

14TH ASIA INSURANCE BROKERS' SUMMIT

22-23 July 2026, Pullman Jakarta Thamrin CBD, Indonesia



2030

The Future Broker

Reinvention & Strategic
Roadmap Towards 2030

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Introduction

Asia's insurance broking industry is entering a defining era. Risk is no longer episodic or predictable – it is systemic, interconnected, and accelerating. Climate volatility, geopolitical realignment, cyber escalation, supply chain fragility, regulatory scrutiny, and capital market uncertainty are reshaping the corporate risk landscape across the region. Clients are no longer seeking transactional placement alone; they expect strategic guidance, data-driven insight, and sophisticated risk structuring capabilities.

At the same time, brokers themselves face structural pressure. Margin compression, commission transparency, digital platforms, embedded insurance ecosystems, consolidation, and private equity influence are redefining competitive dynamics. The traditional intermediation model is under strain. The question is no longer whether the broker role will evolve; it is how quickly leadership can reposition their firms for sustainable relevance and profitability.

The **14th Asia Insurance Brokers' Summit** is designed as a regional leadership forum, and an august gathering of CEOs, managing directors, regional heads, specialty leaders, and strategic partners from leading insurers and broker firms across Asia.

Hosted in Jakarta, one of Southeast Asia's most dynamic growth markets, the Summit will focus squarely on the strategic agenda: redefining the broker value proposition, strengthening insurer partnerships, deepening specialty capabilities, leveraging analytics, navigating regulatory complexity, and building resilient operating models.

This is not a discussion about incremental improvement. It is about leadership decisions that will shape the structure and stature of Asian broking for the next decade. The mandate is clear: elevate from intermediary to indispensable strategic risk partner.



Who should attend

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



DAY ONE – 22 July 2026, Wednesday

8.00 am **Registration & Welcome Coffee**

9.00 am **Chairperson's Opening Remarks & Introduction to the Conference Theme**



Boyke Lukman

Vice Chairman 1, Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)

9.15 am **Welcome Address**



Yulius Bhayangkara

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

9.30 am **Leading Customer-Centric Transformation: Building Organisations That Earn Trust, Loyalty and Sustainable Growth**

- Embedding customer-centricity as a core business strategy, not just a service initiative
- Aligning people, culture, and technology to deliver exceptional customer value
- Driving sustainable growth by building organisations that anticipate and adapt to evolving client needs



Willy Ignatius

President Director, Howden Indonesia

10.00 am **Panel Discussion**

Strengthening Broker–Insurer Partnerships for Long-Term Leverage

As market dynamics evolve and competitive pressures intensify, brokers and insurers must move beyond traditional transactional relationships to build strategic partnerships that deliver long-term value, innovation, and client-centric solutions. This panel will explore how both parties can collaborate more effectively to navigate market volatility, enhance distribution effectiveness, and drive sustainable growth.

- Strengthening collaboration and negotiating leverage during hard and soft market cycles while maintaining profitable and sustainable relationships
- Building strategic broker–insurer partnerships that foster innovation, specialist expertise, and superior client outcomes beyond simple capacity placement
- Navigating potential conflicts in increasingly integrated distribution ecosystems while preserving trust, transparency, and independence

Moderator:



Boyke Lukman

Vice Chairman 1, Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)

Panellists:



Alex Tarantino

Principal Officer / Managing Director, HDI Global SE, Singapore



Firdaus Djaelani

Honorary Board, General Insurance Association of Indonesia (AAUI)



Dr Kameswara Natakusumah

Country CEO & Head of Corporate Risk & Broking, Willis Towers Watson Indonesia

10.45 am **Interactive Q&A Session**

11.00 am **Morning Refreshments Break**

11.30 am **Turning Climate and ESG into Advisory Revenue**

- Translate climate analytics into actionable client strategies
- Position your firm as a guide through evolving ESG disclosure regimes
- Monetise sustainability-linked risk solutions without regulatory exposure



Vinod Krishnan

Global CEO – Treaty Reinsurance, EDME Insurance Broker, India

12.00 pm **Elevating the Broker Mandate: From Intermediary to Strategic Powerhouse**

- Strengthen your positioning as a trusted risk architect, not just a placement channel
- Safeguard relevance in the face of digital platforms and embedded insurance models
- Build leadership capabilities that future-proof your firm for the next decade



Francis Savari

Chief Executive Officer, UIB Asia Reinsurance Brokers

12.30 pm **Shaping the Broker of 2030: Before the Market Does**

- Anticipate structural shifts in the broking ecosystem
- Prepare for platform dominance without losing advisory influence
- Make decisive leadership commitments that secure long-term relevance



Julian Coates

Managing Director, Specialty & Retail, Price Forbes Broking (Asia) Pte. Ltd

1.00 pm **Interactive Q&A Session**

1.15 pm **Networking Lunch**

2.30 pm **Panel Discussion**

Partnership in a Changing Risk Landscape: Aligning Capital, Capability, and Client Outcomes

Climate exposure, cyber volatility, regulatory scrutiny, and alternative risk structures demand closer alignment between brokers and insurers. The question is how to build resilient, trust-based partnerships in a more demanding environment.

