

10th Asia Conference on Healthcare and Health Insurance

23-24 March 2015 • Mandarin Orchard Hotel, Singapore

**Theme: "In Search of the Panacea that Works through
Prevention and Wellness"**
*Managing Runaway Health Inflation While Meeting Age &
Technology-Induced Needs*

High Impact Sessions:

- Universal Health Coverage and Robust Health Systems for Sustainable Development
- Panel on Role of TPAs in Making Healthcare Accessible and Profitable
- Panel on Healthcare for the High Net Worth Segment
- Panel on Healthcare for the Ageing Population
- Mobility Panel: Enterprise Mobility Strategies to Boost Productivity and Drive Performance
- Health 2.0 – The New Generation of Healthcare Attitudes and Perceptions
- Emergency Risk Management for Health Threats or Enterprise Healthcare Risk Management

Organised by:

**ASIA
INSURANCE REVIEW**

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Asia is experiencing tremendous growth in the healthcare market. With the dynamic changes and challenges taking place in the region along with demographic shifts and the governments trying to move the cost of healthcare to the private sectors and individuals, insurers are in the hot seat. There are opportunities aplenty for insurers and healthcare providers but they come with big runaway cost pitfalls too.

Will insurers be able to rise beyond the threats and challenges? Is there a panacea for what ails the health insurance industry today? Will it get worse? Can it get better? Is there a secret formula for underwriting for profit despite rising medical costs? Can healthcare be made affordable to all? Is that too big a risk? Can reinsurers play a bigger part in healthcare to make product coverage more extensive?

The two-day conference organized by *Asia Insurance Review* will look at the healthcare trends and developments around the region and the world and hot topics ranging from providing effective and quality healthcare for the masses and the elderly to the high networth segments as well as how to add value through efficient delivery of cost-effective quality healthcare for the long term, education, preventative and wellness programmes.

The 10th Asia Healthcare conference will provide a platform for debate and discussion amongst the top healthcare experts and leaders in the region's healthcare and health insurance industry!

Sign Up Now!

Who Should Attend

- Life & General Insurance & Reinsurance Companies
- Government Bodies & Health Authorities
- International Aid Agencies & Emergency Evacuation Companies
- Hospitals
- Medical Institutions & Pharmaceutical Companies
- Healthcare Providers and Professionals and Third Party Administrators
- Managed Care Service Providers
- Management Consultants; Risk Managers; Claims Specialists
- Technology experts, Lawyers, Employers dealing with HR, Safety, Health & Healthcare Issues

Speakers include:



Charles Lawrence Greenwood Jr
Senior Managing Director,
Government Relations,
MetLife Asia



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



Pepijn P. van den Hoogenband
Managing Director,
TRINCO Healthcare,
The Netherlands



Pankaj Gupta
Director – Services & CFO,
Religare Health Insurance



Greg Solomon
Regional Director,
Willis Reinsurance Brokers;
Head of Life & Health (Asia-Pacific,
Middle East, Turkey, Africa)



Pratap Chawla
Senior Client Manager Distribution
Solutions, Asia,
Swiss Re



Amit Bhandari
VP, Health Underwriting & Claims,
ICICI Lombard
General Insurance Company Limited



Benedict Lim
Managing Director & Acting Chief
Psychologist, Professional Services,
iGROW Pte Ltd



Riaan Rheeder
Director of IT & Client Solutions,
Healthways



Dr Rajeshree (Gina) Parekh
AP Director – Health and Corporate
Wellness,
Towers Watson



Dr Milind Sabnis
Director of the Healthcare
Practice,
Frost & Sullivan, Asia Pacific



Dr David Teo
Regional Medical Director, Assistance
Services, South and South East Asia,
International SOS



Thalia Georgiou
Senior Manager,
KPMG Hong Kong



Dr Antonis Malagardis
Program Director GIZ RFPI, RIICE
PH & DPP MAPFRE, Deutsche
Gesellschaft für Internationale
Zusammenarbeit (GIZ) GmbH



Winnie Ching
Head of Health Solutions,
Asia, Swiss Re



Dr Prakash Subbarayan
Executive Director,
Star Health and Allied Insurance
Company



Alexander Moshtaghi
Regional Director Insurance
Partnerships, Asia, International SOS



Rosaline Koo
Founder & CEO,
CXA



Prof Chia Kee Seng
Dean, Saw Swee Hock
School of Public Health,
National University of
Singapore



Michael Fernandes
Partner and Co-Head of Asia,
LeapFrog Investments



Richard Roper
Managing Director – Benefit Solutions
Asia & Sales and Marketing Director Asia,
Jardine Lloyd Thompson

