



# 12th Middle East Healthcare Insurance Conference

23-25 September 2018  
Sheraton Oman Hotel, Muscat, Oman

Theme: "Evolution Strategies to  
Make Compulsory Health Insurance  
Sustainable and Successful"



Under the Patronage of:  
H.E. Dr Ali Masoud Ali Al Sunaidy,  
Minister of Commerce and Industry  
(MOCI), Sultanate of Oman



Keynote Address:  
H.E. Abdullah Salim Al-Salmi,  
Executive President,  
Capital Market Authority, Oman

Simultaneous Translation will be provided in Arabic/ English

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INSURANCE REVIEW

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# 12th Middle East Healthcare Insurance Conference

23-25 September 2018, Sheraton Oman Hotel, Muscat, Oman

**U**nder the Patronage of H.E. Dr Ali Masoud Ali Al Sunaidy, Minister of Commerce and Industry (MOCI), Sultanate of Oman. Hosted by the Capital Market Authority of the Sultanate of Oman, *Middle East Insurance Review* is pleased to bring the Middle East Healthcare Insurance Conference back to Muscat, following the big success of the event held at the Sultanate last year, to continue discussion on the compulsory health insurance system launched this year in January 2018 that is projected to boost growth in the country's insurance market.

What are the success strategies of a nation-wide healthcare system? What are the critical dynamics and the drivers of the business? How to use data to control costs and improve quality of care? How can insurers, employers, TPAs, pharmas and healthcare providers contribute collectively? What more can government and the insurance industry do to collaborate to ensure greater efficiency and higher standards in the way forward?

The three-day conference will continue to look at the developments of compulsory health insurance in Oman and across the region; regulatory issues, the top health trends around the world; managing rising healthcare costs; impact of healthtech and insurtech on insurance, use of AI & analytics and innovative healthcare solutions for success.

## Who Should Attend

- Life and General Insurance & Reinsurance Companies
- Governments and Health Authorities
- International Aid Agencies & Emergency Evacuation Companies
- Healthcare Providers and Third Party Administrators
- Hospitals
- Managed Care Service Providers
- Medical Centres/Institutes/Clinics, R&D and Laboratories
- Medical, Biomedical, Pharmaceutical Companies
- Claims Specialists
- Technology Experts and Solutions Providers
- Healthcare Infrastructure Developers
- Investors and Banks
- Legal and Consulting firms
- Employers and HR Managers dealing with healthcare issues
- Risk Managers, Researchers, Intermediaries, Suppliers and Service Providers in the healthcare and medical field

## Sign Up Now!

### Speakers include:



**Ahmed Ali Al Mamari**  
Vice President  
Insurance Supervision,  
Capital Market Authority, Oman



**Ahmed Bin Abdullah Al Khonji**  
Advisor for Development,  
Minister of Health Office



**Ahmed Al Mukhaini**  
Advisor  
Office of the Executive  
President, Capital Market  
Authority, Oman



**Laurent Pochat-Cottilloux**  
Global Head of Health, Reinsurance  
Partnerships, AXA



**Mohd Salman Al Hussain**  
Secretary General,  
Cooperative Health Insurance Council,  
KSA



**Dr Haidar Al Yousuf**  
Managing Director,  
Al-Futtaim Health Group



**Robin Ali**  
Head of Practice,  
The Consilient Consultancy



**Hasan Al Lawati**  
CEO  
Marsh Oman



**Dr Mohammed Al Musalhi**  
Director, Alrahma Medical  
Center



**Ihab Alameh**  
Head of Business Development &  
Client Relations, Munich Re



**Murtadha Al Jamalani**  
Chairman, Financial & Insurance  
Committee, Oman Chamber of  
Commerce & Industry (OCCI)



**S Venkatachalam**  
CEO, National Life and General  
Insurance Company SAOG  
(NLGIC)



**Dr Dennis Sebastian**  
Regional Director, Health,  
RGA



**Dr Saif AlJaibeji**  
CEO, Middle East & Africa, Optum,  
UnitedHealth Group



**Eg Kah Yee**  
Executive Chairman and  
Founder,  
UCrest Berhad



**Dr Sven Rohte**  
Chief Commercial Officer,  
National Health Insurance,  
Company – Daman



**Kiril Milev**  
Managing Director, Netcetera Middle  
East, Dubai, UAE



**Charlie Barlow**  
Founder and CEO,  
Health at Hand



**Chalapathi Srinivasan**  
Executive Director  
Joie De Vivre International Insurance  
Brokerage LLC



**Vineet Jaiswal**  
Head of Bancassurance,  
National Bank of Oman



**Aftab Hasan**  
CEO, Chairman & CEO, Arya  
Insurance Brokerage Company  
(AIBC); Risk Exchange (DIFC)  
Limited UAE



**Muhammad Salman Anjum**  
Founder & CEO,  
Feological Solutions LLC &  
Blockpreneurs



**Scott Davies**  
Director/Cyber Champion MENA,  
Aon (DIFC) Gulf Limited



**Sachin Sahni**  
Credit Analyst, Financial  
Services, S&P Global Ratings

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## PROGRAMME

### Day One: Sunday, 23 September 2018

- 6.00 pm Early Registration of Delegates & Speakers  
6.30 pm Welcome Cocktail Hosted by **Capital Market Authority**  
-8.00 pm

