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# 3rd Asia Agriculture Insurance Conference

20-21 September 2016, Mandarin Orchard Hotel, Singapore

Theme: "Proactive Strategies to Meet Market Needs for Cover"



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# 3rd Asia Agriculture Insurance Conference

20-21 September 2016, Mandarin Orchard Hotel, Singapore

Agriculture is booming in Asia, climate change and weather notwithstanding. Research and innovation in agriculture is rapidly rising. Today, farming has taken on new forms with higher crop values, innovative products, cost-effective business models, new distribution channels and advanced technologies.

Hence, the agriculture sector is looking to insurers for help to manage the risks and challenges as climate change, rainfall patterns shift and extreme weather conditions like severe heat, drought and floods continue to threaten cultivation and cattle for both small-scale farmers as well as commercial farming enterprises. Can the insurance industry rise to meet the increasing demands for agriculture cover and translate such market potential to real growth? And how? Can the industry respond to the needs of the farmers? Many global players are also eyeing this sector of the pie. And this is being a game changer.

The 3rd Asia Agriculture Insurance Conference organized by Asia Insurance Review will take the debate a step further to look at the changing risk landscape of the farming communities in Asia and a clear role for the insurance sector to provide the right

strategies to boost the agriculture sector's resilience. The 2-day Conference will also examine trends and developments around the region and the world, product development, underwriting dynamics and the success factors for sustainable agriculture insurance.

This Conference is a MUST ATTEND for agriculture underwriters, reinsurers, brokers, government agencies, regulators, consultants, as well as service providers keen to tap the potential of the agriculture insurance market.

**Register Now**

## Speakers include:



**Dr Antonis Malagardis**  
Program Director, Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia (RFPI Asia), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Philippines



**Prof Shie-Yui Liong**  
Deputy Director, Tropical Marine Science Institute, National University of Singapore



**Peter Book**  
Head of Agriculture, Asia Pacific, Allianz SE Reinsurance Branch Asia Pacific, Singapore



**Heath Amber**  
Managing Director, Millennium Underwriting Agencies Pty Ltd, Australia



**Jeffrey Khoo**  
Vice President & Senior Originator Global Food and Agriculture, Swiss Re Corporate Solutions, Singapore



**Salah Dhouib**  
Class Underwriter – Agriculture, Liberty Specialty Markets, France



**Alex Chen**  
Founder and CEO, Asia Risk Transfer Solutions, Singapore



**Michael Schwarz**  
Managing Director, Asiability Group, Hong Kong



**Himanshu Garg**  
Actuary, Marsh India Insurance Brokers Private Limited



**Ian Shynkarenko**  
CEO & Co-Founder, AgroInsurance International LLC, Ukraine/Georgia



**Ayandev Saha**  
General Manager, K M Dastur Reinsurance Brokers, India



**Andrea Shi**  
Vice President, Agricultural, The Toa Reinsurance Company of America, USA



**Mark Rueegg**  
CEO, CelsiusPro, Switzerland



**Andrés Lorenzana**  
Principal Officer, MAPFRE RE Singapore Branch & Labuan Branch



**Hang Gao**  
Vice President, Guy Carpenter, China



**Stephen Stout**  
Executive Chairman and CEO, AgRisk Limited, Singapore



**Wen Chen**  
Sales Director—Asia, AgRisk Limited, Singapore



**Dr Mohan Sharma**  
Risk Consultant, AgRisk Limited, Singapore



**Teddy Hailamsah**  
Senior Advisor to Secretary General, ASEAN Insurance Council; & President Director, PT Asuransi Central Asia, Indonesia



**Jovian Ang**  
Vice President, Business Development, Asia Risk Transfer Solutions, Singapore



**Rachael Wallington**  
Senior Underwriter, International Reinsurance, MS Amlin Asia Pacific, Singapore



**Trinita Situmeang**  
Associate Director - General Reinsurance, PT Marein Tbk, Indonesia



**Sonu Agrawal**  
Managing Director, Weather Risk Management Services, India

## Who Should Attend

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

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## PROGRAMME

### Day One: 20 September 2016, Tuesday

- 8.00 am Registration & Coffee
- 9.00 am **Welcome Address by Conference Chairman**  
*Stephen Stout, Executive Chairman and CEO, AgRisk Limited, Singapore*
- 9.10 am **Implementing the Micro-Agri Regulatory Framework in the Philippines**  
*Dr Antonis Malagardis, Program Director, Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia (RFPI Asia), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Philippines*
- 9.40 am **Impacts of Climate Change on Mekong River Delta's Rice Crop Yields**  
*Prof Shie-Yui Liong, Deputy Director, Tropical Marine Science Institute, National University of Singapore*
- 10.10 am **Key Factors for Sustainable Agriculture Insurance Systems**  
*Peter Book, Head of Agriculture, Asia Pacific, Allianz SE Reinsurance Branch Asia Pacific, Singapore*
- 10.40 am Q&A
- 10.50 am Tea Break Hosted by Weather Risk Management Services

