

Asia Conference on Bancassurance and Alternative Distribution Channels — Virtual

Theme: Bancassurance reinvented



**4 – 5 May
2021**

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In today's digital and customer-centric world, banks and insurers need to run bancassurance on a joint strategy. With the pandemic and resulting lockdowns accelerating the digital needs of customers, insurers must look towards providing seamless online integration and remote service offerings to build high-performing bancassurance in the next normal. How can it be achieved? What are the key strategies for successful alliances? Bancassurance and insurers need to build a more effective partnership with InsurTech startups in order to compete in a fast-moving tech environment. With the demand for new products growing post-lockdown, insurers can leverage the bancassurance channel in an efficient and cost-effective way.

Asia Insurance Review's Asia Bancassurance virtual conference will set the stage for banks, insurers, strategic partners and international top leaders to explore innovative strategies to harness the power of partnerships, dynamic distribution channels, smart deals, advanced analytics that drive lead generation, as well as the reengineered insurer-bank collaboration model to keep bancassurance thriving.

Topics:

- Bancassurance reinvented – Building the next-gen bancassurance
- Banking on bancassurance in the new normal
- How did COVID-19 impact bancassurance with no footfalls at banks?
- The marketing edge and mantra of bancassurance
- Bancassurance in low-interest environment: Leveraged financing in bancassurance deals
- When will bancassurance make it big in non-life?
- The real synergy between banks and insurers
- Mega trends in bancassurance M&A
- How can banks and insurers effectively partner with InsurTech startups?
- The latest developments in bancatakaful
- Why the time for digital transformation is now
- Digital bancassurance: Trends and best practices
- InsurTech disruptive innovation – making the impossible possible
- Bancassurance partnership in the Middle East - How they compare? Marketing, innovation, etc
- Profitability
- Global bancassurance industry market trends - size, growth, opportunities and forecasts
- Post-COVID-19 lockdown – Life insurance and role of bancassurance

Panel: Strategic bancassurance alliances

- Towards a win-win bancassurance partnership
- How can banks and insurers effectively partner in the digital era?
- The challenges presented by legacy technology

Panel on insurance distribution dynamics – managing multiple distribution channels - digital distribution, social media

Virtual experience



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Networking opportunities available

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Programme

Day 1: 4 May 2021, Tuesday / SGT (GMT +8)

2.30pm



Digital transformations in bancassurance during the COVID-19 pandemic

Leigh Allen

Director, Global Surveys and Distribution Research, RGA

3.00pm



Bancassurance reinvented – Building the next-gen bancassurance
- How customer ecosystems will drive change in business

Amol Shah

Director, Bancassurance & RAKselect, RAKBANK

3.30pm



Digital Bancassurance – Driving incremental growth opportunity

Ajit Rochlani

Principal, Insurance - Asia Pacific, Oliver Wyman

4.00pm

Panel: Strategic bancassurance alliances – Towards a win-win bancassurance partnership

- How can banks and insurers effectively partner in the digital era?
- The challenges presented by legacy technology
- Who markets for whom?
- What will the post-COVID bancassurance pull be?

Moderator:



Vikas Arora

CEO, AMFORCE Advisors and Consultants

Panellists:



Richard Vargo

Managing Director, Bancassurance, DBS Bank



Thomas Dijohn

Senior Vice President, Asia-Pacific, dacadoo



Amol Shah

Director, Bancassurance & RAKselect, RAKBANK

5.00pm

Networking Opportunities and Close of Day 1

Programme

Day 2: 5 May 2021, Wednesday / SGT (GMT +8)

2.30pm



Real synergy between Banks and Insurers

Varun Gupta

EVP & Head for Axis Bancassurance Relationship, Max Life Insurance Company Limited

3.00pm



Mobile Bancassurance Solution

Dominik Locher

Manager, Digital Eco-Systems, smile.direct versicherungen

3.30pm



Banca 2025 – Key differentiating factors from traditional distribution

Martin Frick

Senior Advisor, 360F

4.00pm



Inclusive and Digital Bancassurance

Rehan Butt

Vice President, Micro Insurance Company

4.30pm

Networking and End of Asia Conference on Bancassurance and Alternative Distribution Channels