

1st Asia Insurance Brokers' Summit

to commemorate SIBA's 40th Anniversary

25 – 26 February 2013, Marina Mandarin, Singapore

The New Age Insurance Broker

Cutting-Edge Strategies to Remain Competitive
in Asia's Changing Risk Landscape



Register by
18 Jan 2013 for
Early Bird Discounts!

Official Keynote Address



Ng Nam Sin
Assistant Managing Director of the
Development Group,
Monetary Authority of Singapore



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The Asia Insurance Brokers' Summit, which commemorates the 40th Anniversary of the Singapore Insurance Brokers' Association (SIBA), provides a meaningful platform for the brokers in Asia to come together to look at critical issues affecting them in the changing risk profile of the region.

The Summit will look at cutting-edge strategies for insurance brokers as well as corporate risk managers to reinforce their role as a valued partner of the industry and make it more professional and sustainable. It will focus on best practices as well as seek breakthrough ideas through a variety of interactive panel discussions, presentations and networking sessions with brokers, insurers, academics, consultants and risk experts.

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

Speakers include:



Gerald Lim
President,
**Singapore Insurance
Brokers' Association**



Andy Homer
Chairman,
**British Insurance Brokers'
Association**



Prof Allan Manning
Managing Director,
LMI Group Pty Ltd



Robin Johnson
Regional Vice President,
Distribution, **AIG**



Ivan Donchev
Chairman of Supervisory
Committee,
**Bulgarian Association of
Insurance Brokers**



Manan Sagar
CEO,
**Lockton Companies
(Singapore) Pte Ltd**



Paul Clark
Asia-Pacific Insurance Leader,
Ernst & Young



Patrick Chan
Chairman,
**The Hong Kong Confederation
of Insurance Brokers**



B K Sinha
CEO & Managing Director,
**Unison Insurance Broking
Services, India**



Chee Keng Koon
CEO – Singapore,
**QBE Insurance
(International) Ltd**



Sohanlal Kadel
President,
**The Insurance Brokers
Association of India**



Robert Kelly
Managing Director / CEO,
Steadfast Group Ltd



Shaun Standfield
Acting Chief Operating Officer
– Asia,
**QBE Insurance
(International) Ltd**



Nanan Ginanjar
Chairman,
**Association of Indonesian
Insurance and Re-Insurance
Brokers**



Yan Mei
General Manager,
MSH China (Beijing Branch)



José Manuel Fonseca
Chairman,
Brokerslink



Satoshi Kasseki
Chairman,
**Japan Insurance Brokers
Association**



Jeff Malatskey
Insurance Practice Leader, Asia,
Ernst & Young



Martin South
CEO,
Marsh Asia Pacific



Il Ho Lee
Chairman,
**Korean Insurance Brokers
Association**



Dr Feyi Soyewo
Chairman / CEO, **Prestige
Insurance Brokers Ltd**
Chairman, **African Insurance
Brokers Association**



Kent Chaplin
Head of Asia Pacific and Managing
Director,
Lloyd's Asia



Alex Low
Chairman,
**The Malaysian Insurance and
Takaful Brokers Association**



Justin Coss
General Counsel and Company
Secretary, **InterRISK
Australia Pty Ltd**



Dallas Booth
CEO,
**The National Insurance
Brokers Association
of Australia**



Kay Jackson
Director,
Simplex Insurance Solutions

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PROGRAMME

Day One: Monday, 25 February 2013

8.00 am	Registration & Coffee	12.15 pm	Special Address: The Challenges of Independent Brokers in a Global Environment Jose Manuel Fonseca, Chairman, Brokerslink & CEO, MDS Group
9.00 am	Opening Remarks Sivam Subramaniam, Editor-in-Chief, Asia Insurance Review & Middle East Insurance Review	12.45 pm	Lunch Hosted by AIG
9.05 am	Welcome Address by Conference Chairman for Day One Jeff Malatskey, Insurance Practice Leader, Asia, Ernst & Young	2.15 pm	APAC Broker Keynote Address: Overview of the Insurance Broker's Strategic Value Add in Asia Martin South, CEO, Marsh Asia Pacific
9.10 am	SIBA's 40th Anniversary Welcome Address Gerald Lim, President, Singapore Insurance Brokers' Association (SIBA)	2.45 pm	Interactive Panel on the Real Partnerships between Risk Managers, Brokers and Insurers Chairman of Panel: Chee Keng Koon, CEO, QBE Insurance (International) Ltd, Singapore Panellists: • Franck Baron, Group General Manager, Risk Management and Insurance, International SOS • Justin Coss, General Counsel and Company Secretary, InterRISK Australia Pty Ltd Broker Of The Year (Medium) – 2012 Australian Insurance Industry Awards • Dr Feyi Soyewo, Chairman / Chief Executive Officer, Prestige Insurance Brokers Ltd; Past President, Nigeria Council of Insurance Brokers; Chairman, African Insurance Brokers Association
9.25 am	Official Keynote Address Ng Nam Sin, Assistant Managing Director, Development Group, Monetary Authority of Singapore	3.30 pm	Tea Break
9.45 am	Industry Keynote: The Outlook for the Insurance Industry – The Good, the Bad and the Ugly Robin Johnson, Regional Vice President, Distribution, AIG	4.00 pm	An Update on Local Markets in and Beyond: Specific Challenges Faced • Ivan Donchev, Chairman of Supervisory Committee, Bulgarian Association of Insurance Brokers (BAIB) • Sohanlal Kadel, President, Insurance Brokers Association of India (IBAI) • Nanan Ginanjar, Chairman, Association of Indonesian Insurance and Re-Insurance Brokers (APPARINDO) • Satoshi Kasseki, Chairman, Japan Insurance Brokers Association (JIBA) • Il Ho Lee, Chairman, Korean Insurance Brokers Association (KIBA) • Alex Low, Chairman, Malaysian Insurance and Takaful Brokers Association (MITBA)
10.15 am	Broker Keynote Address: Overview of the Role of Brokers in the Insurance Chain – Has the New Age Broker Arrived? The Value Add that Brokers Can Bring to the Marketplace Andy Homer, Chairman, British Insurance Brokers' Association (BIBA)	5.00 pm	Anchor Address: The World of Insurance and Under Insurance Kent Chaplin, Head of Asia Pacific and Managing Director, Lloyd's Asia
10.45 am	Tea Break	5.30 pm	End of Day One
11.15 am	Special Address: Brokers Without Borders – The World Network of Brokers Dallas Booth, CEO, National Insurance Brokers Association of Australia (NIBA) and Asia/Pacific Representative, The World Federation of Insurance Intermediaries (WFII)		
11.45 am	Panel of Broking Associations on Getting Geared Up to Face Changing Regulations and World of Social Media and Technology Panellists: • Patrick Chan, Chairman, Hong Kong Confederation of Insurance Brokers (CIB) • Dallas Booth, CEO, National Insurance Brokers Association of Australia (NIBA) and Asia/Pacific Representative, The World Federation of Insurance Intermediaries (WFII) • Gerald Lim, President, Singapore Insurance Brokers' Association (SIBA) • Andy Homer, Chairman, British Insurance Brokers' Association (BIBA)		

