

4th Asia Insurance Brokers' Summit

2-3 March 2016

The Mulia, Mulia Resort & Villas – Nusa Dua, Bali, Indonesia

Theme: "The Broker's USP Today – Meeting the Protection Gap of Clients"



**APPARINDO's 38th Anniversary
Welcome Address**

Nanan Ginanjar
Chairman, The Association of Indonesian
Insurance and Reinsurance Brokers
(APPARINDO), Indonesia



Keynote Address

Edy Setiadi
Deputy Commissioner of Non - Bank
Financial Institutions (NBFIs) Supervision
1 - Indonesia Financial Services Authority
(OJK), Indonesia

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APPARINDO

The Association
of Indonesian
Insurance and
Reinsurance
Brokers

JIBA

Japan
Insurance
Brokers
Association



Korean
Insurance
Brokers
Association

MITBA

The Malaysian
Insurance and
Takaful Brokers
Association

NIBA

The National
Insurance Brokers
Association
of Australia



Singapore Insurance
Brokers' Association

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4th Asia Insurance Brokers' Summit

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The Insurance Brokers' Summit 2016, with APPARINDO and Indonesia as host, looks at the unique Value Add that brokers bring to the business as well as the greater expectations they face in a world of changing risk exposures, with Asia becoming a leader in insurance and a hot spot for Nat CATs.

There will be sessions on working with corporate risk managers; working with insurance carriers as well as need for greater expertise to be injected into the market; a code of conduct for brokers; and coping with the M&A, technology and changing regulatory trends in the world.

Global, Regional and Local Brokers' Issues will take centre stage! Don't miss a great opportunity to meet old friends and make new ones!

Who Should Attend

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

Register Now

Key Speakers include:



Gerald Lim
President, Singapore Insurance Brokers' Association (SIBA), Singapore



Jon-Paul Jones
President Director and CEO, PT AIG Insurance, Indonesia



Robert Kelly
Managing Director and CEO, Steadfast Group Limited, Australia



Michelle Cockrill
Regional Head of Marketing and Communications, Asia Pacific, Lloyd's



Paul Bitner
Managing Director, Brokerslink



Giovanni di Meo
Head of Broker Relationship Management Asia, Generali Global Corporate & Commercial, Hong Kong



Mike Donnelly
Managing Director, Donnelly Insurance Brokers Pty Ltd, Australia



Satoru Hiraga
President & CEO, Japan Insurance Brokers Association (JIBA), Japan



Sri Hadiah Watie
President Director, PT Bahtera Wahana Tritata Insurance Broker, Indonesia



Y.M. Raja Zailan Putra
Malaysian Insurance And Takaful Brokers Association & Managing Director/CEO, MIT Insurance Brokers Sdn Bhd, Malaysia



Rosmaylinda Nasution
President Director, PT Jardine Lloyd Thompson, Indonesia



Brad Weir
Head of Analytics, Asia Aon Benfield Asia



Wolfgang Mercier
President & CEO, unisonBrokers AG, Germany



Laurie Feather
Executive Director Strathearn Insurance Brokers, Australia



Clemens Philippi
Regional Manager Market Management Asia, Allianz Global Corporate & Specialty SE Singapore Branch



Maren A. Hüffmeier
Chairman & Executive Director, UNiBA Partners, Belgium



Chris Edwards
Partner, Marine, Trade & Energy, Hill Dickinson, Singapore



Arman Juffry
Member of Board Commissioner, PT Jardine Lloyd Thompson, Indonesia



Willy Ignatius Sianipar
CEO, PT Howden Insurance Brokers, Indonesia



Simon McCrum
President Director/CEO, PT Willis Indonesia



Myra Panjaitan
President Director, PT Rajawali Pialang Asuransi, Indonesia



Adi Sofyadi
Technical Advisor, PT Energi Mandiri International, Indonesia



Philippe Danielski
President Director, PT. Zurich Insurance Indonesia, Indonesia



Boyke Lukman
CEO, PT. Fresnel Perdana Mandiri, Indonesia



Thosin Setiagunawan
Vice Chairman Division I, APPARINDO / President Director, PT Axle Asia, Indonesia



Yulius Bhayangkara
Associate Director, PT Jardine Lloyd Thompson, Indonesia



James Yung-In SHIN
CEO, NCRM Insurance Service Co., Ltd/Korean Insurance Brokers Association (KIBA), Korea

