

3rd Asia Insurance Brokers' Summit 2015

3-4 March 2015

Mandarin Oriental, Kuala Lumpur, Malaysia

Theme: "Optimising the Role of Brokers in the Insurance Value Chain"

40th
ANNIVERSARY

MITBA



Keynote Address by:

Jessica Chew Cheng Lian
Assistant Governor,
Bank Negara Malaysia



Welcome Address by:

Y.M. Raja Zailan Putra
Chairman, The Malaysian Insurance
and Takaful Brokers Association
(MITBA)

Organised by:

**ASIA
INSURANCE REVIEW**

Lead Sponsor:



Sponsor:



**TOKIO MARINE
INSURANCE GROUP**

Supported by:



The National
Insurance Brokers
Association
of Australia



The Insurance
Brokers
Association
of India



The Association
of Indonesian
Insurance and
Reinsurance
Brokers



The Hong Kong
Confederation of
Insurance Brokers



Japan
Insurance
Brokers
Association



Korean
Insurance
Brokers
Association



The Malaysian
Insurance and
Takaful Brokers
Association



Singapore Insurance
Brokers' Association

Media Partner:

**MIDDLE EAST
INSURANCE REVIEW**

www.asiainsurancereview.com/airbrokers



@AIRDaily #AIRbrokers



/AsiaInsuranceReview



/company/asia-insurance-review



3rd Asia Insurance Brokers' Summit 2015

3-4 March, 2015, Mandarin Oriental, Kuala Lumpur, Malaysia

The 3rd Asia Insurance Brokers' Summit 2015, which commemorates the 40th Anniversary of The Malaysian Insurance and Takaful Brokers Association (MITBA), provides a meaningful platform for Insurance Brokers in Asia and across the world to come together to network and build meaningful relationships.

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.

What can Insurance Brokers expect in 2015 as they grapple with regulatory changes, unsettled business environment, strategic decisions on M&A to

enhance capacity and capability, review their Global Business Networks and relationships, find ways to be specialists, engage new generation of businesses in the Digital era, retain and grow their teams and further business services offerings, dig deeper into client handling and relationships, establish better support from their Insurers and more.

The Summit will look at cutting-edge strategies for insurance brokers to reinforce their role as a valued partner of the industry and make it more professional and sustainable.

By attending, you will gain a clearer understanding of the current marketplace and where to anticipate potential growth. The networking opportunities are unparalleled, allowing you to mix freely with agency

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

owners, strategic executives at carriers, financiers, and brokerage consultants.



Special Address by: Prof Dr Hj Mohd Rasid Hussin, PhD Risk Management; MSc Risk Management & Insurance, Universiti Utara Malaysia

- Risk Management Advisory Panel for National Security Council (NSC), Prime Minister Department of Malaysia
- ISO World Expert Group (WEG) Member for ISO-31000, N73 & ISO-31010 & ISO-Technical Committee #262 (ISO-TC/262)
- President, International Institute of Risk Management And Crisis Strategies (IIRMACS)
- President, Global Network of Muslim Scholars & Thinkers on Risk Management (GNMSTRiM)
- Council Member & Corporate Advisor, International Council of Islamic Finance Educators (ICIFE) appointed by TMH Deputy Prime Minister/TH Minister of Education Malaysia
- ASEAN Panel of Experts on Risk Management and Area Business Continuity Planning (ABCP) under ASEAN-AHA & JICA-Japan
- President, Risk Management Think-Tank Network for Malaysia
- Chairman, National Committee on Muamalat & Islamic Finance (MIF) Program, Ministry of Education (MOE) Malaysia
- Chairman, National Committee on MIF Standard & Roadmap, MOE-Malaysia
- National Task Force Member for Entry Point Project (EPP) 7 under PEMANDU-Prime Minister Department, Malaysia

Speakers include:



Bhabani S Rath
Chairman, The Hong Kong Confederation of Insurance Brokers



Satoru Hiraga
President & Chief Executive Officer, Japan Insurance Brokers Association



Gerald Lim
President, Singapore Insurance Brokers' Association



José Manuel Dias da Fonseca
Chief Executive, MDS Group; Chairman, BrokersLink



Soo Wai Har
Head of Brokers & Clients Management & Deputy CEO, AIG Malaysia Insurance Berhad



Dr Jaideep Devare
Managing Director, Mahindra Insurance Brokers Ltd



Jonathan Ranger
CEO, Watkins Syndicate Singapore



Wan Ahmad Rasdi Bin Wan Ahmad Marzuki
Chief Operating Officer, Malene Insurance Brokers Sdn Bhd



Michael Leong
Chief Executive Officer, Jardine Lloyd Thompson Sdn Bhd



IHo Lee
Chairman, Korean Insurance Brokers' Association



Mareen A Hüffmeier
Chairman & Executive Director, UNI-BA Partners



Alvin Chan
Head of Marine, Generali Global Corporate & Commercial Asia



Robert Kelly
Managing Director & Chief Executive, Steadfast Group Limited



Dwight W Holcomb
Executive Management Consultant, Global Business Development, VRC Insurance Systems, Inc.