- How can brokers, insurers and risk managers co-develop solutions that address emerging and systemic risks?
- What does a modern, transparent, and strategically aligned partnership model look like?
- How can all stakeholders collaborate to deliver stronger client outcomes while preserving commercial discipline?

Moderator:



Erickson Mangunsong

Head of Partnership, Buana Jasa Pratama Insurance Brokers

Panellists:



Ibrahim Rachman

Member of the Competency Division, Indonesia Risk Management Professional Association (IRMAPA)



Dandy Yudhistira

Secretary General, Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)



Pariama Wayan

President Director , MPM Insurance

3.15 pm

Panel Discussion

The Risk Triangle: Who Truly Delivers Value When It Matters? Corporate Risk Managers • Brokers • Insurers

In an era of climate volatility, cyber escalation, geopolitical fragmentation, and supply chain instability, risk transfer is only one part of the equation. Corporations are demanding predictability, clarity, and partnership, and not just policy placement. At the same time, insurers are recalibrating capital discipline, and brokers are redefining advisory roles.

When losses materialise, capacity tightens, or exclusions expand, where does real value emerge and where does it break down?

- Are corporates getting genuine strategic risk partnership — or simply more sophisticated transactions? Where do brokers and insurers meaningfully move the needle beyond pricing and placement?
- When markets harden or claims escalate, does alignment strengthen — or fracture? What structural changes are needed to improve transparency, accountability, and trust?
- How should the risk triangle evolve by 2030? Co-creation of solutions? Greater data sharing? Alternative risk structures? Shared long-term incentives?

Moderator:



Mirza Azis

Senior Vice President & Business Leader, Marsh Indonesia

Panellists:



Budi Herawan

Chairman, General Insurance Association of Indonesia (AAUI)



Raden Rachmadi Gustrian

Secretary General, Indonesia Risk Management Professional Association (IRMAPA)



Irwan Iswara

Executive Director, MIR Insurance Brokers (PT Mitra Iswara dan Rorimpandey)

4.00 pm

Pulse of the Industry: Live Polling Session

Share your insights through our quick live polls and see how your thinking compares with your peers in the room. Designed to cut through the noise, this interactive session captures the unfiltered views of Asia's insurance leaders on the key challenges, strategic priorities, and uncertainties shaping the industry today. Anonymous, instant, and genuinely revealing, the results will not only benchmark perspectives across the room but also help shape the conversations that matter most.

4.20 pm

Chairperson's Closing Remarks and Networking Tea

5.00 pm

End of Day One

DAY TWO – 23 July 2026, Thursday

8.00 am **Registration & Welcome Coffee**

9.15 am **Chairperson's Opening Remarks & Introduction to the Conference Theme**



Ir. R. Ricky S. Natapradja
Chartered Insurance Professional

9.25 am **Welcome Address**



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

9.40 am **Distinguished Regulator Keynote Address**



Ogi Prastomiyono
Chief Executive of Insurance, Surety, and Pension Fund Supervision,
The Financial Services Authority (OJK)

10.00 am **Evolving Risk Landscape: New Opportunities for Insurance Brokers in a Changing Market**

- Emerging risk trends shaping the insurance needs of Japanese corporates
- Navigating Japan's evolving regulatory landscape and the new opportunities for brokers since 2025
- What Asia can learn from Japan's approach to risk management compared with the US and Europe



Satoru Hiraga
Director & Senior Advisor, Japan Insurance Brokers Association (JIBA)

10.30 am **Evolving the Broker Value Proposition: From Intermediation to Strategic Partnership**

As risk complexity increases and client expectations rise, brokers and insurers alike are rethinking how value is created. The opportunity is not disruption but elevation.

- How can brokers deepen their role as long-term strategic advisors while strengthening insurer collaboration?
- What operating model enhancements, whether it is data, specialty expertise, claims advocacy, will define differentiated value?
- How should leadership teams balance growth, profitability, and client-centric innovation in the next cycle?



Jared Uichico
Chief Commercial Officer, KRM Insurance and Reinsurance Brokers Phils., Inc.

