

# 1st Asia Agriculture Insurance Conference

10-11 October 2013,  
Marina Mandarin Hotel,  
Singapore

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



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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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## PROGRAMME

### Day One: 10 October 2013, Thursday

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

### Day Two: 11 October 2013, Friday

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

Programme is subject to change

# 1st Asia Agriculture Insurance Conference

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: \_\_\_\_\_