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PROGRAMME

Day One: 2 March 2016, Wednesday

8.00 am	Registration & Coffee
9.00 am	Welcome Address by Conference Chairperson for Day One Vivek Atmaram Tolani (Vikas), President Director, PT Munich Lloyd International Brokers, Indonesia
9.05 am	APPARINDO's 38th Anniversary Welcome Address by Nanan Ginanjar, Chairman, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO), Indonesia
9.15 am	Official Keynote Address Edy Setiadi, Deputy Commissioner of Non - Bank Financial Institutions (NBFIs) Supervision 1 - Indonesia Financial Services Authority (OJK), Indonesia
9.45 am	Industry Keynote Jon-Paul Jones, President Director and CEO, PT AIG Insurance Indonesia
10.15 am	Special Address – World of M&As and Broking the Way Forward Robert Kelly, Managing Director and Chief Executive, Steadfast Group Limited, Australia
10.45 am	Q&A and Tea Break Hosted By Donnelly Insurance Brokers
11.15 am	Maximizing Customer Value Philippe Danielski, President Director, PT. Zurich Insurance Indonesia, Indonesia
11.45 am	Panel on Brokers Association in Asia Panel Moderator: Thosin Setiagunawan, Vice Chairman Division I, APPARINDO President Director, PT Axle Asia, Indonesia Panellists: <ul style="list-style-type: none"> • Nanan Ginanjar, Chairman, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO), Indonesia • Y.M Raja Zailan Putra, Chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA), Malaysia • Satoru Hiraga, President & CEO, Japan Insurance Brokers Association (JIBA), Japan • Gerald Lim, President, Singapore Insurance Brokers' Association (SIBA), Singapore • James Yung-In SHIN, CEO, NCRM Insurance Service Co., Ltd/ Korean Insurance Brokers Association (KIBA), Korea
12.45 pm	Lunch
2.00 pm	Session on Broker Networks <ul style="list-style-type: none"> - Joining a Global Brokers' Network as a Defensive Strategy - Competition Among Broker Networks to Staying Relevant - Cost Benefit Analysis of Broker Networks Panel Moderator: Arief Wiadi, Deputy Secretary General, APPARINDO / Vice President, PT Aon Indonesia Panellists: <ul style="list-style-type: none"> • Paul Bitner, Managing Director, Brokerslink, USA • Wolfgang Mercier, President & CEO, unisonBrokers AG, Germany • Mareen A. Hüffmeier, Chairman & Executive Director, UNiBA Partners, Belgium • Robert Kelly, Managing Director and CEO, Steadfast Group Limited, Australia
3.00 pm	Sleep Easier with Less Risk Exposure! Mike Donnelly, Managing Director, Donnelly Insurance Brokers Pty Ltd, Australia
3.30 pm	The Difference between Good Broker and a Great Broker – From an Global P&C Insurers' Perspective Clemens Philippi, AGCS Asia, Regional Manager, Market Management Allianz Global Corporate & Specialty SE Singapore Branch
4.00 pm	Impact of Reform in English Insurance Law on Brokers in the Asia-Pacific Region Chris Edwards, Partner, Marine, Trade & Energy, Hill Dickinson, Singapore
4.30 pm	End of Day One with Tea Break
6.30 pm	APPARINDO 38th Anniversary Welcome Dinner By invitation Only Tickets at US\$100. Please contact APPARINDO secretariat: Tel : +62 (021) 57942553 Fax : +62 (021) 57942554 Email : apparindo@gmail.com

