

# 5th Asia Motor Insurance & Claims Management Conference

27-28 March 2017 • The Peninsula Hotel, Manila, Philippines

Theme: "The Future of Motor Insurance in Asia"

Register by  
28 February 2017 for  
Early Bird Discounts!



#### Industry Address

**Augusto P Hidalgo**

Chairman, Philippine Insurers and Reinsurers Association (PIRA); & CEO, National Reinsurance Corporation of the Philippines



#### Keynote Address

**Atty. Dennis B. Funa**

Head of the Insurance Commission, Philippines

Organised by:

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Welcome to the 5th Asia Motor Insurance & Claims Management Conference. Since our last Motor Insurance Conference, the motor market has been changing on its very own axis. There are ambitious plans to roll out autonomous cars on the streets across the world, with pilot tests already on-going in the US & Singapore.

So what becomes of motor insurance which is more than half the premium pie in most markets? Will driverless cars change the very basis of motor insurance? Who or what is underwritten in motor? Will the pie shrink?

Aon has predicted that premiums for the US auto insurers may drop more than 40% once autonomous cars become the norm. Though the infrastructure varies from state to state across Asia, how governments and insurers in this region react and brace themselves for this disruption remains to be seen. Disruption is the norm and the motor insurance world as we know today must change.

Ride-hailing and ride-sharing are becoming more popular options for consumers. Usage-based insurance (UBI) is becoming more relevant as more drivers are needed to meet the increasing demand. Will there be more cars or less? Who must be insured?

Will the roads be safer as car manufacturers are implementing telematics as part of their public policy in promoting safe driving and to advise drivers on their driving behaviours? More importantly, in the event of an accident, can disputes be resolved with the support of data?

This year's Conference will bring experts from across the industry to discuss the future of motor insurance, how it will evolve and what are the critical issues to be tackled to ensure that the industry is prepared for what is to come tomorrow and the perennial challenge of underwriting motor profitably.

## Who Should Attend

- Claims Managers and Senior Executives of Insurance and Reinsurance Companies
- Underwriters Dealing with Motor Lines of Business
- Claims Assessors
- Loss Adjusters
- Risk Managers
- Fraud Investigators
- Agents and Brokers
- Automobile Associations and Workshops
- Transport Authorities
- Lawyers
- Fleet Managers of MNCs
- Consumer Bodies
- Regulators
- Technology Providers
- InsurTech Start-Ups

## Speakers include:



**Thinesh Subramaniam**  
Regional Head of Auto Claims,  
Asia Pacific, Chubb



**Syed Ahmad Fuqaha Sd. Agil**  
Founder,  
KATSANA.com



**Bona Grace D. Santiago**  
Director of Philippines,  
Merimen Technologies



**Pravar Gautam**  
Vice President – Asia & EMEA,  
Scope Technologies



**Erik Yeo**  
Vice President,  
Commercial Payments,  
MasterCard Asia Pacific



**Adam Brzozowski**  
Executive Director,  
Advisory Services, EY



**Tan Kin Lian**  
Director,  
Tan Kin Lian &  
Associates Pte Ltd



**David Piesse**  
Advisory Board Member,  
Guardtime



**Yujun Chean**  
Co-Founder,  
insbee



**Alberto C. Santos Jr.**  
Business Director,  
BPI/MS Insurance Corporation



**Mark Ranford**  
Managing Director,  
12 Signals



**Christopher Y. Marquez**  
Vice President, Underwriting,  
Fortune General Insurance



**Marc Dijkstra**  
Managing Partner,  
Posthuma Partners



**Antonio S. Toledano**  
General Manager,  
Ibero Asistencia Philippines



**Derick R. Narvacan**  
Senior Vice President,  
Special Projects, Pioneer Insurance  
& Surety Corporation



**Rommel Torres**  
Country Director, Philippines,  
GoBear.com

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## PROGRAMME

### Day One: 27 March 2017, Monday

#### Conference Chairman

*David Piesse, Advisory Board Member, Guardtime*

8.00 am Registration & Coffee

9.00 am **Opening Address by Conference Chairman**

9.10 am **Industry Address**

*Augusto P Hidalgo, Chairman, Philippine Insurers and Reinsurers Association (PIRA); & CEO, National Reinsurance Corporation of the Philippines*

