

9th Asia Conference on Healthcare and Health Insurance

Register by
7 Mar 2014 for
Early Bird Discounts!

Theme: "Wealth in Health for Insurers"
**"Adding Value Through Efficient Delivery of
Cost-Effective Quality Healthcare for the Long Term"**

24-25 March 2014, Mandarin Orchard Hotel, Singapore

Panels & Topics:

- Panel Discussion on Critical Issues in Healthcare
- Panel on Healthcare for the Ageing Population
- Healthcare for the High Net Worth Segment
- Special Focus: Group Health Benefits for Large Corporations
- Special Highlight on Micro Health Insurance

Organised by:



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With the ageing population and governments trying to get individuals to be more responsible for their healthcare, there is great potential for the private medical services and schemes. And both users of expensive innovative health services and healthcare providers look to insurers for partnership. Will insurers be able to rise to the challenge?

Will they be able to tread the minefields in health insurance with dignity and improve underwriting results despite the runaway medical inflation and make cutting edge technology available to all? Will insurers be ready to take on the role of making it affordable to all? Is that too big a risk? Where are the markers? What should the parameters be? And can reinsurers play a bigger role in healthcare to make product coverage more extensive?

There is a need for collective effort among health professionals, government officials, healthcare providers, and insurers and reinsurers, brokers and Third Party Administrators to come together to forge the way ahead even if it means making health insurance compulsory or more selective.

As demand for health insurance is hot and there are too many exclusions involved while fraudsters are rising, the insurance industry needs to come together to tackle this problem to boost the image of insurance altogether.

Opportunities are plenty for insurers and providers in the healthcare sector with huge potential for growth and profitability. What can the Governments do more to ensure that healthcare schemes are sensible and accessible to all?

The 9th Asia Healthcare conference organized by Asia Insurance Review has the theme: "Wealth in Health for Insurers" Adding Value through Efficient Delivery of Cost-Effective Quality Healthcare for the Long Term.

The two-day conference will tackle hot topics ranging from providing effective and quality healthcare for the masses to the more sophisticated high net worth segments and the silver generation as well as healthcare funding, regulatory requirements, improving health procedures and services and how to balance healthcare financing with underwriting, fraud and cost control.

Who Should Attend

- Life and General Insurance & Reinsurance companies
- Government Bodies and Health Authorities
- International Aid Agencies & Emergency Evacuation Companies
- Hospitals
- Healthcare Providers and Third Party Administrators
- Medical, Biomedical and Pharmaceutical Companies
- Managed Care Service Providers
- Management Consultants
- Risk Managers
- Claims Specialists
- Technology Experts, Lawyers, Employers and HR Managers dealing with health and healthcare issues
- Professionals, Researchers, Intermediaries and Service Providers in the healthcare and medical field

Speakers include:



Dr Milind Sabnis, Associate Director for the Healthcare Practice, Frost & Sullivan



Dr Williem Hoesen, MHA, Vice President, Client Markets Medical Insurance, Asia, Swiss Re



Dr Andrew Murray, SVP: Strategy and Business Development, Middle East & Asia Pacific, Cigna



Jeffrey Chen, Executive Director, Insurance & Benefit, Insupro



Manan Sagar, Chief Executive Officer, Lockton Companies (Singapore) Pte Ltd



Laurent Pochat-Cottilloux, Regional Managing Director, Asia-Pacific Health Reinsurance Markets, AXA



Philip Kent, CEO, GlobalHealth Asia Ltd



Dr C H Asrani, Chief Executive, X-CLAIM



Chye Pang-Hsiang, Principal & Consulting Actuary, Milliman



Emily Zimmerman, Research Associate, Microinsurance Centre's Microinsurance Learning and Knowledge (MILK) Project

