudolf Frei, Managing Director, IBNR Insurance Consulting Ltd

2.30 pm **Special Roundtable Focus on Vietnam Motor Market**

- Current state of health in Vietnam motor market: Key challenges and drivers
- Regulations driving the market to profitability
- Reinsurers' influence in market
- Role of technology to ensure safe journey
- Opportunities in Market

Panel Moderator:

Rudolf Frei, Managing Director, IBNR Insurance Consulting Ltd

Panellists:

- *Do Quang Huy, UWRI Director, United Insurance Company of Vietnam (UIC)*
- *Hoang Thanh Binh, Acting Director, Motor Underwriting Division, BaoViet Insurance Corporation*
- *Ngo Trung Dung, Deputy Secretary General, Insurance Association of Vietnam (IAV)*

- 3.30 pm** End of Conference & Tea Break

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30-31 July 2018, InterContinental Hanoi Westlake, Hanoi, Vietnam

Registration Email: weeling@asiainsurancereview.com

Conference Registration

Registered by _____

To: Ms Wee Ling, Asia Insurance Review
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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 16 July 2018)	Normal Registration
Subscribers <input type="checkbox"/> US\$1,280	Subscribers <input type="checkbox"/> US\$1,780
Non-Subscribers <input type="checkbox"/> US\$1,580*	Non-Subscribers <input type="checkbox"/> 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.

Special Dietary Requirements

- I would like to have vegetarian meals during the Conference.

Closing date for registration: 24 July 2018

For cancellation in writing made before **16 July 2018**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **16 July 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,
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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: _____

Signature: _____

Card No.: _____

Date: _____

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

(Conference fee is zero-rated for GST)

Hotel Reservation:
Email: reservation.hanoi@ihg.com

Hotel Contact

Attn: Ms Phung Minh Thu, Group Reservation Supervisor
Email: reservation.hanoi@ihg.com

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ROOM RATE

Deluxe Room: Single US\$120++ per night, Double US\$140++ per night

Room rates are inclusive of international buffet breakfast and Internet.

Rates quoted are exclusive of 5% service charge and 10% VAT (15.50% total).

For speaking, sponsorship and partnership opportunities: Email: fazlan@asiainsurancereview.com, DID: +65 6372 3130