### Agriculture Insurance Today - Opportunities and Challenges

- 11.15 am **Risk Management Solutions for Agriculture Corporates in the Food and Agriculture Chain**  
*Jeffrey Khoo, Vice President & Senior Originator Global Food and Agriculture, Swiss Re Corporate Solutions, Singapore*
- 11.40 am **Big Data and Sustainable Insurance for Agriculture**  
*Hang Gao, Vice President, Guy Carpenter, China*
- 12.10 pm **Dynamics of Developing a Weather Index Product: Feasibility, Scalability and Sustainability**  
*Salah Dhouib, Class Underwriter – Agriculture, Liberty Specialty Markets, France*
- 12.35 pm Q&A
- 12.45 pm Lunch

### Agriculture Insurance Markets in the Region

- 2.00 pm This session will look at trends and developments of agriculture insurance in various markets with a view to draw strategic tips and lessons
- An Overview of China Agriculture Insurance**  
*Wen Chen, Sales Director—Asia, AgRisk Limited, Singapore*
- Development of Agriculture Insurance in Australia**  
*Heath Amber, Managing Director, Millennium Underwriting Agencies Pty Ltd, Australia*
- Indonesian Agricultural Insurance - Opportunities and Challenges**  
*Trinita Situmeang, Associate Director - General Reinsurance, PT Marein Tbk, Indonesia*
- Indian Crop Insurance: Opportunities and Challenges for Reinsurers**  
*Himanshu Garg, Actuary, Marsh India Insurance Brokers Private Limited*
- 3.00 pm Q&A

### Panel: Agriculture Risk Modelling

- 3.10 pm This panel will look at the changing risk landscape of the farming community in Asia and how risk modelling can boost the agriculture sector's resilience:
- How Agriculture Risk Modelling Has Evolved to Meet Needs of the Rapidly Changing Risk Environment
  - Challenges of Modelling Agriculture Risks in Emerging Markets
  - Case Studies on Innovative Risks Modelling
- Moderator:**  
*Sonu Agrawal, Managing Director, Weather Risk Management Services, India*
- Panellists include:**
- *Salah Dhouib, Class Underwriter – Agriculture, Liberty Specialty Markets, France*
  - *Prof Shie-Yui Liong, Deputy Director, Tropical Marine Science Institute, National University of Singapore*
  - *Rachael Wallington, Senior Underwriter, International Reinsurance, MS Amlin Asia Pacific, Singapore*
  - *Andrea Shi, Vice President, Agricultural, The Toa Reinsurance Company of America, USA*
  - *Dr Mohan Sharma, Risk Consultant, AgRisk Limited, Singapore*

- 4.00 pm Tea Break and End of Day One

### Day Two: 21 September 2016, Wednesday

#### New Business Trends

- 9.00 am **Agriculture Risk Management and Insurance: A Reinsurer's View**  
*Liu Xiaoliang, Underwriter, Agricultural Risks, Hannover Re, Germany*
- 9.30 am **Special Case Study on Innovative Risk Modelling – California Specialty Crops**  
*Andrea Shi, Vice President, Agricultural, The Toa Reinsurance Company of America, USA*
- 10.00 am **Agriculture Insurance for the Masses – Livelihood Insurance for the Farmers**  
*Alex Chen, Founder and CEO; & Jovian Ang, Vice President, Business Development, Asia Risk Transfer Solutions, Singapore*
- 10.30 am Q&A
- 10.40 am Tea Break
- 11.00 am **Managing Agricultural Claims/Loss Handling - Assessment Methods and New Techniques**  
*Ian Shynkarenko, CEO & Co-Founder, Agrolinsurance International LLC, Ukraine/Georgia*
- 11.30 am **Agriculture Micro Insurance – A Missing Puzzle in Developing Indonesia's Sustainable Agriculture**  
*Teddy Hailamsah, Senior Advisor to Secretary General, ASEAN Insurance Council; & President Director, PT Asuransi Central Asia, Indonesia*
- 12.00 pm **Challenges in Agriculture Insurance in Asia and How to Overcome Them**  
*Shaileendra Sapra, Associate Director, Global ReSpecialty, APAC, Aon Benfield Asia, Singapore*
- 12.30 pm Q&A
- 12.40 pm Lunch

#### 2.00 pm Panel: Multi-stakeholder dialogue between the insurance industry and government agencies on catastrophe risk protection and microinsurance for rural communities