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PROGRAMME

Day One: 23 March 2015, Monday

8.00 am	Registration & Coffee
9.00 am	Opening Address by Chairman of Conference for Day One <i>Charles Lawrence Greenwood Jr, Senior Managing Director, Government Relations, MetLife Asia</i>
9.10 am	Universal Health Coverage and Robust Health Systems for Sustainable Development <ul style="list-style-type: none">To achieve prosperity, countries need a sustainable, inclusive development strategy built on human capital investments in health, education, and social protection for all.This presentation will review the current status and the best practices in a few countries that are at various stages of UHC implementation and evaluate what UHC means to Private insurers <i>Dr Milind Sabnis, Director, Healthcare Practice, Frost & Sullivan, Asia Pacific</i>
9.45 am	Healthcare Payment: Lessons Learned Regarding Health System Reform <i>Pepijn van den Hoogenband, MSc, MBA, Founder & CEO, TRINCO Healthcare International, The Netherlands</i>
10.20 am	Q&A and Token Presentation to Sponsors and Day One Speakers
10.30 am	Tea Break
11.00 am	Biohacking – Just a hobby, or a New Model for Life & Health Insurance? <ul style="list-style-type: none">Self-quantification – who does it and whyWhy medical underwriters have been getting it all wrongForced-quantification – easier for car insurance than life insuranceBig data for underwriting, versus making policyholders healthier <i>Greg Solomon, Regional Director, Willis Reinsurance Brokers, Head of Life & Health (Asia-Pacific, Middle East, Turkey, Africa)</i>
11.25 am	Healthcare for the High Net Worth & Affluent Segment <ul style="list-style-type: none">Do they warrant special attention?Critical success factors <i>Steven Conway, Regional General Manager, Asia, Allianz Worldwide Care</i>
11.50 am	'Social Protection' – The Synergistic Relationship between Health and Financial Services for Emerging Consumers <i>Michael Fernandes, Partner and Co-Head of Asia, LeapFrog Investments</i>
12.20 pm	Q&A
12.30 pm	Lunch
Underwriting Strategies, Partnerships & Prevention	
2.00 pm	Underwriting Strategies - Getting it Right at Point of Sale <i>Pratap Chawla, Vice President, Senior Client Manager, Distribution Solutions, Asia, Swiss Re</i>
2.20 pm	Finding the Ideal Partners – Achieving Synergies and Operational Efficiencies through Strategic Partnerships with Healthcare Providers <i>Amit Bhandari, Vice President, Health Underwriting & Claims, ICICI Lombard General Insurance Co Ltd</i>
2.40 pm	Containing Health Care Inflation: Demand and Supply <i>Prof David Reisman, Professor of Economics, Division of Economics, School of Humanities and Social Sciences, College of Humanities, Arts, & Social Sciences, Nanyang Technological University, Singapore</i>
3.00 pm	Q&A
3.10 pm	Tea Break
Making Healthcare Accessible and Profitable	
3.30 pm	In Search of the Panacea that Works through Prevention and Wellness <ul style="list-style-type: none">Managing Insurance and Healthcare CostsCurrent status of Employee Well Being; – Solutions that are effectiveCase Study on 10,000 Steps Challenge at work (StepUP Challenge)Business Case for Wellness Programmes <i>Benedict Lim, B.A Psy, MSocSci, Managing Director & Acting Chief Psychologist, Professional Services, iGROW Pte Ltd</i>
4.00 pm	Ensuring your Chronic Disease Management Program Delivers Profitable Returns <ul style="list-style-type: none">The burning platform – why focus on chronic disease?Core ingredients for success – what does the evidence show?Predicting the future – global trends in population healthIs there a panacea? – the lessons learnt from experience <i>Riaan Rheeder, Director of IT & Client Solutions, Healthways</i>
4.30 pm	Q&A
4.40 pm	Close of Day One

