

# 17th Asia Conference on Bancassurance and Alternative Distribution Channels

Register Now!

10-11 May 2016, Mandarin Oriental Hotel, Jakarta, Indonesia  
Theme: "Innovative & Smart Deals to Be A Winner!"



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In today's highly competitive and connected world with disruptive innovation being the norm, Bancassurance provides a strong pillar of definite and defined distribution access to smart partners.

- Are insurers getting the best deals from their bank partners?
- What makes them "Smart bancassurers" or even smart strategic partners?
- Are insurers capitalizing on the seamless service across bank channels to get maximum mileage and reach to preferred clients?

With Asia's rapid growing consumer banking base, insurers are looking to innovate their bancassurance solutions, diversify their distribution channels, and increase their scale and capabilities in reaching out to customers faster and fulfill their insurance, financial and lifestyle needs. Partnering with banks is a strategic progression that will boost profits and generate plenty of opportunities however there will be new challenges and risks.

Mega deals are being formed with leaders in the market. What is the impact of these mega bancassurance deals? What are the key strategies and components of successful alliances for bancassurance and beyond?

Asia Insurance Review's 17th Asia Bancassurance Conference will look at the billion dollar offering in Bancassurance - both traditional and mobile - as well as the latest bancassurance deals, trends, issues and alternatives channels around the region. The two-day conference will look at various multi-channel approach, customer and relationship management, product innovation, digital technology, mobile bancassurance and the secrets that keep bancassurance thriving today!

## Who Should Attend

- CEOs, CMOs, Directors, and Marketing Managers of life and general insurance companies dealing with bancassurance or looking at expanding bancassurance opportunities and improving distribution network as well as new alternative channels and strategic partners.
- Regional Heads of Bancassurance
- Regulators, Bankers, Insurers, Reinsurers, Brokers, Banks, Financial Institutions & Service Providers across the region and around the world
- Global corporations, regional players, partners of insurers and banks on affinity marketing and branding
- Management consultants, Technology experts, Lawyers, Advisors and Professionals serving the banking and insurance fraternities

Register Now

Key Speakers include:

 <b>Edy Setiadi</b> Deputy Commissioner, Non - Bank Financial Institutions (NBFIs) Supervision 1, Indonesia Financial Services Authority	 <b>David Cook</b> Head of Distribution Solutions, Life & Health Asia, Swiss Re	 <b>Na Jia</b> Head of SCOR Global Distribution Solutions, ReMark Asia Pacific
 <b>Daniel Hutahaean</b> Regional Manager for Indonesia, Munich Re	 <b>Richard Collis</b> Managing Director, Regional Leader, Risk Consulting and Software, Asia Pacific, Willis Towers Watson	 <b>Simon Price</b> Head of Propositions, PT Zurich Topas Life
 <b>Sandy</b> CEO, PT Futuready Insurance Broker	 <b>Chia Tek Yew</b> Financial Services Advisory Practice Lead, KPMG	 <b>Srini Venkat</b> Vice President, Insurance & Healthcare, Financial Services Global Business Unit, Oracle Corporation
 <b>Yulius Bhayangkara</b> Secretary General, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO); Associate Director, ProEx, Affinity & SME, PT Jardine Lloyd Thompson Indonesia	 <b>Matthias de Ferrieres</b> Managing Director, Stark Group	 <b>Rosmaylinda Nasution</b> President Director, PT Jardine Lloyd Thompson, Indonesia
 <b>Widrawan Hindrawan</b> Head of Wealth Management, Consumer Banking Group, DBS Bank Indonesia	 <b>Guillaume de Gantes</b> Partner, McKinsey & Company, Indonesia	 <b>Eiichiro Yanagawa</b> Senior Analyst, Asian Financial Services Group, Celent
 <b>Hugh Terry</b> Editor, The Digital Insurer & Director, Insight Consulting	 <b>Mohammed Ali Ahmed</b> Chief Strategy Officer & Executive Director, EFU Life Assurance	 <b>Wenyu Ji</b> Business Development Actuary, RGA Reinsurance Company Hong Kong Branch