### Day Two: Monday, 24 September 2018

- 8.00 am Registration & Coffee  
9.00 am **Welcome Address by Day One Conference Chairman, Robin Ali, Head of Practice, The Consilient Consultancy**  
9.10 am **Keynote Address**  
**H.E. Abdullah Salim Al-Salmi, Executive President, Capital Market Authority, Oman**  
9.20 am **Special Address: Medical Insurance In the Sultanate of Oman**  
**Ahmed Al Mukhaini, Advisor, Office of the Executive President, Capital Market Authority, Oman**

#### Health Insurance in Oman; The Way Forward Plans & Implementation

- 9.40 am
  - Future of Health Insurance in the Sultanate of Oman
  - Government Plans Regarding the Implementation of Compulsory Health Insurance For the Private Sector Employees
  - How to Establish An Integrated Health Insurance System

Moderator:  
**Dr Haidar Al Yousuf, Managing Director, Al-Futtaim Health Group**  
Panelists:
  - Ahmed Ali Al Mamari, Vice President, Insurance Supervision, Capital Market Authority, Oman**
  - Hasan Al Lawati, CEO, Marsh Oman**
  - Ahmed Bin Abdullah Al Khonji, Advisor for Development, Minister of Health Office**
  - Dr Mohammed Al Musalhi, Director, Alrahma Medical Center**

10.40 am Tea Break Hosted by **Oman Re**

#### Global Health Insurance Updates

- 11.10 am
  - Latest Trends from Health Insurance Markets Around the World
  - Identifying the Next Opportunities for Health Insurance Players

**Laurent Pochat-Cottilloux, Global Head of Health, Reinsurance Partnerships, AXA**

11.30 am **The Dangers of Alliances Between Non-Healthcare Companies: What Could the Amazon-Berkshire Hathaway-JP Morgan Stanley Venture Mean to Payers, Providers, Patients and Policymakers**  
**Robin Ali, Head of Practice, The Consilient Consultancy**

11.50 am **Cyber – Adopting a Risk-Based Strategy**  
**Scott Davies, Director/Cyber Champion MENA, Aon (DIFC) Gulf**

12.10 pm **Saudi Arabia's Experience on Medical Insurance**  
**Mohd Salman Al Hussain, Secretary General, Cooperative Health Insurance Council, KSA**

12.30 pm Q&A  
12.40 pm Lunch

#### Regional Health Insurance Updates

- 2.00 pm **Experience of the GCC Countries that have implemented Compulsory Health Insurance – Learnings for Oman**  
**Dr Dennis Sebastian, Regional Director, Health, RGA**
- 2.15pm **Innovative Powered Public Private Partnership Model in Mandatory Health Insurance Roll Out in Emirate of Ras Al Khaimah. How Technology Can Accelerate the Implementation of Mandatory Health Insurance in Oman**  
**Dr Saif AlJaijbeji, CEO, Middle East & Africa, Optum, UnitedHealth Group**
- 2.30 pm **Oman Healthcare Market Updates and Growth Prospects**  
**Sachin Sahni, Credit Analyst, Financial Services, S&P Global Ratings**
- 2.45 pm **The Role of Banks As An Efficient Distributor in Enhancing the Reach of Healthcare Insurance Products**  
**Vineet Jaiswal, Head of Bancassurance, National Bank of Oman**
- 3.00 pm **Readiness of Health Insurance Industry for the implementation of Compulsory Medical Insurance in Oman.**  
**S Venkatachalam, CEO, National Life and General Insurance Company SAOG (NLGIC)**

#### Panel on Facilitating Effective Relationships with Insurers, Healthcare & Medical Providers, Governments, and TPAs

- 3.15 pm Panelists:
  - Ihab Alameh, Head of Business Development & Client Relations, Munich Re**
  - Dr Dennis Sebastian, Regional Director, Health, RGA**
  - Dr Saif AlJaijbeji, CEO, Middle East & Africa, Optum, UnitedHealth Group**
  - Vineet Jaiswal, Head of Bancassurance, National Bank of Oman**
  - S Venkatachalam, CEO, National Life and General Insurance Company SAOG (NLGIC)**
  - Murtadha Al Jamalani, Chairman, Financial & Insurance Sectors Committee, Oman Chamber of Commerce & Industry (OCCI)**
- 4.00 pm Tea Break & Close for the Day