**An Important Event
not-to-be-missed!
Sign up now!**

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PROGRAMME

Day One: 24 March 2014, Monday

- 8.00 am Registration & Coffee
- 9.00 am **Opening Address By Day One Conference Chairman**
Jeff Cook, Strategy Implementation Manager for High Growth Markets, Swiss Re
- 9.10 am **Overview of Healthcare Issues and Developments in the Region and Around the World**
Dr Milind Sabnis, Associate Director, Healthcare Practice, Asia Pacific, Frost & Sullivan
- 9.50 am **Medical Insurance - Consumer Trends and What These Mean for the Insurance Industry**
Dr Williem Hoesen, MHA, Vice President, Client Markets Medical Insurance, Asia, Swiss Re
- 10.30 am Tea Break Hosted by **Milliman**
- 11.00 am **Special Focus: Group Health Benefits for Large Corporations**
Dr Andrew Murray, SVP: Strategy and Business Development, Middle East & Asia Pacific, Cigna
- 11.30 am **Healthcare Data, Informatics and Analytics: The Impact on Health Insurance Product Design and Provider Pricing**
Nimish Parekh, Chief Strategy Adviser, South Asia, UnitedHealthcare International
- 12.00 nn **What Value TPAs and Service Providers Add in the Healthcare Scenario**
Philip Kent, CEO, GlobalHealth Asia Ltd
- 12.30 pm Lunch
- 2.00 pm **Takaful and Healthcare Products**
Farzana Ismail, Partner & Consulting Actuary, Actuarial Partners Consulting Sdn Bhd
- 2.20 pm **Wellness and Disease Management Towards Cost-Effective Long Term Healthcare**
Dr C H Asrani, Chief Executive, X-CLAIM
- 2.40 pm **Healthcare for the Aging Population - Efficiencies in Healthcare Delivery, Financing and Quality of Care**
Adrienne Mendenhall, Country Manager, ACCESS Health International Singapore
- 3.00 pm Tea Break Hosted by **Milliman**
- 3.15 pm **Panel Discussion on Critical Issues in Healthcare**
 - Underwriting Strategies: Getting it right at Point of Sale
 - Claims Management Issues & Fraud
 - Finding the Ideal Partners: Strategic Partnerships with Healthcare Providers
 - Commoditization of health insurance
 - Broking Local and International Medical Programmes in Asia
 - International Health Insurance

Panellists:
 - **Manan Sagar, Chief Executive Officer, Lockton Companies (Singapore) Pte Ltd**
 - **Rob McIntyre, General Manager, Singapore, Now Health International**
 - **Gerald Eder, CEO, CompareAsiaGroup**

3.45 pm **How Digital Disrupts the Healthcare Insurance Industry in Asia**
 - **Gerald Eder, CEO, CompareAsiaGroup;**
 - **Stefan Bruun, Managing Director, Nova Founders; Board Member, CompareAsiaGroup**

4.15 pm **Special Session: Patient Engagement**
This session will explore the trends and predictions of where patient engagement will lead to and how to support the decision making process health insurers face in the coming decade.
Gabe Rijpma, Senior Director, Health and Social Services, Microsoft Asia

4.45 pm Close of Day One

Day Two: 25 March 2014, Tuesday

- Day Two Conference Chairperson:**
Adrienne Mendenhall, Country Manager, ACCESS Health International Singapore
- 9.00 am **Meeting the Service Expectations of the High-end Customer**
 - Customer service checklist; Hospital network access
 - Case management, fraud detection, cost containment
 - Ancillary services; Designing policies with service in mind
 - Outsourcing strategy**Laurent Pochat-Cottilloux, Regional Managing Director, Asia-Pacific Health Reinsurance Markets, AXA**
- 9.45 am **Travelling to Disaster-Prone Countries - Understanding the Health & Medical Risks Involved**
Dr David Teo, Regional Medical Director, Assistance Services, South & South-East Asia, International SOS
- 10.30 am Tea Break
- 11.00 am **ObamaCare - Lessons for Asia**
Pang-Hsiang Chye, Principal & Consulting Actuary, Milliman
- 11.30 am **Sustaining Business Results through Value Based Insurance Design**
Dr Rajeshree (Gina) Parekh, Director - Health and Corporate Wellness, Asia Pacific, Towers Watson
- 12.00 nn **Employment Benefit and Health Insurance - Trend and Opportunities for Insurers and Brokers in China**
Jeffrey Chen, Founder and CEO, Insupro, China
- 12.30 pm Lunch
- 2.00 pm **Healthcare and Health Insurance in the Region**
 - **Healthcare Insurance in Indonesia**
Christine Setyabudhi, Vice Chairman, Membership and Communications, Indonesia Life Insurance Association (AAJI)
 - **Medical Claims and Business Trend in Hong Kong**
Elaine Chan, Senior Head of Medical Division, General Insurance Hong Kong, Zurich Insurance Company Ltd
 - **Sri Lankan Government Medical Insurance**
M M C Manthilaka, Deputy Director Insurance and Head of Insurance, Agriculture & Agrarian Insurance Board (AIB), Sri Lanka
- 3.00 pm **Special Highlight on Micro Health Insurance**
 - Does microinsurance offer value to low-income policyholders and their families, and if so, under what conditions?
 - Is there a business case for microinsurance among insurers and delivery channels, and if so, under what conditions?
 - A series of "Client Math" studies measuring the financial value of 7 different health microinsurance programs in 5 countries including a comprehensive profitability analysis of different models of health microinsurance providers in 2 countries
Emily Zimmerman, Research Associate, Microinsurance Learning and Knowledge (MILK), The MicroInsurance Centre
- 4.00 pm Tea Break & Close of Conference