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## PROGRAMME

### Day One: 10 May 2016, Tuesday

- 8.00 am Registration
- 9.00 am **Opening Address by Day One Chairman**  
*Eiichiro Yanagawa, Senior Analyst, Asian Financial Services Group, Celent*
- 9.05 am **Welcome Address**  
*Yulius Bhayangkara, Secretary General, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO); Associate Director, ProEx, Affinity & SME, PT Jardine Lloyd Thompson Indonesia*
- 9.15 am **Keynote Address**  
*Edy Setiadi, Deputy Commissioner, Non - Bank Financial Institutions (NBFIs) Supervision 1, Indonesia Financial Services Authority (OJK), Indonesia*
- 9.30 am **Innovation in Bancassurance Today**  
*David Cook, Head of Distribution Solutions, Life & Health Asia, Swiss Re*
- 10.00 am **Wealth Management and Smart Deals in Bancassurance**  
*Widrawan Hindrawan, Head of Wealth Management, Consumer Banking Group, DBS Bank Indonesia*
- 10.20 am Q&A
- 10.30 am Tea Break
- 11.00 am **Building the Right Relationship: A Recipe for Growth in Life Insurance Bancassurance**  
*Simon Price, Head of Propositions, PT Zurich Topas Life*
- 11.30 am **Bancassurance – The Need to Evolve With Your Customers**  
*Na Jia, Head of SCOR Global Distribution Solutions, ReMark Asia Pacific*
- 12.00 nn **Realising the Potential of Bancassurance in the Asia Pacific: How Cloud-Led Platform Innovation Holds the Key for Success**  
*Srini Venkat, Vice President, Insurance & Healthcare, Financial Services Global Business Unit, Oracle Corporation*
- 12.30 pm Q&A
- 12.35 pm Lunch Hosted by **ReMark**
- 2.00 pm **Underwriting Automation in Bancassurance**  
*Daniel Hutahaean, Regional Manager for Indonesia, Munich Re*
- 2.20 pm **Bancassurance – The Role of Banks and Insurers Working Together and the Customers' Journey for Optimized conversion and onboarding - How important to create value perception for greater willingness to pay**  
  - Simple/Clear Communication
  - Facilitate Access to Products
  - Clarify the Offer*Matthias de Ferrieres, Managing Director, Stark Group*
- 2.40 pm **Special Address: The Life Journey In Indonesia**  
*Guillaume de Gantes, Partner, McKinsey & Company, Indonesia*
- 3.00 pm Q&A
- 3.10 pm Tea Break
- 3.40 pm **Panel Discussion on InsurTech/FinTech in Bancassurance**  
  - Trends in Digital Bancassurance; New Digital Solutions
  - Changing Global Lifestyle and Consumption Patterns
  - Challenges & Opportunities for Banks, Insurers, Regulators & PartnersPanelists:
  - *Hugh Terry, Editor, The Digital Insurer & Director, Insight Consulting*
  - *Matthias de Ferrieres, Managing Director, Stark Group*
  - *Widrawan Hindrawan, Head of Wealth Management, Consumer Banking Group, DBS Bank Indonesia*
  - *Srini Venkat, Vice President, Insurance & Healthcare, Financial Services Global Business Unit, Oracle Corporation*
  - *Guillaume de Gantes, Partner, McKinsey & Company, Indonesia*
- 4.30 pm Close of Day One