11.00 am **Morning Refreshments Break**

11.30 am **From Risk Transfer to Risk Leadership: The Next Chapter for Brokers and Insurers**

- Navigating emerging risks with greater collaboration and technical excellence
- Embedding governance, resilience, and innovation into client risk strategies
- Preparing Indonesia's insurance market for the next decade of growth*



Adi Pramana

President Director, Tugu Insurance

12.00 pm **Unlocking Specialty Lines as Sustainable Growth Engines**

- Capture higher-margin opportunities in cyber, D&O, energy, and structured risks
- Build differentiated expertise that commands premium advisory value
- Navigate specialty capacity volatility while protecting client trust



Ir. R. Ricky S. Natapradja

Chartered Insurance Professional

12.30 pm **Beyond the Policy: Strategic Value of Financial Specialty Risk**

- Position financial specialty insurance as a strategic enabler of business growth, investment confidence, and corporate resilience
- Help clients navigate increasingly complex financial, cyber, liability, and regulatory risks through tailored risk transfer solutions
- Demonstrate how brokers can move beyond policy placement to become trusted strategic advisors delivering long-term value



Gilang Sunaryuniarto

AVP Financial Specialty Risk, PT Howden Insurance Brokers Indonesia

1.00 pm **Networking Lunch**

2.00 pm **The Claims Advantage: How Insurance Brokers Create Lasting Value When It Matters Most**

- Positioning claims advocacy as a key differentiator for insurance brokers
- Best practices for managing complex commercial and major loss claims
- Strengthening collaboration between brokers, insurers and loss adjusters to deliver better client outcomes



Reinhard Andrew Puspito

Development sector, The Association of Indonesian Insurance Adjusters (APKAI)

2.30 pm

Beyond Risk Transfer: How Insurance Brokers Can Unlock the Next Wave of Trade Finance Growth

- How banks view insurance as a critical enabler of trade finance and working capital solutions for SMEs and corporates.
- Strengthening collaboration between banks, insurers, and brokers to reduce trade risks and support cross-border business growth.
- Emerging opportunities for brokers to develop integrated risk and trade finance solutions as Indonesia's economy and regional trade continue to expand



Handoko Utama Somali

Head of Sales – Transaction Banking and Supply Chain, PT Bank SMBC Indonesia Tbk

3.00 pm

Panel Discussion

Will AI Replace Brokers? Predicting the Future of Insurance Intermediaries in 2030

With AI, predictive analytics, and digital platforms transforming distribution, are brokers facing obsolescence – or is there a new role waiting for them? This panel examines the evolving value proposition of brokers, the skills that will remain irreplaceable, and how they can thrive in the decade ahead.

- Evaluating which broker activities are at risk of automation versus which require human insight
- Identifying emerging advisory opportunities for brokers in a technology-driven ecosystem
- Predicting the broker's strategic positioning in 2030 and beyond across Asia

Moderator:



Aditya Budi

Chief Executive Officer, Premiro and Head - Statistics, Research & IT, Department, APPARINDO

Panellists:



Sigit Prihatmoko

Vice President – Head of Corporate Innovation Centre, Bank Negara Indonesia



Roy Kosasih

Secretary General, The Association of Indonesian Qualified Insurance and Reinsurance Brokers (APARI)



Francis Savari

Chief Executive Officer, UIB Asia Reinsurance Brokers

3.45 pm Pulse of the Industry: Live Polling Session

Share your insights through our quick live polls and see how your thinking compares with your peers in the room. Designed to cut through the noise, this interactive session captures the unfiltered views of Asia's insurance leaders on the key challenges, strategic priorities, and uncertainties shaping the industry today. Anonymous, instant, and genuinely revealing, the results will not only benchmark perspectives across the room but also help shape the conversations that matter most.

4.00 pm Chairperson's Closing Remarks and Networking Tea

5.00 pm End of the Conference

*Topic to be confirmed





Candid moments and connections – Highlights from the previous edition





14th Asia Insurance Brokers' Summit

22-23 July 2026, Pullman Jakarta Thamrin CBD, Indonesia

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REGISTRATION

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REGISTRATION

Early Bird (valid till 22 Jun 2026)		Normal Registration	
Subscribers	☐ S\$1,650	Subscribers	☐ S\$2,200
Non-Subscribers	☐ S\$1,950*	Non-Subscribers	☐ S\$2,500*

(*Free One Year Subscription to Digital Edition of Asia Insurance Review & AIR eDaily)

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 2026

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: 13 July 2026

For cancellation in writing made before **13 July 2026**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **13 July 2026**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges

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Email: Vanessa.christy@accor.com

Hotel Contact

Attn: Ms Vanessa Christy, Sales Manager

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