

Asia Motor Insurance and Claims Management Conference

18-19 May 2015

Mandarin Oriental Jakarta, Indonesia

Theme: "Driving Profitability into Motor"



Welcome Address:

Drs Ahmad Fauzie Darwis
Chairman, Asosiasi Asuransi Umum Indonesia (The General Insurance Association of Indonesia) – AAUI



Regulatory Keynote:

Dumoly Freddy Pardede
Deputy Commissioner II, Non-Bank Financial Industry Supervision, Otoritas Jasa Keuangan (Indonesia Financial Services Authority)

Organised by:

ASIA INSURANCE REVIEW

Sponsor:

merimen

Media Partner:

MIDDLE EAST INSURANCE REVIEW

Supported by:



www.asiainsurancereview.com/airmotor

@AIRDaily #AIRmotor

/AsiaInsuranceReview

/company/asia-insurance-review



Asia Motor Insurance and Claims Management Conference

18-19 May 2015, Mandarin Oriental Jakarta, Indonesia

With Indonesia being the largest vehicle market in the ASEAN region, Asia Insurance Review brings the Asia Motor Insurance and Claims Management Conference 2015 to Jakarta with the theme of "Driving Profitability into Motor".

Motor is bread and butter business in most of Asia. Yet it is still in a relatively immature state. Each market has unique characteristics, with regulatory forces and ability to innovate, price and develop products varying greatly between geographies. Many mourn that motor is unprofitable. Yet the dynamics of motor insurance is such that it can be underwritten with profit.

Hence the Conference will bring winners together to allow each established insurer to benefit from insights and experiences across the various markets.

Join leading stakeholders as they provide key insights to successful, profitable growth in Asia's heavily regulated and fragmented motor insurance market.

- What are the strategies for success in underwriting motor profitably?
- What are the drivers in motor insurance?
- Can market share win the race?
- What are the dynamics of motor business within key markets and their potential for growth?

Who Should Attend

- Claims Managers and Senior Executives of Insurance and Reinsurance Companies
- Underwriters Dealing with Motor Lines of Business
- Claims Assessors
- Loss Adjusters
- Risk Managers
- Fraud Investigators
- Agents and Brokers
- IT Service Providers
- Automobile Associations and Workshops
- Transport Authorities
- Lawyers
- Fleet Managers of MNCs
- Consumer Bodies
- Regulators

Speakers include:



Dr Dirk Schmidt-Gallas, Partner and Member of the Board, Simon-Kucher & Partners, Strategy & Marketing Consultants and Global Head of the Insurance Competence Center



Simon CK Lee, Senior Manager - Actuarial Services, Ernst and Young



Yves-Daniel Cochand, Managing Director, Head of Casualty Underwriting for Asia, Swiss Re



Fabian Lum, Regional Business Development Director, Merimen Group



Amitabh Jain, Head Motor Underwriting & Claims ICICI Lombard General Insurance Company Limited



David Picking, Technical Director – Motor, Crawford & Company International Pte Ltd



Susandarini, Partner, Susandarini and Partners in association with Norton Rose Fulbright Australia



Alan Smees, Regional Head of Property & Casualty Asia Pacific, Allianz SE, Singapore Branch



Mazahir Valikarimwala, Vice President, Financial Service Industry, APJ / MENA, SAP



Andre Djokosoetono, Director, PT Blue Bird Tbk.



Anthony Hobrow, Deputy Chairman, Direct Asia Insurance (Holdings) Pte Ltd



Sri Hadiah Watie, Vice Chairman III / Head, Inter-Institution & International Relations, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)



Thomas Peter, Chief Underwriting Officer, Southeast Asia, Munich Re



Marnix Zwart, Senior VP Business Development, GoBear.com



Paul-Henri Rastoul, President Director & CEO, PT Asuransi AXA Indonesia



KyongSun Kong, Analyst, Celent, a part of Oliver Wyman



Wayan Pariama, ACII, Chartered Insurer, Vice Chairman, Head of Agency Division, Head of the Department of Motor Vehicle Line Department, Asosiasi Asuransi Umum Indonesia (The General Insurance Association of Indonesia) – AAUI, Member of OJK's Tariff Team and Member of Board of Directors, ADIRA Insurance.



Manik Bucha, APAC Auto Business Analytics Manager, Consumer Insurance, AIG APAC Holdings Pte. Ltd.



