

Virtual Asia Insurance Brokers' Summit

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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



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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

Speakers



Mr José Manuel Fonseca
Chairman, Brokerslink
CEO, MDS Group



Mr Frederick Boles
CEO, Lockton Companies (Singapore) Pte Ltd



Mr Satoru Hiraga
Director, Chairman, Marsh Broker Japan, Inc
President, Japan Insurance Brokers Association (JIBA)



Mr Gerald Lim
President, Singapore Insurance Brokers' Association (SIBA)



Mr M. Jusuf Adi Sofyadi
Chairman, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)
Director, PT Energi Mandiri Internasional

Speakers



Mr Ronak Shah
CEO, QBE Insurance (Singapore) Pte Ltd



Mr Rohbaan Ahmad
Senior Vice President, Risk Management Services Pvt Ltd



Mr Stuart Anderson
CEO – Asia, NCI Brokers (Asia) Pte Ltd



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



Mr Shahrizal Shahrudin
*Deputy chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA)
CEO, MIT Insurance Brokers Sdn Bhd*

Speakers



Dr Gunther Kraut, MBR

Global Head of Epidemic Risk Solutions, Munich Re Markets



Mr David T. Youssef

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



Mr David Pryce

Managing Partner, Fenchurch Law Ltd



Mr Aaron Le Marquer

Partner, Fenchurch Law Ltd



Ms Juliet Kwek

Regional Director, Asia-Pacific, MAXIS GBN



Ms Meg Chaperon

Senior Product Marketing & PR Officer, Descartes Underwriting

Key Topics

- Insurance 2021 – A look at how the industry evolves over the next decade
- The brokers in the pandemic: Challenges, opportunities and value-adds
- Regulations and brokers
- The value-add of brokers beyond placement of risks
- Brokers in league
- Digital transformation for brokers in uncertain times
- The global risk report 2021
- How insurance brokers can build trust in the face of COVID-19
- The future of insurance broking
- COVID-19 and digital tools for brokers
- How prepared are SMEs and insurance brokers for a cyber attack
- How insurance brokers can best serve SME clients
- The future of benefits post-COVID-19
- Maintaining diversity and inclusion during pandemic
- What must a broker bring to the table as a partner?
- 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
- Panel – Digital transformation strategy
 - How brokers are managing clients in lockdown
 - How much does remote working impact productivity
- Asia Brokers' Association leaders and representatives panel
 - Growth prospects in each market
 - What are they doing for big and small brokers
- Panel on the Need of the hour: Big, small or niche?
- Panel on When does a broker become a risk manager?