

1st Asia Agriculture Insurance Conference

10-11 October 2013,
Marina Mandarin Hotel,
Singapore

Theme: "Sowing the
Seeds for Risk-Free
Business in Farming"



Register by
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Early Bird Discounts!

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Asia's agricultural sector has grown by leaps and bounds with more than 2.2 billion people in the region relying on agriculture for their livelihoods. Also, there has been a major explosion of investments in the agricultural sector in the emerging markets with Asia having 60% (4.3 billion) of the world population. But agriculture insurance in Asia though booming has yet to keep pace. Penetration remains very low hence growth potential is strong. How can the insurance industry capitalise on these growth opportunities and translate such market potential to real growth? Can the industry respond to the needs of the farmers? Many global players are eyeing this sector of the pie. And this will be a game changer.

Asia Insurance Review is hosting the inaugural 1st Asia Agriculture Insurance Conference in Singapore to provide a comprehensive analysis of the agriculture and insurance landscape in Asia today. The Conference will assess the different models of protection and address critical issues, key challenges and opportunities ahead for the insurance industry in respond to the boom in agriculture in Asia. The two-day Conference will bring together leading experts and key players in the agriculture insurance market to discuss:

- Global developments in agriculture insurance
- Impact of climate change on agriculture today and the need for cover
- Agriculture insurance landscape in Asia and the way forward
- What are the growth drivers in agriculture insurance
- Going beyond the standard products – Innovation
- The role of reinsurance in sustainable agricultural risk management
- Managing agricultural risks in emerging markets
- Underwriting secrets in agriculture insurance
- Growth of public-private partnerships for agriculture insurance in the region
- Case studies on national agriculture insurance models
- A case for developing a national agriculture insurance company in each market
- Making agriculture insurance compulsory

Who Should Attend

- Insurers, Reinsurers and Brokers Engaged in the Business of Agriculture Insurance
- Government Agencies Responsible for Agriculture Insurance
- Regulators
- NGOs
- Banks and Leasing Companies Involved in Agriculture Finance
- Management Consultants
- Service Providers Keen to Tap the Potential of the Agriculture Insurance Market



**Don't miss the
1st Asia Agriculture Insurance
Conference that brings together
insurance professionals and
industry thought leaders
who will share their
knowledge and insights of
the agriculture and insurance
landscape in Asia today!**

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10-11 October 2013, Marina Mandarin Hotel, Singapore

PROGRAMME

Day One: 10 October 2013, Thursday

| | |
|---------------------------------------|--|
| 8.00 am | Registration & Coffee |
| 9.00 am | Opening Address By Chairman of Conference Dr Roman Hohl, CEO, Asia Risk Centre and Prof (Adjunct), Institute of Catastrophe Risk Management, Nanyang Technological University |
| 9.05 am | Keynote Address: Managing Agricultural Risks in Emerging Markets – A Global Perspective Ralph Houtman, Value Chain, Marketing and Rural Finance Officer, FAO Regional Office for Asia and the Pacific, Food and Agriculture Organization of the United Nations (FAO), Thailand |
| 9.25 am | Special Address: Sowing the Seeds for Risk Free Business in Farming – A Complex but Potentially Rewarding Risk Partnership with Stakeholders Teddy Hailamsah, Advisor, ASEAN Insurance Council & President Director, PT Asuransi Central Asia |
| 9.45 am | A Global Perspective of Agriculture Insurance: Trends, Challenges and Opportunities Natt Wattanaumphaipong, Head of Agriculture Reinsurance, China, Southeast Asia, Australia & NZ, Property & Specialty, Swiss Re |
| 10.15am | Agriculture Risk Management and Insurance: A Reinsurer's view Michael Roth, Deputy Manager, Zurich Branch & Senior Underwriter, Agriculture, Q-Re |
| 10.45 am | Tea Break |
| 11.00 am | Managing Agricultural Risks in Emerging Markets: Challenges for Agricultural Insurers: <ul style="list-style-type: none">• The Purpose of agricultural insurance- managing volatility- how and or where do you measure volatility,• Insurance as a commodity: Explore the various challenges from the point of view of the different participants on either side of the Supply and Demand equation• The Demand side participants: Farmers, Banks, Aggregators of inputs and outputs• The Supply side participants: Reinsurers, Capital Markets, Governments Peter Book, Head of Agriculture, Asia Pacific, Guy Carpenter & Company |
| 11.30 am | Tree Crop and Forest Risk in a Warming Climate – Trends, Discount Rates & Implications for Investors <ul style="list-style-type: none">• Trends in losses – means and maximum events• Multi-faceted causes of catastrophic losses• Regional review of loss profiles in S E Asia• Determining discount rates for natural hazards in forestry• Implications for enterprise management to mitigate changing climate effects Phil Cottle, Managing Director & Founder, ForestRe Ltd |
| 12.00 nn | Risks and Opportunities for Agriculture Insurers Worldwide Dr Kurt Weinberger, President, International Association of Agricultural Production Insurers (AIAG) |
| 12.30pm | Lunch |
| 2.00 pm | The European Union Is Re-writing Its Common Agricultural Policy – Implications for Asia? <ul style="list-style-type: none">• Background to the significance of the CAP to the European bloc, and key features• Themes and policies emerging from the 5-yearly re-write Clive Hardy, Head of Agriculture, Reinsurance, Novae Re |
| 2.30 pm | Continued Growth of Agriculture Insurance in China – Opportunities and Challenges Zhang Yi, Director, Head of Agriculture, Aon Benfield China Limited |
| 3.00 pm | Tea Break |
| Risk Management in Agriculture | |
| 3.30 pm | Systemic Weather Risk in China Dr Wei Xu, Agriculture Underwriter, SCOR Global P&C SE, Paris, Zurich Branch |
| 4.00 pm | Agriculture Risk Modelling – Knowing the Unknown <ul style="list-style-type: none">• Overview of actuarial vs. catastrophe pricing/modelling• Challenges of modelling agriculture risks in emerging markets• Modelling agricultural risk in China, India and Vietnam as examples• Discussion of how risk models improve the understanding of risk and build the basis of risk transfer schemes and disaster risk management and financing Dr Auguste Boissonnade, Chief Technology Officer, Asia Risk Centre |
| 4.30 pm | Close of Day One |