Day Two: 3 March 2016, Thursday

9.00 am	Welcome Address by Conference Chairperson for Day Two Myra Panjaitan, President Director, PT Rajawali Pialang Asuransi, Indonesia
9.05 am	Special Address: The Global Risks Report 2016 Satoru Hiraga, President & CEO, Japan Insurance Brokers Association (JIBA)
9.30 am	Lloyd's City Risk Index 2015-2025 Michelle Cockrill, Regional Head of Marketing and Communications, Asia Pacific, Lloyd's
10.00 am	Special Panel on Broking in Indonesia Panel Moderator: Yulius Bhayangkara, Secretary General, APPARINDO/Associate Director, PT Jardine Lloyd Thompson, Indonesia Panellists: <ul style="list-style-type: none"> • Simon McCrum, President Director, PT Willis Indonesia • Arman Juffry, Member of Board Commissioner, PT Jardine Lloyd Thompson, Indonesia • Adi Sofyadi, Technical Advisor, PT Energi Mandiri International, Indonesia • Dr Junaedy Ganie, Commissioner, PT Axle Asia, Indonesia
11.00 am	Q&A followed by Tea Break
11.30 am	Nat CAT – Role of Brokers in Developing the New Product Brad Weir, Head of Analytics, Asia, Aon Benfield Asia
12.00 pm	Forging a New Partnership Among Clients, Brokers and Insurers Giovanni di Meo, Head of Broker Relationship Management Asia, Generali Global Corporate & Commercial, Hong Kong
12.30 pm	A Broker's Role as Claim Experts Laurie Feather, Executive Director, Strathearn Insurance Brokers, Australia
1.00 pm	Lunch
2.15 pm	Brokers' CEO Panel: Setting Best Practices Panel Moderator: Gerald Lim, President, Singapore Insurance Brokers' Association (SIBA), Singapore Panellists: <ul style="list-style-type: none"> • Rosmaylinda Nasution, President Director, PT Jardine Lloyd Thompson, Indonesia • Willy Ignatius Sianipar, President Director, PT Howden Insurance Brokers, Indonesia • Mike Donnelly, Managing Director, Donnelly Insurance Brokers Pty Ltd, Australia • Chris Edwards, Partner, Marine, Trade & Energy, Hill Dickinson, Singapore • Boyke Lukman, CEO, PT Fresnel Perdana Mandiri, Indonesia
3.15 pm	Women in Broking: A Step to the Top Panel Moderator: Myra Panjaitan, President Director, PT Rajawali Pialang Asuransi, Indonesia Panellists: <ul style="list-style-type: none"> • Mareen A. Hüffmeier, Chairman & Executive Director, UNiBA Partners, Belgium • Sri Hadiah Watie, President Director, PT Bahtera Wahana Tritata Insurance Broker, Indonesia • Rosmaylinda Nasution, President Director, PT Jardine Lloyd Thompson, Indonesia
4.00 pm	End of Brokers' Summit & Tea Break

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Registration Email: loga@asiainsurancereview.com

Conference Registration

Registered by _____

To: Ms Loga, Asia Insurance Review
 69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
 DID: +65 6372 3184 • 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 24 February 2016) **Normal Registration**

Subscribers US\$1,280 Subscribers US\$1,780
 Non-Subscribers US\$1,580* Non-Subscribers US\$1,980*

(*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 2016: 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: 24 February 2016

For cancellation in writing made before **24 Feb 2016**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **24 Feb 2016**. 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
 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: _____

Hotel Reservation:

Email: group.reservation@themulia.com

Hotel Reservation Form

Group Reservation:

Email: group.reservation@themulia.com
The Mulia, Mulia Resort & Villas – Nusa Dua, Bali
 Jl. Raya Nusa Dua Selatan, Kawasan Sawangan, Nusa Dua
 80363, Bali, Indonesia
 Tel: +62 361 3017777 • Fax: +62 361 3027888
 Indonesia Toll Free: 0800-1-1 MULIA (68542)
www.themulia.com

PLEASE FILL IN GUEST PARTICULARS ON REGISTRATION FORM

Code: AIRSUM16

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Grandeur Deluxe

- Single Double US\$200+

Signature Ocean Court

- Single Double US\$255+

Signature Lagoon

- Single Double US\$295+

Special Request

- King Bed Twin Bed Smoking Non-Smoking

- The room rates quoted are subject to current 21% prevailing Government Tax and Service Charge.
- The room rates quoted are inclusive of daily Buffet Breakfast at The Café up to 2 (two) persons.
- Pre/Post extension stay is extended 3 (three) days prior and after the main group dates. The above group rates will apply.
- Check-in time is from 15:00 hrs on the day of arrival. Delegate who wishes to occupy guest room before 15:00 hrs must reserve the guest room for a night prior to the arrival date.
- Check-out time is by 12:00 hrs on the day of departure. Delegate who checks out after the official check out time of 12:00 hrs shall be charged for additional night under the Daily Room Rate.
- Rooms are subject to availability. Bookings are processed on a first-come-first-served basis.

Cancellation

Policy: Non-refundable deposit of 50% room charges will be deducted from the credit card provided at time of booking and 50% non-refundable balance payment will be charged on 01 Feb 2016.

AIRPORT TRANSFER

The Mulia, Mulia Resort & Villas – Nusa Dua, Bali is located just 30 minutes from the Ngurah Rai Airport and airport transfer is available upon request.

- Airport to Hotel - Alphard at USD60 Nett
 Hotel to Airport - Alphard at USD60 Nett
 Airport to Hotel - Mercedes at USD175 Nett
 Hotel to Airport - Mercedes at USD175 Nett
 Airport to Hotel - Resort Van at USD30 Nett
 Hotel to Airport - Resort Van at USD30 Nett

Please note that above rates are subject to change without prior notice.

Please note that Hotel will not be responsible to any service provide by 3rd party.

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: _____