

# 14th CEO Insurance Summit in Asia

18-19 February 2014 • Grand Nikko Bali, Indonesia

**Theme: "Getting Ready to Tap the Huge Potential in the ASEAN Economic Community"**

**"Doing Insurance Business in an Integrating Market"**

Register by  
18 Jan 2014 for  
Early Bird Discounts!

## Regulatory Panel



**Dr Firdaus Djaelani**  
CEO, Non-Bank Financial Industry Supervision,  
Otoritas Jasa Keuangan  
(Indonesia Financial Services Authority)



**Pravej Ongartsittigul**  
Secretary-General,  
Office of Insurance Commission, Thailand



**Dorothy M Calimag**,  
Deputy Insurance Commissioner,  
Management Support Services Group,  
Insurance Commission, Philippines

## ASEAN Keynote Address by:



**H.E. Le Luong Minh**  
Secretary-General,  
Association of Southeast Asian Nations (ASEAN)

## Keynote Address by:



**Katsuo Matsushita**  
Special Advisor and Liaison Officer for Japan  
and East Asia,  
The Geneva Association

## ASEAN Welcome Address by:



**Evelina Pietruschka**  
Secretary General, ASEAN Insurance Council &  
Personality of the Year,  
17th Asia Insurance Industry Awards 2013

Organised by:

**ASIA  
INSURANCE REVIEW**

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GENEVA  
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The insurance market is sizzling with expectations of the ASEAN Economic Community (AEC). ASEAN with 600 million people, ranks as the 8th largest economy in the world with a GDP of US\$2 trillion. The AEC is a watershed moment for the region. So be ready to ride on it!

The 14th CEO Insurance Summit, organised by *Asia Insurance Review* together with the global think-tank of the insurance industry, the Geneva Association, will look at the potential of Asia and the dynamics of regional integration and business optimisation while getting insurance CEOs to be more aware of the ASEAN Economic Community and its prospects for the industry.

The Summit, with three interactive Panels on Regulatory and CEO Issues, plus the threats, potential, opportunities and challenges in ASEAN vs North East Asia, will look at the following hot topics:

- The Force of ASEAN in Insurance;
- Niche Growth Avenues for Insurers;
- Are there hidden Hot Spots for Growth in Asia;
- What AEC means for Insurance;
- Riding the Social Media hype;
- The Cost Dynamics of Integration;
- Ratings Issues;
- The Do's and Don'ts in Managing Assets;
- Nurturing the Talent for AEC;
- Tapping the Force of Distribution to Lead the Business; and
- The Model ASEAN Insurer.

The Regional CEO Panel will look at how insurance can exploit the AEC and derive maximum benefits; What regional CEOs can do to get their teams ready to tap the huge potential that will open up in 2015; Identifying niche areas for growth; achieving profitability and cost savings in a highly competitive open market; creating that brand value that appeals in the region; and hot issues of the day for CEOs.

**This is a Summit not to be missed!**

## About the Asia CEO Insurance Summit

The CEO Summit launched in 2001 by Asia Insurance Review together with the global think-tank of the insurance industry, the Geneva Association, was aimed at giving CEOs in Asia a much needed platform to meet and discuss hot issues of the day in the pursuit to become World Class players. Over the 13 years, this need has become more critical and with the CEOs coming into their own the Summit has also become a forum for very open discussions as well and is actively supported by the International Insurance Society.

The Asia CEO Insurance Summit has come to be regarded as the leading insurance event in the AIR series of conferences bringing together leaders in the market including regulators and CEOs from regional as well as domestic and global companies. Some 2000 delegates have come under the arches of the Asian CEO Summit series supported by the International Association of Insurance Supervisors (IAIS) too.

## Who Should Attend

- CEOs & Senior Management of Insurance & Reinsurance Companies (Life & Non-Life)
- Insurance & Reinsurance Brokers
- Management Consultants
- Supervisors & Regulators
- Risk Managers
- Lawyers, Technology Experts, Loss Adjusters & Other Service Providers to the Insurance Industry
- Banks & Financial Institutions Serving the Insurance Industry

## Key Topics

- Life Keynote
- Non-Life Keynote: Niche Growth Avenues for Insurers & Hidden Hot Spots for Growth
- What AEC means for Insurance?
- Special Address: Strategic Do's & Don'ts in managing your Assets – a CEO Manual
- Managing within Cross-cultural Environments - the Perspectives of Governance, Management Team Cohesiveness, Organisation Culture, Talent Development and Retention
- Special Address: Nurturing the Talent for ASEAN Economic Community

## Plus

### Three Strategic Panels on

- Regional CEO Panel: Nuts and Bolts on Exploiting the AEC
- Regulatory Panel: Regional Business and how regulations can help regional integration
- Panel: ASEAN vs North East Asia

