

20 years of bringing Banks & Insurers together!

#AIRbanc 20th Asia Conference on Bancassurance & Alternative Distribution Channels

29-30 April 2019, Bangkok, Thailand

Millennium Hilton Hotel,
Bangkok, Thailand

**Theme: "Power of Two: Boosting Sales Through
Customer Engagement & Tech"**

**Using AI, Big Data, Blockchain, Fintech & Martech to Stay Ahead
of the Game in the New World of Disruption & Innovation**

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With businesses world over using data for decision making and AI ranging from distribution, marketing, servicing customers to cross-selling, embracing an open digital insurance shopping and banking space is critical for insurers and banks! Can bancassurance stand out and be an innovative disruptor? The largest-scale innovations aren't happening in products but in customer engagement and experience, experiential areas to be explored for the future of automation. But using AI has consequences for business structures, strategies, processes and costs.

- Are emerging technologies able to drive differentiated and magical experiences in providing financial services for customers around the world?
- Can bancassurance continue to make massive profits?
- Do bancassurance M&A mega billion-dollar deals make sense anymore?
- Where do you find the right partnerships in the new ecosystem and ensure that the company culture and system are good match?

Asia Insurance Review's 20th Asia Bancassurance conference is the key event for banks, insurers, regulators, financial services providers and leading industry leaders to come together and discover the game-changing disruptions fueling the future of fintech, Insurtech, digital distribution and mobile payments. The two-day conference will look at customer engagement, omni-channels strategies, innovative solutions to improve underwriting, pricing and payment systems, how bancassurance has transformed over the past two decades and the direction bancassurance should envision to continue to be legendary!

Sign Up Now!

WHO SHOULD ATTEND

- Regional Heads of bancassurance
- Regulators, Bankers, Insurers, Reinsurers, Brokers, Banks, Financial Institutions & Service Providers across the region and around the world
- Global corporations, Regional players, Partners of Insurers and Banks on affinity marketing and branding
- Management consultants, Technology experts, Lawyers, Advisors and Professionals serving the banking and insurance fraternities
- CEOs, CMOs, Directors, and Marketing Managers of Life and General insurance companies dealing with bancassurance or looking at expanding bancassurance opportunities and improving distribution network as well as new channels and strategic partners.

DAY ONE

29 April 2019, Monday

8.00am

Registration & Coffee

9.00am

Opening Address by Conference Chairman



William Malek

Senior Executive Director for Leadership and Innovation, SEAC (Southeast Asia Center)

9.10am

Keynote Address



Chuchatr Pramoolpol

Chuchatr Pramoolpol, Deputy Secretary-General, Examination, Office of Insurance Commission, Thailand

9.20am

Industry Address by TGIA



Kheedhej Anansiriprapha

Executive Director, Thai General Insurance Association (TGIA)

9.30am

Industry Address by TLAA



Nusara Banyatpiyaphod

President, Thai Life Assurance Association (TLAA); President, Ocean Life Insurance Public Company Limited

9.40am

International Address



Na Jia

CEO, ReMark International

10.30am

Keynote Address II - The ASEAN Opportunity:

How Fintech and Traditional FIs Could Bridge the Insurance Gap



Tom Duncan

Head of Insurance, Grab Financial Group

10.55am

Q&A

11.00am

Tea Break

11.30am

Motivational Keynote: Using Strategic Foresight to Plan Your Innovation Pipeline



William Malek

Senior Executive Director for Leadership and Innovation, SEAC (Southeast Asia Center)

**Panel on Bancassurance Over 20 Years: Lessons from the Worst and the Best
20 Strategic Tips on Being a Winner in Bancassurance**

12.15pm



Panelists:

Aman Chowla

Executive Director of Thai Life Assurance Association (TLAA);
CEO, Prudential Life Assurance (Thailand) PCL



Sammeer Sharma

Managing Director & Head, Wealth Management, Standard Chartered Bank,
Malaysia



Kevin Foo

Head of Bancassurance, Tokio Marine Life Insurance Singapore

1.00pm

Lunch Hosted by **ReMark**

2.15pm

Revolutionising Enterprise Performance Management



Aaron Neo

Director, Enterprise Solutions, APAC, KPISOFT

2.40pm

Innovative Data Science Solutions Around Distribution Workforce,
Impact of Digital Tools in Capturing Data for Better Underwriting



Athiratt Jarnyaharn

Senior Vice President - Smart Data, FWD Life Insurance Public Company
Limited

3.00pm

New Era New Partnership: A Co-location Provider for the Push
of Digital Transformation (DX)