- Catastrophe Risk and Agriculture: Different Catastrophe Events and Impact on Portfolios
- Future Outlook on Catastrophe Risks
- The Value Proposition of Microinsurance Linked to the Agricultural Value Chain
- Challenges: Building Trust and Financial Literacy, Efficient Distribution and Administration, Data, New Products
- Case Studies of Innovative Agriculture Microinsurance Project Set-Ups

#### Moderator:

*Teddy Hailamsah, Senior Advisor to Secretary General, ASEAN Insurance Council; & President Director, PT Asuransi Central Asia, Indonesia*

#### Panellists include:

- *Ayandev Saha, General Manager, K M Dastur Reinsurance Brokers, India*
- *Michael Schwarz, Managing Director, Asiability Group, Hong Kong*
- *Dr Kiyanoush Ghalavand, Superior International Adviser in Agricultural Economics (Natural Disaster, Risks and Insurance)*

### Special Focus - Impact of Technology in Agriculture Insurance

- 2.45 pm **Panellists will discuss:**
- Innovations in Agriculture Technology - Challenges and Opportunities for (Re)insurers
  - Satellite/Remote Sensing Technology: How This Mapping Technology Has Changed the Agriculture Insurance Landscape & Latest Development
  - How Can Success Stories in Europe Be Adopted in Asia
- Moderator:**  
*Peter Book, Head of Agriculture, Asia Pacific, Allianz SE Reinsurance Branch Asia Pacific, Singapore*
- Panellists include:**
- *Mark Rueegg, CEO, CelsiusPro, Switzerland*
  - *Andrés Lorenzana, Principal Officer, MAPFRE RE Singapore Branch & Labuan Branch*

- 3.30 pm Tea Break & End of Conference

# 3rd Asia Agriculture Insurance Conference

20-21 September 2016 • Mandarin Orchard Hotel, Singapore

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

## Conference Registration

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

To: Ms Wee Ling, Asia Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: +65 6372 3167 • 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 23 August 2016)

Subscribers  US\$1,280

Non-Subscribers  US\$1,580\*

#### Normal Registration

Subscribers  US\$1,780

Non-Subscribers  US\$1,980\*

(\*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)

### 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.

Accredited by  
General Insurance Association  
of Singapore

### Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

### Closing date for registration: 13 September 2016

For cancellation in writing made before 23 August 2016, 50% of the conference fee will be refunded. No refunds will be made for cancellations after 23 August 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 inclusive of prevailing GST for Singapore incorporated business)

### Hotel Reservations:

Email: [charlotte.chew@meritushotels.com](mailto:charlotte.chew@meritushotels.com)

## Hotel Reservation Form

Attn: Ms Charlotte Chew,  
Assistant Director of Business Development  
Email: [charlotte.chew@meritushotels.com](mailto:charlotte.chew@meritushotels.com)

**Mandarin Orchard Singapore, by Meritus**

333 Orchard Road, Singapore 238867

Tel: (65) 6737 4411 • Fax: (65) 6738 2382

[www.meritushotels.com](http://www.meritushotels.com)

### PLEASE FILL IN GUEST PARTICULARS ON REGISTRATION FORM

Meritus Connect:  
M01633

#### ARRIVAL DATE

Check in date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETA: \_\_\_\_\_

#### DEPARTURE DATE

Check out date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETD: \_\_\_\_\_

#### ROOM TYPE / ROOM RATE

##### Deluxe Room

Single S\$300++ per night  Double S\$320++ per night

Room rate inclusive of daily Buffet Breakfast served in Triple  
Three at Level 5 and in-room Internet access

##### Meritus Club Room

Single S\$400++ per night  Double S\$400++ per night

Room rate inclusive of access to Top of the M at Level 38/39, with  
all day refreshments including daily Buffet Breakfast and internet  
access

#### Room Preferences (subject to availability)

Smoking  Non-smoking

King bedded  Twin bedded

• 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 11:00  
hours

• All reservations require credit card guarantee and will receive  
a confirmation number from the hotel via fax or email.

• Guarantee policy: Should there be a no-show or cancellation  
for confirmed reservation, the full duration of room charge  
will be imposed.

• All reservations are to be guaranteed upon credit card details  
received.

#### LIMOUSINE ARRANGEMENT

Not required

One (1) way limousine transfer from Airport to Hotel at  
S\$110.00 subject to 7% GST

One (1) way limousine transfer from Hotel to Airport at  
S\$110.00 subject to 7% GST

Return limousine transfer at S\$220.00 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:  
\_\_\_\_\_  
\_\_\_\_\_

#### RESERVATION GUARANTEE

##### Credit Card

Visa  Mastercard  Amex

Diners  JCB

Credit Card Number: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ month \_\_\_\_\_ year

Cardholder's name: \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_