

# 6th Asian Insurance CFO Summit

14-16 May 2012, The Marina Mandarin, Singapore

*The Central Role of the CFO: Ready, Willing and Able*



## Keynote Addresses by



**Dr Huang Tien-Mu**  
Director General,  
Insurance Bureau,  
Financial Supervisory Commission  
Taiwan



**David Fried**  
Regional CEO,  
Allianz Insurance Management  
Asia Pacific Pte Ltd

**Register by  
20 April 2012 for  
Early Bird Discounts!**



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**G**lobal uncertainty in the western economies has driven boardroom focus to the emerging markets. Asia, with its strong growth prospects is often seen as a beacon of hope for the insurance industry. Behind the scene, Asian insurers are, in fact, encountering challenges to sustain growth due to the diversity and complexity of the markets:

- Unprecedented number and scale of natural disasters;
- Significant regulatory change;
- An increasingly sophisticated customer base; and
- Tighter controls around access to capital.

The CFO plays a key role in navigating an insurer through these times of uncertainty.

The 6th annual Insurance CFO Summit hosted by *Asia Insurance Review* and Ernst & Young will look at “*The Central Role of the CFO*”. The new generation CFOs must be ‘ready, willing and able’ to face the changes as well as identify the opportunities for growth that come with the changing environment.

To be **READY**, CFOs today must understand the issues facing the industry while anticipating the future landscape to ensure their organisations are ready. To be **WILLING**, the new-age CFOs must be able to balance the requests of different stakeholders and be willing to think out-of-the-box for new ideas to sustain growth effectively. And to be **ABLE**, CFOs must be equipped with the most appropriate tool kit to assist them in navigating the organisations through changes in uncertain times.

CFOs today must have the skill set of true leaders and be able to build expertise to yield better results.

The programme has an impressive panel of international speakers and will touch on a wide range of topics to ensure that CFOs are well-equipped to embrace opportunities and address challenges as they arise.

## Who Should Attend

- CFOs, CEOs and COOs of Insurance & Reinsurance Companies
- Investment Managers
- Financial Executives
- Management Consultants
- Industry Actuaries, Accountants, and Tax Managers
- Service Providers to the Insurance Industry
- Regulators
- Banks and Bancassurance practitioners

## Speakers include:



**Garth Jones,**  
Group CFO,  
**AIA Group Ltd**



**Dr Nick Axford**  
Executive Director, Head Of Research,  
Asia Pacific,  
**CBRE**



**Alexis Zervoglos**  
Managing Director,  
Pensions and Insurance Structuring,  
**Commerzbank**



**Ross O'Brien**  
Director,  
**The Economist Corporate Network**



**Shaun Crawford**  
Global Insurance Leader,  
**Ernst & Young**



**Scott Ryrie**  
Managing Director, Vice Chairman,  
Asia Pacific,  
**Guy Carpenter & Co Pte Ltd**



**Matthew Malloy**  
Managing Director, Head of Global  
Insurance Solutions Group,  
**J.P. Morgan Asset Management**



**Shih Nin Low**  
Chief Marketing Officer,  
**RGA Reinsurance Company, Hong Kong and Southeast Asia**



**David Alexander**  
Head of Business Development Asia,  
**Swiss Re**

**Event Sells Out Fast!**

**Register Quickly to Secure Your Seat**

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## PROGRAMME

### Day One: Monday, 14 May 2012

- 6.00 pm Early Registration of All Participants
- 6.30 pm Welcome Cocktail Hosted by **Ernst & Young**
- 8.00 pm

### Day Two: Tuesday, 15 May 2012

- 8.00 am Registration & Coffee
- 8.45 am **Opening Remarks**  
*Jeff Malatskey, Insurance Practice Leader, Asia, Ernst & Young*
- 8.50 am **Welcome Address by Conference Chairman**  
*Bill Bartlett, Director, Reinsurance Group of America Inc., RGA Reinsurance Company of Australia Ltd, Suncorp-Metway Limited*
- 9.00 am **Keynote Address I: A Dialogue with the Regulators**  
*Dr Huang Tien-Mu, Director General, Insurance Bureau, Financial Supervisory Commission, Taiwan*
- 9.30 am **Keynote Address II: Role Redefined: How is the Changing Market Landscape Re-Moulding the Role of CFOs Nowadays**  
*David Fried, Regional CEO, Allianz Asia Pacific*
- 10.00 am **What CFOs Need to Know about the Buying Patterns & Behaviour of Consumers in the Region**  
*Shaun Crawford, Global Insurance Leader, Ernst & Young*
- 10.30 am **Special Address: The Global Landscape & Outlook for Asia**  
*Ross O'Brien, Director, Hong Kong, Economist Corporate Network, Economist Intelligence Unit, The Economist Group*
- 11.00 am Tea Break

### Getting READY to go

- 11.30 am **Growth Opportunities – How to Prepare for the Future, What's Next?**  
*Scott Ryrie, Vice Chairman & Managing Director, Asia Pacific, Guy Carpenter & Company Private Ltd*
- 12.00 nn **Product Innovation and Development**  
*Shih Nin Low, Chief Marketing Officer, RGA Reinsurance Company, Hong Kong and Southeast Asia*
- 12.45 pm Lunch Hosted by **Ernst & Young**
- 2.00 pm **Reinsurance Alternatives for M&A**  
*Gaston Nossiter, Senior Vice President, Global Financial Services, RGA Asia Pacific*
- 2.45 pm **The Red Flags for CFOs – Focussing on Compliance & Relevant Issues moving into 2013 and Beyond**  
*John Campbell Tupling, CEO, CIMB-Principal Asset Management Bhd*
- 3.30 pm Tea Break
- 4.00 pm **Trends in Outsourcing of Investment Management**  
*Matthew Malloy, Managing Director, Head of Global Insurance Solutions Group, J.P. Morgan Asset Management*
- 4.45 pm **The Many Facets of the Next Generation CFO**  
*Chris Wei, Group Chief Executive Officer, Great Eastern Holdings Limited*
- 5.30 pm End of Day 2