Dr Nitipong Boon-long,

Commercial Director, SUPERNAP Thailand

3.20pm



Special Case Study: Increasing Bancassurance Revenue Through Effective Customer Segmentation And Customer Centricity

Vineet Jaiswal

Head of Bancassurance, National Bank of Oman

3.40pm



Bancassurance Takes A Quantum Leap - A Dynamic Underwriting Approach

Dr Kamakhya Das,

Chief Medical Underwriter, L&H, Asia Pacific, Partner Re

4.00pm

Q&A

4.10pm

Tea Break & Close of Day One

DAY TWO

30 April 2019, Tuesday

9.00am

Biological Age Model and Business Cases

Introducing the innovative algorithm called "Biological Age Model" that makes dynamic underwriting and individualized pricing possible. BAM algorithm was developed by SCOR and recently enhanced via partnership with Garmin. Using BAM, we have also built a powerful customer engagement platform with two recent successful launches in Asia! This is truly a fascinating InsurTech solution.



Vincent Shi

Managing Director, SCOR GDS Asia

9.45am

SME Bancassurance – An Untapped Opportunity



Tobias Schneider

Director, Strategy Consulting, Aon Inpoint

10.20am

Leveraging AI in Bancassurance

- Value chain of insurers/ bancassurance players
- What's the potential prize
- The key questions to get started



Zao Wu

Analyst, Celent

10.50am

Q&A

11.00am

Tea Break

11.30am

Special Highlight:

- The New TV: How The Insurance Industry Can Leverage Social Videos to Grow Business!
- Mobile Storytelling to Touch the Audience and Engage Customers
- What is Growth Hacking and Why It Is One of the Fastest Growing Marketing Trends in Digital Marketing



Melvyn Tan

Business & Video Strategist, Founder, Befinity Media;
LinkedIn's top video creator in Asia!

12.30pm

12.45pm

2.00pm

Q&A

Lunch

Session & Panel Chairman:

Dr Tom Ludescher

CEO Asia & EMEA, Entsia International



BancAssurance Group and Worksite Sales Using An AI-Driven Population Health Platform



Rosaline Koo

Founder & CEO, CXA

2.20pm

Boosting Insurance Sales with Deep Learning

Koby Karp

Executive Director, Decision Science, RGAX APAC



2.40pm

Solving Real World Issues with Blockchain Technology

Alvin Ang

CEO, fidentiaX



**Panel on the Art of Bargaining in Bancassurance & "Distributive Negotiation".
Partnerships & Accelerating Innovation Through Channels, Cooperation & Coopetition.
The Benefits of Collaboration and How This Can Drive Transformational Change.**

3.00pm

Panelists:

Rosaline Koo

Founder & CEO, CXA



Koby Karp

Executive Director, Decision Science, RGAX APAC



Alvin Ang

CEO, fidentiaX



4.00pm

Tea Break & Close of Conference

20th Asia Conference on Bancassurance and Alternative Distribution Channels

29-30 April 2019, Millennium Hilton Hotel, Bangkok, Thailand

Registration Email: loga@asiainsurancereview.com

Conference Registration

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PERSONAL PARTICULARS

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REGISTRATION

Early Bird (valid till 28 Mar 2019)

Subscribers US\$1,280

Non-Subscribers US\$1,580*

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

Normal Registration

Subscribers US\$1,780

Non-Subscribers US\$1,980*

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 2019

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.

Accredited by General Insurance Association of Singapore

Closing date for registration: 22 April 2019

For cancellation in writing made before **28 Mar 2019**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **28 Mar 2019**. 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

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• Swift Code: DBS SSGSG

Please debit the sum of US Dollars US\$ _____ for Conference Registration fee from my

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VISA

American Express

Card Holder's Name: _____

Signature: _____

Card No.: _____

Date: _____

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

(Conference fee is zero-rated for GST)

Hotel Reservation:
Email: BKKHI_RES@hilton.com; kornkamol.jirawongaram@hilton.com

Hotel Contact

Attn: Ms Kornkamol Jirawongaram, Conference and Event Sales Executive
Email: kornkamol.jirawongaram@hilton.com; Hotel Reservation: BKKHI_RES@hilton.com

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ROOM RATE

Deluxe Room: Single THB 3,700nett per night • Double THB 4,100nett per night

-Rates are inclusive of 10% service charge and prevailing GST (goods & services tax).

-Including breakfast and high-speed internet.

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