Day Two: 11 October 2013, Friday

| | |
|---|--|
| Impact of Climate Change and Weather Risks | |
| 9.00 am | Special Focus: Dynamics of Developing A Weather Index Product: Feasibility, Scalability and Sustainability Harini Kannan, Head of Agriculture, South West Asia & Vice President, Property & Specialty, Swiss Re |
| 9.30 pm | The Use of Weather Derivatives and the Comparison with Traditional Crop Insurance Julian Roberts, Executive Director, Agribusiness & Weather, Willis Ltd |
| Agriculture Insurance Landscape in the Region | |
| 10.00am | The Agriculture Insurance Pilot Program in Vietnam <ul style="list-style-type: none">• Vietnamese agriculture sector in general• Implementation and scope of the pilot program• Lessons learned and the way forward Thomas Kessler, Deputy CEO, Vietnam National Reinsurance Corporation (VINARE) |
| 10.30 am | Tea Break |
| 10.50 am | Agriculture Insurance in China and South East Asia <ul style="list-style-type: none">• Agriculture Industry in China and South East Asia• Development of Agriculture Insurance in China and South East Asia• Challenges in Implementation of Agriculture Insurance Chin Sew Pook, CEO, People's Republic of China & South East Asia, K.M. Dastur & Company Private Limited |
| 11.10 am | Overview of Agricultural Insurance in Sri Lanka: Using Microinsurance in Agriculture to Reach Out to the Masses <ul style="list-style-type: none">• Agriculture insurance industry in Sri Lanka: Trends, challenges and opportunities• Agricultural insurance penetration• Agricultural insurance products available• Operation method and distribution channels• Types of public support for agricultural insurance Chandralekha Manthilaka, Deputy Director, Insurance & Head of Insurance Division, Agricultural Insurance Board of Sri Lanka |
| 11.30 am | Case Study on Agri Insurance Models in the Country Anuj Tyagi, Member of Executive Management and Head – Corporate Business & Rural Agri Business, HDFC ERGO General Insurance Company Ltd |
| 11.50 am | Managing the Agricultural Risk in Emerging Market: A Case of China <ul style="list-style-type: none">• Understanding the worldwide crop insurance with focus on China• Understanding the factors impacting crop losses in China• Managing the dynamic nature of crop insurance and losses Dr Apoory Dabral, Ph.D., Senior Consultant-Natural Perils, AIR Worldwide |
| 12.10 pm | Weather Insurance/Derivatives in Asia Dr Chi-Ming Peng, General Manager, WeatherRisk Explore Inc., Taiwan |
| 12.30pm | Lunch |
| Exploring Latest Innovations in the Next Generation of Agriculture Insurance | |
| 2.00 pm | The Use of Satellite Technologies In Support of the Agricultural Risk Underwriters and Loss Adjusters Work Jill Bolland, Senior Data Analyst, Aon Benfield |
| 2.30 pm | Growth of Public-Private Partnerships for Agriculture Insurance in the Region Michael Schwarz, Head Global Partnerships East Asia, Swiss Re |
| Panel Discussion | |
| 3.00 pm | Special Panel Discussion: Growth Opportunities of Agriculture Insurance in Emerging Markets Panel Chairman: Dr Karl J. Schneider, Head of Agriculture, Q-Re Panellists: Reto J Schneider, Head of Agriculture Reinsurance, Africa, Americas & Asia, Property & Specialty, Swiss Re William Moss, Specialty Re Underwriter, Aspen Re Bill Fischer, Senior Vice President, Agriculture, Validus America, Inc. Teddy Hailamsah, Advisor, ASEAN Insurance Council & President Director, PT Asuransi Central Asia Dr Roman Hohl, CEO, Asia Risk Centre and Prof (Adjunct), Institute of Catastrophe Risk Management, Nanyang Technological University |
| 4.00 pm | Close of Conference & Tea Break |

Programme is subject to change

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10-11 October 2013, Marina Mandarin Hotel, 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 16 Sept 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.

Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

Closing date for registration: 3 October 2013

For cancellation in writing made before **16 Sept 2013**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **16 Sept 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:
DBS Bank Ltd, 12 Marina Boulevard,
Marina Bay Financial Centre Tower 3, Singapore 018982
• 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: Ms Felicia Huang, Customer Support Executive
DID: +65 6845 1202 • Fax: +65 6845 1020
Email: felicia.huang@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

Deluxe Room at S\$310++ 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: _____