Day Two: Tuesday, 26 February 2013

9.00 am	Welcome Address by Conference Chairman for Day Two Derek Teo, President, General Insurance Association of Singapore	12.15 pm	Insurance Industry Leader of the Year - 2011 Australian Insurance Industry Awards Lunch Hosted by Ernst & Young
9.05 am	Special Address: Strategic Tips to Win in the Broking Game Today – Running an Effective Broking Operation Paul Clark, Asia Pacific Sector Leader, Financial Services Office, Ernst & Young	2.00 pm	Value Multiplication in the Health Insurance Landscape: Trends and Challenges in China Yan Mei, General Manager, MSH China (Beijing Branch)
9.35 am	Survival Strategies for Small and Medium Brokers in a World Where Big is Beautiful Kay Jackson, Director, Simplex Insurance Solutions Broker of the Year (Small) – 2012 Australian Insurance Industry Awards	2.30 pm	Technical Session: Dynamic Value Add of Brokers in Nat CATs – Risk Management and Claims Management Prof Allan Manning, Managing Director, The LMI Group
10.05 am	Strategies of a Winner B. K. Sinha, CEO & Managing Director, Unison Insurance Broking Services, India Broker Of The Year – The 16th Asia Insurance Industry Awards 2012	3.00 pm	Anchor Address: Can Brokers Shape the Future of the Industry? Shaun Standfield, Acting Chief Operating Officer – Asia, QBE Insurance (International) Ltd
10.35 am	Tea Break	3.30 pm	End of Conference & Tea Break
11.15 am	Country Spotlight: Australia Current Challenges and Opportunities in Australia Robert Kelly, Managing Director, CEO, Steadfast Group Ltd		
11.45 am	Panel on Cutting Edge Strategies for Brokers: ▶ The winning broking set up for today ▶ How to remain competitive in a changing market ▶ Competing with new channels and products Chairman of Panel: Chee Keng Koon, CEO, QBE Insurance (International) Ltd, Singapore Panellists: • Ivan Donchev, Chairman of Supervisory Committee, Bulgarian Association of Insurance Brokers (BAIB) • B. K. Sinha, CEO & Managing Director, Unison Insurance Broking Services, India • Manan Sagar, CEO, Lockton Companies (Singapore) Pte Ltd • Kay Jackson, Director, Simplex Insurance Solutions	▶ The threat of disintermediation ▶ Being a Lloyd's Broker ▶ Nurturing long term customers ▶ Meeting customer expectations ▶ Being different from the pack ▶ Local vs Foreign Brokers ▶ Big vs Small	

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Fax to: (65) 6512 5335

Conference Registration Form

To: Ms Michelle, Asia Insurance Review
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: (65) 6372 3178 • email: michelle@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 18 Jan 2013)

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 2013 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: 18 Feb 2013

For cancellation in writing made before **18 Jan 2013**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **18 Jan 2013**. 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

Meritus
Connect ID:
W02041

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Premier Room at S\$370++ per room per night with 1 daily
breakfast & 24hrs internet access

Room Preferences (subject to availability)

Smoking Non-smoking
 King bedded Twin bedded

LIMOUSINE ARRANGEMENT

Require Not require
 One (1) way limousine transfer (Chrysler Cab) from Airport to
Hotel at S\$55.00 subject to 7% GST
 One (1) way limousine transfer from Hotel to Airport at S\$55.00
subject to 7% GST
 Return limousine transfer at S\$110.00 subject to 7% GST

Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 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: _____
