

Asia Conference on Bancassurance and Alternative Distribution Channels

Theme: Who leads Bancassurance Today –
Customer? Banks? Insurers? Digital?
17–18 May 2022 (Virtual event)



Organised by:



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Bancassurance has undergone a fundamental change over the last decade. The pandemic has accelerated digital transformation and banks are in a unique position to utilise their digital infrastructure to capture more of the expanding online insurance business as they are at the forefront of digital advances. Digital tools hold the key for bancassurers to grow their sales in life or non-life products. With new agile players like InsurTechs, neo-insurers and neo-banks adapted to digital native generations, what option do banks and insurers have to remain competitive and catch up? How are distribution models going to change with the new digital reality?

This year's virtual Asia Conference on Bancassurance and Alternative Distribution Channels will set the stage for banks, insurers, strategic partners and international top leaders to foster strategic alliances and harness the power of partnership with dynamic distribution channels and digital ecosystem. The two-day conference will also look at what cutting-edge technologies like augmented and virtual reality, artificial intelligence, telematics, blockchain and the Metaverse can bring to bancassurance and how they can open doors to new possibilities. Let's reimagine bancassurance together. **Register now!**

Proposed topics;

- Special address: The current state of bancassurance
- Will the Metaverse change banking?
- Dealing with legacy systems: Digital transformation challenges banks and Insurers must overcome
- Disruptive technologies in bancassurance
- Digital bancassurance adoption: New avenues for growth
- Leverage new distribution channels with AI-driven bancassurance
- Building a bancassurance sales channel that delivers
- Leadership strategies to grow the bancassurance channel
- Bancassurance deal trends
- The potential of bancassurance in the GCC – key for success
- Bancassurance through crypto
- Challenges to the bancassurance model
- Will bancassurance make it big in non-life?
- Bancassurance in today's world of disruptive innovation
 - How insurers can redesign bancassurance
 - Bancassurance, neo-banks and competing with insurers
 - Doing bancassurance in the new digital era

Who Should Attend

- Regulators, Bankers, Insurers, Reinsurers, Brokers, Banks, Financial Institutions & Service Providers across the region and around the world
- Global corporations, Regional players, Partners of Insurers and Banks on affinity marketing and branding
- Management consultants, Technology experts, Lawyers, Advisors and Professionals serving the banking and insurance fraternities
- CEOs, CMOs, Directors, and Marketing Managers of Life and General insurance companies dealing with bancassurance or looking at expanding bancassurance opportunities and improving distribution network as well as new channels and strategic partners



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Virtual experience



Watch online and on demand

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Networking opportunities available

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

Programme

Day 1

17 May 2022, Tuesday / SGT (GMT +8)

2:00 pm



Keynote Address

**Legacy and Ecosystem Transformation in Bancassurance
– What Insurers and Bankers Should Learn from IT Best Practices**

Mr Eiichiro Yanagawa

Senior Analyst, Financial Services, Celent

2:30 pm



Empowering Customers through Digital Channels

Mr Vineet Jaiswal

Business Support Specialist, Allianz Australia

3:00 pm



Digital Transformation Challenges Banks and Insurers Must Overcome

Mr Vincent Xu

Chief Operating Officer, Finology

3:30 pm



Challenges to the Bancassurance Model

Mr Imran Ahmed

Chief Technology Officer, iBox7

4:00 pm Bancassurance in Today's World of Disruptive Innovation

- How insurers can redesign bancassurance
- Bancassurance, neo-banks and competing with insurers
- Doing bancassurance in the new digital era

Moderator:



Mr John Spence

Regional Head, M&A and Strategy, Asia, Generali Asia Regional Office

Programme

Panellists



Mr Kah Jin Khoo

Head, Insurance/Takaful Business, Exim Bank Malaysia Berhad



Mr Alex Kimura

Partner, McKinsey & Company Singapore Pte Ltd

5:00 pm



Anchor Address

Speaker from Swiss Re

5:30 pm Networking Opportunities and Close of Day 1

The networking platform will be open all two days during the conference

Day 2

18 May 2022, Wednesday / SGT (GMT +8)

9:00 am Networking and End of Asia Conference on Bancassurance and Alternative Distribution Channels

The networking platform will be open all two days during the conference (9am-9pm)