Siow Chon Heng
General Manager, MITBA Secretariat



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



Alex Low
Past Chairman, Malaysian Insurance and Takaful Brokers Association (MITBA)



Wolfgang Mercier
President & CEO, unisonBrokers AG



Antony Lee
Chief Executive Officer, AIG Malaysia Insurance Bhd



Mark Johnson
Chief Executive Officer, Jardine Lloyd Thompson - Thailand



Abdul Halim Jantan
Chief Executive Officer, Sterling Insurance Brokers Sdn. Bhd.



Bernd Bergmann
Consultant, Finaccord



Norlida Binti Said
General Manager, General Takaful Sales, Syarikat Takaful Malaysia Berhad

3rd Asia Insurance Brokers' Summit 2015

3-4 March, 2015, Mandarin Oriental, Kuala Lumpur, Malaysia

PROGRAMME

Day 1: Tuesday, 3 March 2015

- 8.00 am Registration
- 9.00 am **Opening Address & MITBA's 40th Anniversary Welcome Address by Chairman of Conference**
Y.M. Raja Zailan Putra, Chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA) & Managing Director/ CEO, MIT Insurance Brokers Sdn Bhd
- 9.15 am **Official Keynote Address**
Jessica Chew Cheng Lian, Assistant Governor, Bank Negara Malaysia
- 9.45 am **Industry Keynote: Defining a Broker's Role in the Value Chain**
Antony Lee, CEO, AIG Malaysia Insurance Bhd
- 10.15 am **Broker Keynote: Innovation in Broking – Myth or Reality?**
Abdul Halim Jantan, CEO, Sterling Insurance Brokers Sdn Bhd
- 10.45 am Presentation of Gifts of Appreciation to Sponsors and Day One Speakers
- 10.50 am Networking Coffee Break

Panel on Malaysia

- 11.15 am **Despite Globalisation, the Markets still need Regional/Local Brokers and Associations**
Chairman of Panel:
Abdul Halim Jantan, CEO, Sterling Insurance Brokers Sdn Bhd
Panellists:
 - *Michael Leong, CEO, Jardine Lloyd Thompson Sdn Bhd*
 - *Siow Chon Heng, General Manager, MITBA Secretariat*
 - *Wan Ahmad Rasdi Bin Wan Ahmad Marzuki, Chief Operating Officer, Malene Insurance Brokers Sdn Bhd*
- 11.45 am **Special Address: Capitalizing Opportunities and Optimizing Returns**
Professor Dr Hj Mohd Rasid Hussin, Professor of Risk Management & Deputy Chairman II, University Risk Management Committee (URMC), Universiti Utara Malaysia (UUM)
- 12.15 pm Networking Lunch hosted by **AIG**

Special Broker Address

- 2.00 pm **The Broker's Role in Influencing Price and Risk Awareness**
Mark Johnson, CEO, Jardine Lloyd Thompson – Thailand
- 2.30 pm **Finding Buyers for Your Risk**
Alex Thoms, Large Clients Development Leader, Willis Asia
- 3.00 pm **Winning in Niche Markets**
Dr Jaideep Devare, Managing Director, Mahindra Insurance Brokers Ltd

3.30 pm Networking Coffee Break

Broker, Insurer and Underwriter Panel

- 4.00 pm **Issues of the day**
Who is to blame for the soft market?
Chairman of Panel:
Scott Spaven, Head of Client & Broker Engagement, SE Asia, Commercial Distribution, AIG Asia Pacific Insurance Pte Ltd
Panellists:
 - *Robert Kelly, Managing Director & CEO, Steadfast Group Limited*
 - *Jonathan Ranger, CEO, Watkins Syndicate Singapore*
 - *Alvin Chan, Head of Marine, Generali Global Corporate & Commercial - Asia*

5.00 pm End of Day 1

7.30 pm **MITBA's 40th Anniversary Welcome Dinner By Invitation Only**
Tickets at US\$100. Please contact Mrs Joan Francis of MITBA at email: mitba@mitba.org.my for enquires/dinner registration

Day 2: Wednesday, 4 March 2015

- 8.00 am Registration
- 9.00 am **Global Risks 2015**
Satoru Hiraga, President & CEO, Japan Insurance Brokers Association (JIBA)
- 9.30 am **Lessons from World's Top 150 Brokers – A Strategic Review**
Bernd Bergmann, Consultant, Finaccord

Asia Brokers Association Leaders and Representatives Panel

- 10.00 am **In Depth Country Updates**
 - **Challenges of The Day**
 - **Evolving Regulations and Clients**
 - **Growth Horizon**Chairman of Panel:
Alex Low, Past Chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA)
Panellists:
 - *Gerald Lim, President, Singapore Insurance Brokers' Association (SIBA)*
 - *Yulius Bhayangkara, Secretary General, Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)*
- 10.45am Presentation of Gifts of Appreciation to Day Two Speakers
- 10.50 am Networking Coffee Break