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Fax to: (65) 6512 5335

Registered by _____

Conference Registration Form

To: Ms Wee Ling, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: (65) 6372 3167 • email: weeling@asiainsurancereview.com
or register online at www.asiainsurancereview.com
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof

First Name: _____ Last Name /
Surname: _____

Job Title _____

Company _____

Address _____

Tel: () _____

Mobile: () _____

Fax: () _____

email: _____

REGISTRATION

Early Bird (valid till 7 Mar 2014)

Subscribers US\$980
Non-Subscribers US\$1,280*

Normal Registration

Subscribers US\$1,480
Non-Subscribers US\$1,680*

(*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

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 2014 Register two delegates from the same company, and send the third 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: 17 Mar 2014

For cancellation in writing made before **7 Mar 2014**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **7 Mar 2014**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges

- I enclose a cheque / bankdraft in US Dollars made payable to "ASIA INSURANCE REVIEW"
- Telegraphic / Wire Transfer to the following account:
DBS Bank Ltd, 12 Marina Boulevard,
Marina Bay Financial Centre Tower 3, Singapore 018982
• US\$ (Account No.: 0001 - 004838-01-9-022)
• Swift Code: DBS SSGSG
- Please debit the sum of US Dollars US\$ _____ for Conference Registration fee from my
- Mastercard VISA American Express

Card Holder's Name: _____

Card No.: _____

Expiry Date: _____ - _____ (mm-yy) Total Amount: US\$ _____

Signature: _____ Date: _____

(Conference fee is inclusive of prevailing GST for Singapore incorporated business)

Fax to: (+65) 6738 2382

Please fax Room Reservation Form direct to Hotel

Hotel Reservation Form

Attn: Ms Charlotte Chew,
Assistant Director of Business Development
Email: charlotte.chew@meritushotels.com

Mandarin Orchard Singapore, by Meritus

333 Orchard Road, Singapore 238867
Tel: (65) 6737 4411 • Fax: (65) 6738 2382
www.meritushotels.com

Please fill in Guest particulars on Registration Form

Meritus Connect: M01633

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Deluxe Room

- Single S\$300++ per night Double S\$320++ per night

Room rate inclusive of daily Buffet Breakfast served in Triple Three at Level 5 and in-room Internet access

Room Preferences (subject to availability)

- Smoking Non-smoking
 King bedded Twin bedded

- All room rates are subject to 10% service charge; and 7% Goods Service Tax.
- Check-in time is at 14:00 hours; check-out time is at 11:00 hours
- All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.
- Guarantee policy: Should there be a no-show or cancellation for confirmed reservation, the full duration of room charge will be imposed
- All reservations are to be guaranteed upon credit card details received.

LIMOUSINE ARRANGEMENT

- Require Not require

- One (1) way limousine transfer from Airport to Hotel at S\$100.00 subject to 7% GST
 One (1) way limousine transfer from Hotel to Airport at S\$100.00 subject to 7% GST
 Return limousine transfer at S\$200.00 subject to 7% GST

Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 7% will be levied.

All pick-ups can be guaranteed upon credit card details received.

Additional comments/ special requirements:

RESERVATION GUARANTEE

Credit Card

- Visa Mastercard Amex
 Diners JCB

Credit Card Number: _____

Expiry Date: _____ month _____ year

Cardholder's name: _____

Signature of Cardholder: _____