

Virtual Asia Insurance Brokers' Summit

REGISTER NOW!

16 - 17 March 2021

Theme: Acing the Digital Era –
The Right USP for Brokers

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A hard market, a pandemic, there's no end in sight. Remaining independent in today's marketplace is a tough ask for brokers. With tighter underwriting terms and reduced capacity, brokers are under pressure to find coverage at reasonable rates.

The time is now ripe for brokers to stand tall and demonstrate their true value to their clientele – cementing their reputation as trusted advisers while demonstrating the true nature of how they care for their clients who are now facing financial challenges and adjusting to new circumstances.

Go beyond the analogue mode and cut through the InsurTech hype to be the best you can be. Digitalisation elevates a broker's role, ensuring they are present at all moments and delivering a personalised experience – anywhere, anytime. What will the broker channel look like in the post-COVID world? What role will technology play? How does the broker remain resilient and stay one step ahead? Can a service industry like broking survive in the era of algorithms?

This year's summit will address current challenges for brokers and examine what actions must be taken to successfully navigate the industry in a socially-distanced world. We have designed the space for you to network and 'meet' your clients in the virtual space, have private virtual meetings either in a group or one-to-one, and get lead generation. There will also be a virtual exhibition for those interested in marketing their services.

Who Should Attend

- Insurance Brokers
- Regulators & Supervisory Authorities
- Service Providers including Management Consultants, Lawyers, Technology Companies and Loss Adjusters
- Risk Managers
- CEOs and Senior Management of Insurance Companies



Log on and watch anytime, anywhere

Access anywhere. Easy access to the event all around the globe through desktop, laptop, tablet or mobile phone!

Virtual experience



Watch online and on demand

Need to step away? Want to go back and watch something again? You can! Watch sessions again on demand after the event



Networking opportunities available

Your gateway to the world – networking opportunities have been arranged for a more engaging experience

Programme

Day 1: 16 March 2021, Tuesday / SGT (GMT +8)

2:30 pm



**Keynote Address:
The Brokers in the Pandemic: Challenges,
Opportunities and Value-Adds**

Mr José Manuel Fonseca

Chairman, Brokerslink

CEO, MDS Group

3:00 pm



**Special Address:
COVID-19 and Digital Tools for Brokers**

Mr David T. Youssef

Managing Director, Middle East, Africa and Asia, Vumi Global Services FZ-LLC

3:30 pm



The Global Risk Report 2021

Mr Satoru Hiraga

Director, Chairman, Marsh Broker Japan, Inc

President, Japan Insurance Brokers Association (JIBA)

4:00 pm

View from the Top - The Strategic Dialogue between Brokers and Insurers

- Learning from the crisis – where are we headed next?
- How the insurance industry can emerge stronger after COVID-19
- Evolution of the industry over the next decade

Moderator:



Mr David Pryce

Managing Partner, Fenchurch Law Ltd

Panellists:



Mr Ronak Shah

CEO, QBE Insurance (Singapore) Pte Ltd



Mr Frederic Boles

CEO, Lockton Companies (Singapore) Pte Ltd



Mr David T. Youssef

Managing Director, Middle East, Africa and Asia, Vumi Global Services FZ-LLC



Ms Amy Fu

Director, BMS Asia Risk Solutions Pte Ltd



Mr Tony Lim

Managing Director/CEO, Acclaim Insurance Brokers

5:00 pm



Anchor Address

Dr Gunther Kraut, MBR

Global Head of Epidemic Risk Solutions, Munich Re Markets

5:30 pm

Networking Opportunities and Close of Day 1

Programme

Day 2: 17 March 2021, Wednesday / SGT (GMT +8)

2:30 pm



COVID-19: A New Spotlight for Employee Benefits

Ms Juliet Kwek

Regional Director, Asia-Pacific, MAXIS GBN

3:00 pm



Challenges for Brokers in Handling COVID-19 BI claims

Mr Aaron Le Marquer

Partner, Fenchurch Law Ltd

3:30 pm

Asia Brokers' Association Leaders and Representatives Panel

- Growth prospects in each market
- What are they doing for big and small brokers

Moderator:



Mr Gerald Lim

President, Singapore Insurance Brokers' Association (SIBA)

Panellists:



Mr M. Jusuf Adi Sofyadi

Chairman, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)

Director, PT Energi Mandiri Internasional



Mr Shahrizal Shahrudin

Deputy Chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA)

CEO, MIT Insurance Brokers Sdn Bhd



Mr Satoru Hiraga

Director, Chairman, Marsh Broker Japan, Inc

President, Japan Insurance Brokers Association (JIBA)

4:30 pm **Panel on the Need of the Hour: Big, Small or Niche?**

- Survive in mega-merger environment - do smaller brokers will need to go for scale or niche to survive?
- Why larger isn't always better
- what is best case scenario for niche brokers?
- What are the basic USPs of a broker in the price driven competitive era?
- Tech driving brokers or brokers driving tech?
- If service is the key who can best provide and why?
- What approach best benefits the client?

Moderator:



Mr Stuart Anderson

CEO – Asia, NCI Brokers (Asia) Pte Ltd

Panellists:



Ms Meg Chaperon

Senior Product Marketing & PR Officer, Descartes Underwriting



Mr Scott Ryrie

Co-CEO and Board Member for Asia Pacific, A.M. Best



Mr Rohbaan Ahmad

Senior Vice President, Risk Management Services Pvt Ltd



Mr M. Ravichandran

Managing Director and CEO, Tata Motors Insurance Broking and Advisory Services Limited, India

5:30 pm **Networking and End of Asia Brokers Summit 2021**