Anthony Atkins, Manager, Financial Services – Actuarial, Ernst & Young Advisory Pte. Ltd

Asia Motor Insurance and Claims Management Conference

18-19 May 2015, Mandarin Oriental Jakarta, Indonesia

PROGRAMME

Day 1: Monday, 18 May 2015

8.00 am	Registration
9.00 am	Opening Remarks by Day One Conference Chairman <i>Sivam Subramaniam, Editor-in-Chief, Asia Insurance Review & Middle East Insurance Review</i>
9.10 am	Welcome Address <i>Drs Ahmad Fauzie Darwis, Chairman, Asosiasi Asuransi Umum Indonesia (The General Insurance Association of Indonesia) – AAUI</i>
9.20 am	Keynote Address <i>Dumoly Freddy Pardede, Deputy Commissioner II, Non- Bank Financial Industry Supervision, Otoritas Jasa Keuangan (Indonesia Financial Services Authority)</i>
9.50 am	Launch of Book on AEC by ISEA Speech by <i>Sri Hadiah Watie, Vice Chairman, ISEA</i> Presentation Ceremony of Book on AEC to OJK Representative, Dumoly Freddy Pardede, Deputy Commissioner II, Non-Bank Financial Industry Supervision, Otoritas Jasa Keuangan (Indonesia Financial Services Authority) by Indonesia Senior Executives Association (ISEA) Representative, Sri Hadiah Watie, Vice Chairman, ISEA
10.20 am	Presentation of Gifts of Appreciation to Sponsor & Day One Speakers
10.30 am	Networking Coffee Break
11.00 am	The State of Asia's Motor Insurance Market: Current and Future Priorities from the Reinsurers' Perspective <i>Yves-Daniel Cochand, Managing Director, Head of Casualty Underwriting Asia, Swiss Re</i>

Panel: Special Focus on Motor Insurance in Indonesia

11.30 am	<ul style="list-style-type: none"> Challenges of Motor Insurance in Indonesia Tariff - Zoning and Loss Ratio Distribution Challenges Role of Reinsurance Fleet Owners Motor Insurance <p>Panel Moderator: <i>Goenawan Hadidjojo, President Director, PT BESS Central Insurance</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> <i>Sri Hadiah Watie, Vice Chairman III / Head, Inter-Institution & International Relations, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)</i> <i>Wayan Pariama, Vice Chairman, Head of Agency Division, Head of the Department of Motor Vehicle Line Department, Asosiasi Asuransi Umum Indonesia (The General Insurance Association of Indonesia) – AAUI, Member of OJK's Tariff Team and Member of Board of Directors, ADIRA Insurance</i> <i>Andre Djokosoetono, Director, PT Blue Bird Tbk.</i>
----------	---

12.15 pm	Market Update: Motor Takaful in Indonesia <i>Tati Febriyanti Purnomo, Senior Vice President of Sharia Business Development and Senior Vice President of Compliance, Asuransi Astra Buana, PT; & Secretary General of Asosiasi Asuransi Syariah Indonesia (AASI) / Indonesia Sharia Insurance Association</i>
12.45 pm	Lunch
2.00 pm	Case Study: Direct Asia - The Recipe for Success For Online Motor Insurance <i>Anthony Hobrow, Deputy Chairman, Direct Asia Insurance (Holdings) Pte Ltd</i>
2.30 pm	Maximising Profitability in your Motor Portfolio <i>Jeremy Wall, Group Managing Director, JPWALL Consulting Partners, Singapore</i>
3.00 pm	Creating a Digital Marketplace, Enabling Collaborations in the Motor Insurance Ecosystem <i>Fabian Lum, Regional Business Development Director, Merimen Group</i>
3.30 pm	Networking Coffee Break
4.00 pm	Managing Repair Networks <i>David Picking, Technical Director – Motor, Crawford & Company International Pte Ltd</i>

Panel: Claims Management and Combating Fraud

4.30 pm	<ul style="list-style-type: none"> E-Claims - benefits to Insurer/Customers/Suppliers Red Flags for Detecting Fraud Electronic Assessment of Losses / Repairs Desktop Surveys - advantages / disadvantages Surveyors role in the Claim Process Use of technology systems to assess claims Use of time limits in claims reporting <p>Panel Moderator: <i>Alan Smee, Regional Head of Property & Casualty, Allianz Asia Pacific</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> <i>Susandarini, Partner, Susandarini and Partners in association with Norton Rose Fulbright Australia</i> <i>David Picking, Technical Director – Motor, Crawford & Company International Pte Ltd</i> <i>Fabian Lum, Regional Business Development Director, Merimen Group</i> <i>Tan Kin Lian, Director, Tan Kin Lian & Associates Pte Ltd and Former CEO of NTUC Income, Singapore</i>
---------	---