### Day Two: 11 May 2016, Wednesday

- 9.00 am **Welcome Address by Day Two Chairman**  
*David Cook, Head of Distribution Solutions, Life & Health Asia, Swiss Re*
- 9.05 am **Disruptive Technologies in Bancassurance – Are Banks & Insurers Ready?**  
*Richard Collis, Managing Director, Regional Leader, Risk Consulting and Software, Asia Pacific, Willis Towers Watson*
- 9.25 am **Innovative & Smart Tips To Be A Winner**  
*Chia Tek Yew, Financial Services Advisory Practice Lead, KPMG*
- 9.50 am **Holistic Modernization: What “Modern” Means in Insurance**  
  - InsurTech Trends; Holistic Digital; Legacy Modernization; New shape of the industry*Eiichiro Yanagawa, Senior Analyst, Asian Financial Services Group, Celent*
- 10.10 am **Future Trends for Bancassurance Industry**  
*Wenyu Ji, Business Development Actuary, RGA Reinsurance Company Hong Kong Branch*
- 10.30 am Q&A
- 10.40 am Tea Break
- 11.00 am **Special Focus on Indonesia:**  
  - What Drives Bancassurance
  - Who Leads Bancassurance: Banks or Insurers*Yuliana Tjong, Vice President - Strategic Partnerships & Alternative Distribution Head, PT Asuransi Jiwa Generali Indonesia*
- 11.20 am **Bancassurance and ADCs – Shift from Alternative to Mainstream**  
*Mohammed Ali Ahmed, Chief Strategy Officer & Executive Director, EFU Life Assurance*
- 11.40 am **Benefits of Involving Insurance Broker in Bancassurance Arrangement**
  - *Rosmaylinda Nasution, President Director, PT Jardine Lloyd Thompson, Indonesia;*
  - *Yulius Bhayangkara, Secretary General, APPARINDO; Associate Director, ProEx, Affinity & SME, PT Jardine Lloyd Thompson Indonesia*
- 12.00 nn **Digital Technology and Mobile Bancassurance**  
*Sendy, CEO, PT Futuready Insurance Broker*
- 12.20 pm Q&A
- 12.30 pm Lunch
- 2.00 pm **Bancassurance & LifeStyle Changes through Innovations, Smart Deals & Disruptive Technologies**  
*Kamal Deep Chhabra: President – Life, Bancassurance and Personal Lines, Union Insurance Company; & Ex Board Member, Takaful Emarat, Dubai*
- 2.30 pm **Panel on Consultants in Bancassurance**  
  - Product Development & Innovation; Mystery Shopping
  - Role of Consultants in Training; Cultural Adjustment; Engaging Customers
  - Striking Fair Deals; Reducing Cost of Bancassurance
  - Next Step: Future of BancassurancePanelists:
  - *Richard Collis, Managing Director, Regional Leader, Risk Consulting and Software, Asia Pacific, Willis Towers Watson*
  - *Mohammed Ali Ahmed, Chief Strategy Officer & Executive Director, EFU Life Assurance*
  - *Sendy, CEO, PT Futuready Insurance Broker*
  - *Kamal Deep Chhabra: President – Life, Bancassurance and Personal Lines, Union Insurance Company; & Ex Board Member, Takaful Emarat, Dubai*
- 3.15 pm Close of Conference & Tea Break

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10-11 May 2016, Mandarin Oriental Hotel Jakarta, Indonesia

Registration Email: [michelle@asiainsurancereview.com](mailto:michelle@asiainsurancereview.com)

## Conference Registration

Registered by \_\_\_\_\_

To: Ms Michelle, Asia Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: +65 6372 3178 • Fax: +65 6224 1091 • [www.asiainsurancereview.com](http://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 12 April 2016)

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 2016:** 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: 3 May 2016

For cancellation in writing made before **12 Apr 2016**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **12 Apr 2016**. 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\$ (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 zero-rated for GST)

Hotel Reservation:  
Email: [mojkt-rsvngroup@mohg.com](mailto:mojkt-rsvngroup@mohg.com)

## Hotel Reservation Form

Attn: Group Reservations  
Group Coordinator  
Email: [mojkt-rsvngroup@mohg.com](mailto:mojkt-rsvngroup@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 8889  
[www.mandarinoriental.com](http://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

#### Superior

Single US\$185++  Double US\$205++

#### Deluxe

Single US\$215++  Double US\$235++

#### Premier

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

### Special Request

King Bed  Twin Bed  Smoking  Non-Smoking

- The above rate is exclusive of 11% government tax and 10% service charge, and is a non-commissionable rate
- Wired/wireless Internet Access
- Buffet Breakfast for One/ Two Person (s) at Cinnamon Restaurant
- Additional Breakfast at IDR 225.000 ++ /person/day
- Club Benefit at USD 75.00 ++ /person/day
- 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 early.

### 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: \_\_\_\_\_