### Day Three: Wednesday, 16 May 2012

### The Brave New World: WILLINGNESS to take Charge

- 9.00 am **New Business Strategies for CFOs**  
*Garth Jones, Group CFO, AIA Group*
- 9.45 am **Ratings – What CFOs must know**  
*M M Lee, General Manager, Analytics, A.M. Best*
- 10.30 am Tea Break
- 11.00 am **Capital Management in Asia – Today & Tomorrow**  
*David Alexander, Head of Business Development, Asia, Swiss Re*
- 11.30 am **Guaranteed Long-term Savings – Achieving Product Innovation & Capital Efficiency**  
*Alexis Zervoglos, Managing Director, Pensions and Insurance Structuring, Commerzbank AG*
- 12.15 pm Lunch Hosted by **RGA Re**

### ABLE to Deliver: The Essence to Success

- 1.45 pm **Special Focus on IFRS, Solvency II, ERM & RBC – Changing the Way CFOs Run the Business**  
*Kieren Cummings, Partner, Financial Services, Ernst & Young & Graham Handy, Insurance Practice Leader, Asean, Financial Services, Ernst & Young*
- 2.45 pm **Leveraging on Property as a Profitable Asset Class for Insurance CFOs**  
*Dr Nick Axford, Executive Director, Head of Research, Asia Pacific, CBRE*
- 3.15 pm **Fraud Risk Management for CFOs**  
*Chris Fordham, Managing Partner, Fraud Investigation & Dispute Services, Asia Pacific, Ernst & Young*
- 3.45 pm **Managing Talent & Developing Next Generation CFOs**  
*Robert Knight, APAC Managing Partner, CEO & Board Practice, Heidrick & Struggles*
- 4.15 pm **Anchor Address by Conference Chairman**  
*Bill Bartlett, Director, Reinsurance Group of America Inc., RGA Reinsurance Company of Australia Ltd, Suncorp-Metway Limited*
- 4.45 pm Close of Conference & Refreshments



# 6th Asian CFO Insurance Summit

14-16 May 2012, Marina Mandarin, Singapore

Fax to: (65) 6512 5335

## Conference Registration Form

To: Ms Loga, Asia Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: (65) 6372 3184 • email: loga@asiainsurancereview.com  
or register online at 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 20 Apr 2012)

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/MIR magazine ☐ AIR/MIR Website ☐ Brochure ☐ Email  
☐ Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

Remarks:

#### Group registration:

**Special Offer for Year 2012** 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.

Accredited by  
General Insurance Association  
of Singapore

#### Special Dietary Requirements

☐ I would like to have vegetarian meals during the Conference.

#### Closing date for registration: 7 May 2012

For cancellation in writing made before **20 Apr 2012**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **20 Apr 2012**. 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 inclusive of prevailing GST)

Fax to: (+65) 6845 1020

Please fax Room Reservation  
Form direct to Hotel

## Hotel Reservation Form

Attn: Mr Desmond Chong, Meeting Services Manager  
DID: +65 6845 1039 • Fax: +65 6845 1020  
Email: desmond.chong@meritushotels.com

### Marina Mandarin Singapore

6 Raffles Boulevard, Marina Square, Singapore 039594  
Tel: +65 6845 1000  
www.marina-mandarin.com.sg

**Please fill in Guest particulars  
on Registration Form**

### ARRIVAL DATE

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

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

### DEPARTURE DATE

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

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

### ROOM TYPE / ROOM RATE

**\*Note:** Kindly be advised that wef 30 April 2012, standard rooms at the Marina Mandarin Hotel are fully booked (including Deluxe, Executive Deluxe, Club Room). For enquires on **Suites Room**, kindly contact Mr Desmond Chong at desmond.chong@meritushotels.com.

**\*Room Preferences:** (\*subject to availability)

☐ Smoking ☐ Non-smoking  
☐ King bedded ☐ Twin bedded

### LIMOUSINE ARRANGEMENT

☐ Require ☐ Not require  
☐ One (1) way limousine transfer from Airport to Hotel at SGD95.00 subject to 7% GST  
☐ One (1) way limousine transfer from Hotel to Airport at SGD95.00 subject to 7% GST  
☐ Return limousine transfer at SGD190.00 subject to 7% GST

Car pick up between 2300hr - 0700hr, a surcharge of \$11 + 7% will be levied. All pick-ups can be guaranteed upon credit card details received.

Additional comments/ special requirements:

- 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 12:00 hours. Early check-in and late check-out charges will apply.
- All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.
- Guarantee policy: One night charge will be imposed to the credit card upon cancellation made less than 21 days prior to date of arrival. For No-Show, a full duration of the confirmed booking will be imposed.
- All reservations are to be guaranteed upon credit card details received.

### RESERVATION GUARANTEE

#### Credit Card

☐ Visa ☐ Mastercard ☐ Amex  
☐ Diners ☐ JCB

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

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

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

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