Asia Brokers Association Leaders and Representatives Panel (North Asia)

- 11.15 am **In Depth Country Updates**
 - **Challenges of The Day**
 - **Evolving Regulations and Clients**
 - **Growth Horizon**Chairman of Panel:
Alex Low, Past Chairman, The Malaysian Insurance and Takaful Brokers Association (MITBA)
Panellists:
 - *Bhabani S. Rath, Chairman, The Hong Kong Confederation of Insurance Brokers*
 - *Satoru Hiraga, President & CEO, Japan Insurance Brokers Association (JIBA)*
 - *IHo Lee, Chairman, Korean Insurance Brokers' Association (KIBA)*
- 11.45 am **Value of Cluster Group Concept**
Robert Kelly, Managing Director & CEO, Steadfast Group Limited
- 12.15 pm Networking Lunch

Special Brokers' Network Address

- 2.00 pm **Broker Networks: Which One is Right for You?**
Mareen A. Hüffmeier, Chairman & Executive Director, UNIbA Partners
- 2.30 pm **Future Challenges in International Know-How Transfer**
Wolfgang Mercier, President & CEO, unisonBrokers AG
- 3.00 pm **Global Distribution: Trends, Challenges, New Players**
José Manuel Dias da Fonseca, CEO, MDS Group & Chairman, BrokersLink
- 3.30 pm Networking Coffee Break

Panel on Women in Broking – A Success Story!

- 4.00 pm
 - **The importance of Mentor and Sponsorship**
 - **The Networking Factor**
 - **New Generation Women Brokers**
 - **Common Attributes of Successful Insurance Women**Chairperson of Panel:
Soo Wai Har, Head of Brokers & Clients Management & Deputy CEO, AIG Malaysia Insurance Berhad
Panellists:
 - *Lisa Woodley, Director, Information Technology and Services, Steadfast Group Limited*
 - *Sri Hadiah Watie, Vice Chairman III / Head, Inter-Institution & International Relations, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO)*
 - *Norlida Binti Said, General Manager, General Takaful Sales, Syarikat Takaful Malaysia Berhad*
 - *Mareen A. Hüffmeier, Chairman & Executive Director, UNIbA Partners*

- 4.30 pm **Marketing Strategy and SEO for Brokers**
Dwight W. Holcomb, Executive Management Consultant, Global Business Development, VRC Insurance Systems, Inc.
- 5.00 pm End of Conference

3rd Asia Insurance Brokers' Summit 2015

3-4 March, 2015, Mandarin Oriental, Kuala Lumpur, Malaysia

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 (by 6 Feb 2015)

Subscribers US\$980
Non-Subscribers US\$1,280*
(*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

Normal Registration

Subscribers US\$1,480
Non-Subscribers US\$1,680*

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)

Group registration:

Special Offer for Year 2015 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: 24 February 2015

For cancellation in writing made before **5 Feb 2015**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **5 Feb 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: cyannel@mohg.com / derricky@mohg.com

Hotel Reservation

Attn: Ms Cyanne Lim / Mr Derrick Yeow
Email: cyannel@mohg.com / derricky@mohg.com

Mandarin Oriental Kuala Lumpur,

Kuala Lumpur City Centre
50088 Kuala Lumpur, Malaysia

Tel: +60 (3) 2179 8632/8627 • Fax: +60 (3) 2179 8699

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 TYPE / ROOM RATE

Deluxe City View Room

- Single RM495++ per room per night
- Double RM545++ per room per night
- King Twin Smoking Non-smoking
- The Club surcharge at RM390++ per room per night will be applicable based on Club Floor room category and include full Club benefits

- All room rates are subject to 10% service charge and 6% government tax
- Room rates are inclusive of one (1) daily buffet breakfast for single occupancy or two (2) daily buffet breakfasts for double occupancy at Mosaic, Lobby Level
- Check-in time is 14.00 and Check-out time is at 12:00 noon.
- Any "No-show" on the specified date of arrival will result in an equivalent 100% of the accommodation rate for each of the nights reserved.
- Cancellation with less than 72 hours notice, the hotel will impose a penalty equivalent to 1 night room deposit
- Rooms and rates are subject to availability so please make your booking early.

LIMOUSINE ARRANGEMENT

Required Not required

Mercedes E-Class: Seating capacity 3 – 4 Persons

Kuala Lumpur International Airport (KLIA)

KLIA to Hotel: RM350.00nett per car per way

Hotel to KLIA: RM350.00nett per car per way

Toyota Alphard: Seating Capacity 4 – 5 Persons

Kuala Lumpur International Airport (KLIA)

KLIA to Hotel: RM450.00nett per car per way

Hotel to KLIA: RM450.00nett per car per way

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: _____