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## PROGRAMME

### Day One: Tuesday, 18 February 2014

- 8.00 am **Registration & Coffee**
- 8.45 am **Opening Remarks by Opening Session Chairman**  
*Sivam Subramaniam, Editor-in-Chief, Asia Insurance Review & Middle East Insurance Review*
- 8.55 am **Welcome ASEAN Address**  
*Evelina Petruschka, Secretary General, ASEAN Insurance Council & Personality of the Year, 17th Asia Insurance Industry Awards 2013*
- 9.15 am **Official Keynote Address**  
*Dr Firdaus Djaelani, CEO, Non-Bank Financial Industry Supervision, Otoritas Jasa Keuangan (Indonesia Financial Services Authority)*
- 9.35 am **ASEAN Keynote Address**  
*His Excellency, Le Luong Minh, Secretary General, Association of Southeast Asian Nations (ASEAN)*
- 10.00 am **Non-Life Keynote: Niche Growth Avenues for Insurers & Hidden Hot Spots for Growth**  
*Rudi H Spaan, Head of Broker & Client Management, AIG APAC Holdings Pte Ltd*
- 10.30 am **Tea Break** Hosted by **QBE**
- Session Chairman :**  
*Gordon Perchthold, Director, Consulting, PwC*
- 11.00 am **Credit Ratings in an Integrating Market**  
*M M Lee, General Manager of Analytics, Asia-Pacific, A.M. Best*
- 11.30 am **Special Address: Strategic Do's & Don'ts in Managing Your Assets – a CEO Manual**  
*Patrice Conxicoeur, Managing Director, Global Head, Insurance Coverage, HSBC Global Asset Management (HK) Limited*
- 12.00nn **Managing Within Cross-Cultural Environments - The Perspectives of Governance, Management Team Cohesiveness, Organisation Culture, Talent Development and Retention**  
*Gordon Perchthold, Director, Consulting, PwC*
- 12.30 pm **Lunch** Hosted by **MetLife**
- 2.00 pm **Life Keynote: How Life Insurers Can Contribute to the Success of AEC**  
*Christopher Wei, Group CEO, Great Eastern Holdings Ltd; Life Insurance Company of the Year 2011 and 2013*
- 2.30 pm **Special Address: Nurturing the Talent for ASEAN Economic Community**  
*Prof W. Jean Kwon, Edwin A.G. Manton Endowed Chair Professor in International Insurance and Risk Management, St. John's University, Director (Academic), the Center for the Study of Insurance Regulation, and Director of Research, International Insurance Society*
- 3.00 pm **Tea Break** Hosted by **QBE**

### Regional CEO Panel: Nuts and Bolts on Exploiting the AEC

- 3.30 pm
- How insurers can exploit the AEC and derive maximum benefits?
  - What can regional CEOs do to get their teams ready to tap the huge potential that will open up in 2015?
  - Identifying niche areas for growth including bancassurance and health;
  - Achieving profitability and cost savings in a highly competitive open market;
  - Creating that brand value that appeals in the region;
  - Hot issues of the day for CEOs;
  - Foreign Domestic Partnership for Success
- Chairman of Panel:  
*Sivam Subramaniam, Editor-in-Chief, Asia Insurance Review & Middle East Insurance Review*
- Panellists include:
- *Rudi Spaan, Head of Broker & Client Management, AIG APAC Holdings Pte Ltd*
  - *Christopher Townsend, President, Asia, MetLife Inc.*
  - *Gaelle Olivier, CEO, General Insurance, AXA Asia*
  - *Christopher Wei, Group CEO, Great Eastern Holdings Ltd; Life Insurance Company of the Year 2011 and 2013*
  - *Geoff Riddell, Member of the Group Executive Committee & Regional Chairman, Asia-Pacific, Middle East & Africa, Zurich Insurance Group*

5.00 pm - **Cocktail Sponsored by**  
7.00 pm **SPDR ETFs / State Street Global Advisors**

### Day Two: Wednesday, 19 February 2014

- 9.00 am **Keynote Address**  
*Katsuo Matsushita, Special Advisor and Liaison Officer for Japan and East Asia, The Geneva Association*
- 9.45 am **What AEC Means for Insurance?**  
*Kent Chaplin, Head of Asia Pacific & Managing Director, Lloyd's Asia*
- 10.30 am **Tea Break**

### Regulatory Panel: Regional Business and How Regulations Can Help Regional Integration

- 11.00 am
- The hard issues of a common market in insurance;
  - The Challenges facing insurance regulators in the market and across the region in integration;
  - Moving towards common standards and regulations;
  - The opportunities ahead in ASEAN
- Chairman of Panel:  
*Charles Lawrence Greenwood Jr., Senior Managing Director, Government Relations, Asia, MetLife Inc.*
- Panellists include:
- *Pravej Ongartsittigul, Secretary-General, Office of Insurance Commission (OIC), Thailand*
  - *Dr Firdaus Djaelani, CEO, Non-Bank Financial Industry Supervision, Otoritas Jasa Keuangan (Indonesia Financial Services Authority)*
  - *Dorothy M Calimag, Deputy Insurance Commissioner, Management Support Services Group, Insurance Commission, Philippines*
  - *Thomas Y.H. Chang, Deputy Director General, Insurance Bureau, Financial Supervisory Commission, Taiwan*