### Day Three: Tuesday, 25 September 2018

#### Disruption, Digital & AI Healthcare

- 9.00 am **Transforming Health Insurance through Atomization - A Paradigm Shift from the Conventional Offerings by Day Two Conference Chairman**  
**Aftab Hasan, CEO, Arya Insurance Brokerage Company (AIBC); Chairman, Risk Exchange (DIFC) Limited UAE**
- 9.30 am **Predictive Analytics in Healthcare**  
**Dr Sven Rohte, Chief Commercial Officer, National Health Insurance, Company – Daman**
- 10.00 am **Unlocking Blockchain for Healthcare Insurance – Insights on How Blockchain is Promising for Healthcare Insurance**  
**Muhammad Salman Anjum, Founder & CEO, Feelogical Solutions LLC & Blockpreneurs**
- 10.30 am Q&A  
10.40 am Tea Break
- 11.00 am **AI-Powered Risk Classification System for Detection of Waste, Abuse and Fraud in Healthcare Insurance Claims Tailored for GCC.**  
**Kiril Milev, Managing Director, Netcetera Middle East, Dubai, UAE**
- 11.20 am **The Implementation of Telehealth in Regional Primary Care**  
**Charlie Barlow, Founder and CEO, Health at Hand**
- 11.40 am **The Challenges that InsurTech is Facing: Digital and AI Healthcare As Possible Solutions.** Escalating healthcare cost is continuously putting tremendous amount of pressure on the government as well as the industry. A revolutionary change to the existing protocol of healthcare service is necessary to curb the rising cost and improve efficiency based on IoT, blockchain and AI.  
**Eg Kah Yee, Executive Chairman and Founder, UCrest Berhad**

#### Panel on HealthTech, InsurTech & Digital Innovations

- 12.00 nn
  - Dynamics of Underwriting Healthcare & Claims Servicing in the Digital Era
  - Connected Healthcare
  - Blockchain and Smart Contracts

Panelists:
  - Ihab Alameh, Head of Business Development & Client Relations, Munich Re**
  - Kiril Milev, Managing Director, Netcetera Middle East, Dubai, UAE**
  - Charlie Barlow, Founder and CEO, Health at Hand**
  - Eg Kah Yee, Executive Chairman and Founder, UCrest Berhad**

12.40 pm Lunch

2.00 pm **Micro Insurance and HMO: A Way Forward to Reach the Goal of Universal Health Insurance**  
**Chalapathi Srinivasan, Executive Director, Joie De Vivre International Insurance Brokerage LLC**

2.30 pm **Anchor Address: How Precision Medicine is Changing the Future of Healthcare and the Impact on the Insurance Industry**  
**Dr S Prakash, Chief Operating Officer, Star Health & Allied Insurance Company**

3.00 pm Tea Break & Networking  
3.30 pm Close of Conference



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23-25 September 2018, Sheraton Oman Hotel, Muscat, Oman

Registration Email: [weeling@meinsurancereview.com](mailto:weeling@meinsurancereview.com)

## Conference Registration

To: Ms Wee Ling, Middle East Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: +65 6372 3167 • Fax: +65 6224 1091 • [www.meinsurancereview.com](http://www.meinsurancereview.com)  
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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 23 August 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.

#### Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

### Closing date for registration: 17 Sep 2018

For cancellation in writing made before **23 August 2018**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **23 August 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:

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(Conference fee is zero-rated for GST)

**Hotel Reservation:**  
Email: [Salim.AIMamari@Sheraton.com](mailto:Salim.AIMamari@Sheraton.com)

## Hotel Contact

Salim.AIMamari, Groups & Events Sales Specialist  
Email: [Salim.AIMamari@Sheraton.com](mailto:Salim.AIMamari@Sheraton.com)

### Sheraton Oman Hotel

P.O: Box 3260, Muscat 112, Sultanate of Oman • Main: +968 2237 7777 • Tel: +968 2236 4017 • M: +968 9122 9741  
[www.sheratonoman.com](http://www.sheratonoman.com)

### ROOM RATE

**Deluxe Room Single OMR40+ per night, Double OMR50+ per room per night**

Rates are subject to 8% service charge, 4% tourism fee, 5% municipality fee.

Rates are inclusive of buffet breakfast and in-room Internet access.

For speaking, sponsorship and partnership opportunities: Email: [may@meinsurancereview.com](mailto:may@meinsurancereview.com), DID: +65 6372 3185