Day Two: 24 March 2015, Tuesday

Day Two Chairman: Michael Fernandes, Partner and Co-Head of Asia, LeapFrog Investments	
9.00 am	Health 2.0 – The New Generation of Healthcare Attitudes and Perceptions Insurers need to keep up with changes by adopting new ideas on how they deliver products and solutions to the market. This presentation will share experiences in: <ul style="list-style-type: none">Using data innovatively to determine drivers of cost;Changing product focus from “health care” to “health”;Driving health behaviour change using technology and behavioural economics <i>Dr Rajeshree (Gina) Parekh, AP Director – Health and Corporate Wellness, Towers Watson</i>
9.20 am	Product Innovation & Medical Tourism <ul style="list-style-type: none">From consumerism to protection mindset: how to meet the needs of Asia's new mass affluent classGrowing medical travel: which regional coverage options are needed in your marketDos and Don'ts of a successful product range extension: from product design to claims operations <i>Laurent Pochat-Cottilloux, Regional Managing Director, Asia-Pacific Health Reinsurance Markets, AXA</i>
9.40 am	Technology, Telemedicine & Mobile Health <i>Dr David Teo, Regional Medical Director, Assistance Services, South and South East Asia, International SOS</i>
10.00 am	Q&A and Token Presentation to Day Two Speakers
10.10 am	Tea Break
Regional Update on Health Reforms and Developments	
10.30 am	Health Reforms and Significant Impacts on the Hong Kong Market <i>Thalia Georgiou, Senior Manager, KPMG, Hong Kong</i>
	Microinsurance and Health in the Philippines: A Regulatory Perspective <i>Dr Antonis Malagardis, Program Director GIZ RFPI, RIICE PH & DPP MAPFRE, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</i>
	Strategic Tips on Growing the Health Insurance Business in India <i>Pankaj Gupta, Director Services & CFO, Religare Health Insurance Co Ltd</i>
11.30 am	Q&A
Panel on Healthcare for the Ageing Population	
11.45 am	<ul style="list-style-type: none">Critical Challenges in serving the older populationUnderwriting challenges in the silver segmentHealthcare costs, Eldercare & SustainabilityProduct Innovation on 60 as the New Normal for Standard Cover Panellists: <ul style="list-style-type: none"><i>Winnie Ching, Director, Head of Health Solutions, Asia, Swiss Re</i><i>Dr Prakash Subbarayan, Executive Director, Star Health and Allied Insurance Company</i><i>Prof Chia Kee Seng, Dean, Saw Swee Hock School of Public Health, National University of Singapore</i>
12.30 pm	Lunch
Healthcare Risk Management	
Session Chairman: Prof David Reisman, Professor of Economics, Division of Economics, School of Humanities and Social Sciences, College of Humanities, Arts, & Social Sciences, Nanyang Technological University, Singapore	
2.00 pm	Special Highlight: Asia Survey Report on Top Life and Medical Insurers across Asia Insurers from across Asia participated in this survey regarding their views and opinions of future trends in Employee Benefits solution design <i>Richard Roper, Managing Director – Benefit Solutions Asia & Sales and Marketing Director Asia, Jardine Lloyd Thompson</i>
2.40 pm	Return on Prevention: Prevention Measure for Business Travellers and International Assignees <i>Alexander Moshtaghi, Regional Director Insurance Partnerships, Asia, International SOS</i>
3.20 pm	Disrupting the Employee Benefits Brokerage Business Model <ul style="list-style-type: none">Learn about Asia's first insurance & wellness marketplace which integrates flexible benefits, workplace wellness and data analyticsEmpowering a healthier workforce at no additional cost to employers, by leveraging existing insurance and healthcare spendSME distribution via brokerage, direct and bancassurance channels <i>Rosaline Koo, Founder & CEO, CXA</i>
3.50 pm	Q&A
4.00 pm	Close of Conference & Tea Break

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Registration Email: michelle@asiainsurancereview.com

Conference Registration

Registered by _____

To: Ms Michelle, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: +65 6372 3178 • Fax: +65 6224 1091 • 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: _____
Nationality _____
Passport No _____
Job Title _____
Company _____
Address _____
Country _____
Tel: () _____
Cellular: () _____
Fax: () _____
email: _____

REGISTRATION

Early Bird (valid till 27 February 2015)

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 2015 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: 16 March 2015

For cancellation in writing made before **27 Feb 2015**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **27 Feb 2015**

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

Marina Financial Centre, 12 Marina Boulevard,
#03-00 MBFC, Tower 3, Singapore 018982
Branch: Marina Financial Centre Branch
Account Name: Ins Communications Pte Ltd
• 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)

Hotel Reservation Link:
<https://resweb.passkey.com/go/healthcareinsurance>

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

Meritus Club Room

- Single S\$400++ per night Double S\$400++ per night

Room rate inclusive of access to Top of the M at Level 38/39, with all day refreshments including daily Buffet Breakfast and 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\$110.00 subject to 7% GST

- One (1) way limousine transfer from Hotel to Airport at S\$110.00 subject to 7% GST

- Return limousine transfer at S\$220.00 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: _____