



Virtual M&A in Insurance Roundtable

27 October 2021

Theme: The Continuing Pandemic and Geopolitical Tensions - Do M&As Deliver or Do Movers Get Value for Deals?

Organised by



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Fazlan@asiainsurancereview.com | +65 9381 8370 / + 6017 641 0492

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Albert Einstein reportedly said, “In the midst of every crisis, lies great opportunity.” With this in mind, our roundtable on mergers and acquisitions will bring together insurance experts to discuss the trends as well as explore how consolidation can strengthen the industry. With the COVID-19 pandemic set to become endemic, combining strengths and market share may be the most viable strategy for long-term survival. While M&A activity in the insurance industry has risen over the years, this has been led by the

US. The Middle East had a blockbuster year in 2020, with 32 deals. This year, only five deals have been announced. Similarly, while the fall was not as pronounced for the Asia-Pacific, there have been fewer deals this year. What does it mean? Will there be a positive outlook in the next few months?

Join us for two exclusive roundtable discussions as we examine why as well as explore the untapped opportunities and pitfalls in the Asia and Middle East M&A markets.

Key points to include as part of discussion:

- Current M&A market and predictions for 2022
- What outstanding success stories are there in M&As in the crisis? What about real failures? What lessons to be drawn?
- Tech M&As: What are the special look out points especially in untested areas and pricing
- Are M&As driven by CEOs and leaders rather than economics these days?
- M&A in virtual environment
- How has COVID-19 impacted insurance M&A?
- The Impact of economic conditions on M&A
- Pricing deals in the current environment
- What are the strategic drivers?
- What creates value from buyer’s perspective
- Latest regulatory and legal updates
- How reinsurance can help
- Talent retention and selection in M&A
- COVID-19 Impact on entering M&A deal - Important Legal Issues & Provisions in M&A transactions
- Integration and value creation – achieve sustainable growth post-deal

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

27 Oct 2021, Wednesday / SGT (GMT +8)

9.30am

M&A in Insurance Roundtable (Asia)

- Current M&A market and predictions for 2022
- What outstanding success stories are there in M&As in the crisis? What about real failures? What lessons to be drawn?
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Moderator:



Paul McNamara

Editorial Director, *Asia Insurance Review* and *Middle East Insurance Review*

Panellists:



John R Spence

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



Alex Kimura

Partner, McKinsey & Company, Singapore



Jeremy Wall

Director, JPWALL, Hong Kong



Massimo Borghello

Global HR M&A Practice Leader (interim) and Asia Pacific HR M&A Practice Leader, Willis Towers Watson, Willis Towers Watson



Dustin Ball

EY-Parthenon Partner, Financial Services, Ernst & Young Transactions Limited

11.30am

Networking Opportunities

3.30pm

M&A in Insurance Roundtable (MENA)

- Trends in MENA M&A Deals – a review of 2021 and expectations for 2022
- What outstanding success stories are there in M&As in the crisis?
What about real failures? What lessons to be drawn?
- Are M&As driven by CEOs and leaders rather than economics these days?
- M&A in virtual environment
- The Impact of economic conditions on M&A
- Pricing deals in the current environment
- What are the strategic drivers?
- What creates value from buyer's perspective
- Latest regulatory and legal updates
- How reinsurance can help
- Talent retention and selection in M&A
- COVID-19 Impact on entering M&A deal - Important Legal Issues & Provisions in M&A transactions
- Integration and value creation – achieve sustainable growth post-deal
- Proceed with caution - How is Covid-19 affecting due diligence processes?

Moderator:

Wayne Jones

Partner, Clyde & Co



Panellists:

Faris Gammoh

Board Member, Newton Insurance



Aftab Hasan

Chairman, Risk Exchange DIFC Ltd, CEO, Arya Insurance Brokerage & Secretary-General, Insurance Business Group (IBG)



Dr Sanjeev Jha

Consultant, Fairfax Asia



Hatim Maskawala

Managing Director, Badri Management Consultancy



Roshanak Bassiri Gharb

Legal Director, Clyde & Co



5.00pm

Networking Opportunities and End of Roundtable