5.00 pm End of Conference Day 1

Day 2: Tuesday, 19 May 2015

	Day Two Conference Chairman <i>David Piesse, Insurance Lead & Advisory Board Member of Guardtime, Hong Kong & Ambassador, APAC, International Insurance Society</i>
9.00 am	The Digital Revolution: Mayhem or Merit? <i>Dr Dirk Schmidt-Gallas, Partner and Member of the Board, Simon-Kucher & Partners, Strategy & Marketing Consultants and Global Head of the Insurance Competence Center</i>
9.30 am	Quo Vadis Motor Insurance - From An Underwriting Perspective! <i>Thomas Peter, Chief Underwriting Officer, Southeast Asia, Munich Re, Singapore</i>
10.00 am	Observations of a De-tariffed Market <i>Alan Smee, Regional Head of Property & Casualty, Allianz Asia Pacific</i>
10.30 am	Presentation of Gifts of Appreciation to Day Two Speakers
10.35 am	Networking Coffee Break
11.00 am	Distribution Dynamics in Motor: Comparison Sites, Online Distribution and Acquisition <i>Marnix Zwart, Senior Vice President, Business Development, GoBear.com, Singapore</i>

Panel: Underwriting Motor: The Car or the Person or his Driving Habit?

11.30 am	<ul style="list-style-type: none"> How Can The Industry Make Best Use of The Massive Data Available? Achieving Motor Underwriting Profitability in Emerging Markets Managing Operation Risks in unfamiliar and rapidly changing trading environments Pay As You Drive Motor Insurance No Claims Bonus No Fault Claim <p>Panel Moderator: <i>Anthony Hobrow, Deputy Chairman, Direct Asia Insurance (Holdings) Pte Ltd</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> <i>Manik Bucha, APAC Auto Business Analytics Manager, Consumer Insurance, AIG APAC Holdings Pte. Ltd.</i> <i>Paul- Henri Rastoul, CEO & President Director, AXA General Insurance Indonesia (PT Asuransi AXA Indonesia)</i> <i>Amitabh Jain, Head, Motor Underwriting & Claims, ICICI Lombard General Insurance Company Limited</i>
----------	---

12.30 pm	Lunch
2.00 pm	Price Optimization in Motor Insurance – An Integrated Approach to Measure Customer Life Time Value <i>Simon CK Lee, Senior Manager, Actuarial Services, Ernst and Young</i>
2.30 pm	Safety and Social Responsibility with Telematics <i>Mazahir Valikarimwala, Vice President, Financial Service Industry, APJ / MENA, SAP</i>
3.00 pm	Leveraging Telematics For Motor Insurance <i>Pravar Gautam, Vice President – Asia & EMEA, Scope Technologies</i>
3.30 pm	Networking Coffee Break
4.00 pm	Introduction to Telematics and UBI <i>Latest developmental trend in telematics, explore its potential applications in UBI and exchange pointers on the practical challenges for insurers in implementing UBI in Asia.</i> <i>Anthony Atkins, Manager, Financial Services – Actuarial, Ernst & Young Advisory Pte Ltd</i>
4.30 pm	Driverless Car's Impact on Insurers <i>KyongSun Kong, Analyst, Asian Financial Services Group, Celent</i>
5.00 pm	End of Conference

Asia Motor Insurance and Claims Management Conference

18-19 May 2015, Mandarin Oriental Hotel, Jakarta, Indonesia

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 30 Apr 2015)

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

(*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)

Normal Registration

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

Group registration:

Special Offer for Year 2015 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: 11 May 2015

For cancellation in writing made before **30 Apr 2015**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **30 Apr 2015**. 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 dollars: Ac 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 zero-rated for GST)

Email: mazis@mohg.com

Hotel Reservation

Attn: Mr Muhammad Aziz, Group Coordinator
Email: mazis@mohg.com

Mandarin Oriental Hotel, Jakarta

Jalan M H Thamrin,
PO Box 3392 Jakarta 10310, Indonesia
Tel: +62 (21) 2993 8888, Fax +62 (21) 2993 8940
www.mandarinoriental.com

Please fill in guest particulars
on registration form

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM (per room per night)

Superior

Single US\$200++ Double US\$220++

Deluxe

Single US\$230++ Double US\$250++

Premier

Single US\$335++ Double US\$355++

Smoking Non-smoking

King bed Twin bed

- The above rate is exclusive of 11% government tax and 10% service charge, and is a non-commissionable rate
- Buffet Breakfast for One/ Two Person (s) at Cinnamon Restaurant
- Wired/wireless Internet Access
- Check-in time is 1400 hours and check-out time is 1200 hours
- Guarantee policy: Should there be a no-show or cancellation for confirmed reservation, the full duration of room charge will be imposed.
- All reservations must be guaranteed by credit card. Rooms are subject to availability, please book your rooms by **4 May 2015**.

TRANSPORT

Not required

BMW 528i Luxury Vehicles (1-2 persons with bags) at USD62 nett per way

Airport to Hotel Hotel to Airport Round Trip

Toyota Alphard (3-4 persons with bags) at USD62 nett per way

Airport to Hotel Hotel to Airport Round Trip

Silver Bird Taxi `E` Class (1-2 persons with bags) at IDR400.000 nett per way

Airport to Hotel Hotel to Airport Round Trip

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: _____