- 12.30 pm **Lunch** Hosted by **AIG**
- 2.00 pm **Tapping the Force of Distribution to Lead the Business**  
*Rod Shay, Head of Distribution Solutions, Life & Health, Asia, Swiss Re*
- 2.45 pm **Capturing Health Insurance Growth in Southeast Asia: Riding on the Segment that will Rise Fourfold by 2020**  
*Philippe Chassat, Partner and Head of Financial Services Practice for Southeast Asia, Roland Berger Strategy Consultants*
- 3.30 pm **Tea Break**

### Panel: ASEAN vs North East Asia

- 4.00 pm
- Threats, Potential, Opportunities and Challenges in riding the boom;
  - Asian/ASEAN Companies in World Arena - How do they compare? Marketing, Branding, Innovation, and Profitability
- Chairman of Panel:  
*Charles Lawrence Greenwood Jr., Senior Managing Director, Government Relations, Asia, MetLife Inc.*
- Panellists include:
- *Alan Merten, Director, Insurance Consulting, Asia Pacific, Towers Watson Singapore Pte Ltd*
  - *Clarence Wong, Director, Head of Economic Research & Consulting, Asia-Pacific, Swiss Re*
  - *Jeff Malatskey, Insurance Practice Leader, Asia, Ernst & Young*
  - *Franz Josef Hahn, Chief Executive Officer, Peak Re*

5.00 pm **Close of Summit**

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**Fax to: (65) 6512 5335**

## 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](http://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 18 Jan 2014)

Subscribers  US\$980      Non-Subscribers  US\$1,280\*  
 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: 11 Feb 2014

For cancellation in writing made before **18 Jan 2014**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **18 Jan 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:  
The Development Bank Of Singapore, 6 Shenton Way,  
DBS Building, Singapore 068 809  
• 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 zero-rated for GST)*

**Fax to: (+62) 361 774 070**

Please fax Room Reservation Form direct to Hotel

## Hotel Reservation Form

Attn: Room Reservations  
Email: [resgroup@grandnikkobali.com](mailto:resgroup@grandnikkobali.com);  
[juniarlumankun@grandnikkobali.com](mailto:juniarlumankun@grandnikkobali.com)

### Grand Nikko Bali

Jl. Raya Nusa Dua Selatan, PO Box 18, Nusa Dua 80363,  
Bali Indonesia • Tel +62 361 773377  
[www.grandnikkobali.com](http://www.grandnikkobali.com)

### Please fill in Guest particulars on Registration Form

#### Arrival Date

Check in date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETA: \_\_\_\_\_

#### Departure Date

Check out date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETD: \_\_\_\_\_

### ROOMS

#### South or North Wing

(South Wing is located nearer to ballroom)

- Garden View at US\$160 net  
 Ocean View at US\$180 net  
 Extra Bed at US\$55 net  
 Smoking    Non-Smoking

#### Cliff Tower

- Deluxe Beachfront at US\$200 net  
 Nikko Club Beachfront at US\$230 net  
 Extra Bed US\$90 net  
 Smoking    Non-Smoking

- Room rates are inclusive of 21% government tax and service charge.
- Breakfast is included in the room rate. For non-club rooms breakfast to be enjoyed at Brasserie des Celebrities, at lower lobby area. For Club floor guests, options are to enjoy breakfast at Club Lounge at the Cliff Tower 2nd Floor or Brasserie des Celebrities.
- Rooms and room types are subject to availability at the time of making reservation.
- Check in time: 03:00 pm. Check out time: 12:00 noon. Early check-in may be requested, however will be subject to availability upon arrival.
- To guarantee availability of the rooms for early arrivals, rooms must be reserved one day prior.
- Late check-out may be granted based on availability. To guarantee late check-out, the following charges will apply: -50% of room rate for any late check-out up to 05:00 pm. -100% of room rate for any late check-out after 05:00 pm

#### Cancellation Terms

Charges to the credit card will be done within 24 hours after the reservation.

All guest rooms reserved are held by the hotel to the exclusion of other possible guests. As such, in the event of a release of such space the following cancellation charges will be imposed  
 - 30 days prior to arrival, 1 night room night charge  
 - 29 days to 14 days prior to arrival 75% of total room charges  
 - within 14 days prior to arrival 100% of total room charges

#### AIRPORT TRANSPORT

- Not required  
 US\$25net per way, max for 3pax, Toyota Innova  
 US\$40net per way, max for 5pax, Toyota Alphard

#### RESERVATION GUARANTEE

Credit Card

- Visa    Mastercard    Amex  
 Diners    JCB

Credit Card Number: \_\_\_\_\_

Expiry Date : \_\_\_\_\_ month \_\_\_\_\_ year

Cardholder's name: \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_