9.40 am **Keynote Address**

*Atty. Dennis B. Funa, Head of the Insurance Commission, Philippines*

10.10 am **First Peer-to-Peer Motor Insurance in Asia**  
*Yujun Chean, Co-Founder, insbee*

10.45 am Q&A

10.55 am Tea Break

11.15 am **Understanding Customers' Digital Journey**  
*Bona Grace D. Santiago, Director of Philippines, Merimen Technologies*

11.45 am **Panel: Prioritising Customer Service & Benefits at the Forefront of the Business**  
**Panel Moderator:**  
*Bona Grace D. Santiago, Director of Philippines, Merimen Technologies*

#### **Panellists:**

- *Alberto C. Santos Jr., Business Director, BPI/MS Insurance Corporation*
- *Derick R. Narvacan, Senior Vice President, Special Projects, Pioneer Insurance & Surety Corporation*
- *Christopher Y. Marquez, Vice President, Underwriting, Fortune General Insurance*

12.30 pm Lunch

2.00 pm **Gamification in Motor Insurance**  
*Mark Ranford, Managing Director, 12 Signals*

2.30 pm **Blockchain in Motor Insurance**  
*David Piesse, Advisory Board Member, Guardtime*

3.00 pm **Managing Car Thefts**  
*Syed Ahmad Fuqaha Sd. Agil, Founder, KATSANA.com*

3.30 pm **Closing Panel: InsurTech & Motor Insurance**  
**Moderator:**  
• *David Piesse, Advisory Board Member, Guardtime*

#### **Panellists:**

- *Yujun Chean, Co-Founder, insbee*
- *Syed Ahmad Fuqaha Sd. Agil, Founder, KATSANA.com*
- *Mark Ranford, Managing Director, 12 Signals*

4.15 pm Tea Break & End of Day One

### Day Two: 28 March 2017, Tuesday

9.00 am **Driving Efficiencies and Controls in Motor Claims Payments**  
*Erik Yeo, Vice President, Commercial Payments, MasterCard Asia Pacific*

9.30 am **Motor Distribution Channels**  
*Rommel Torres, Country Director, Philippines, GoBear.com*

10.00 am **Effective Use of Actuarial Statistics to Control Your Motor Portfolio**  
*Marc Dijkstra, Managing Partner, Posthuma Partners*

10.30 am Q&A

10.40 am Tea Break

11.00 am **Managing Fraud Claims : Today's Challenge in Motor Insurance**  
*Thinesh Subramaniam, Regional Head of Auto Claims, Asia Pacific, Chubb*

11.30 am **Getting the Pricing Right for Motor Insurance**  
*Tan Kin Lian, Director, Tan Kin Lian & Associates Pte Ltd*

12.00 pm Q&A

12.15 pm Lunch

1.45 pm **Panel: Sharing of Market Experiences in Coping with Motor Problems & Losses**  
**Moderator:**  
*Marc Dijkstra, Managing Partner, Posthuma Partners*

#### **Panellists:**

- *Tan Kin Lian, Director, Tan Kin Lian & Associates Pte Ltd*
- *Antonio S. Toledano, General Manager, Ibero Asistencia Philippines*
- *Thinesh Subramaniam, Regional Head of Auto Claims, Asia Pacific, Chubb*

2.30 pm **Driving Disruptive Innovation into Motor**  
*Pravar Gautam, Vice President – Asia & EMEA, Scope Technologies*

3.10 pm **Fitting Usage-Based Insurance into Your Digital Strategy**  
*Adam Brzozowski, Executive Director, Advisory Services, EY*

3.50 pm Q&A

4.00 pm Tea Break & End of Conference

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27-28 March 2017 • The Peninsula Hotel, Manila, Philippines

Email: michelle@asiainsurancereview.com

## Conference Registration

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  
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

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

### PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof  
First Name: \_\_\_\_\_ Last Name / Surname: \_\_\_\_\_  
Nationality \_\_\_\_\_  
Passport No \_\_\_\_\_  
Job Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel: ( ) \_\_\_\_\_  
Mobile: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
email: \_\_\_\_\_

### REGISTRATION

Early Bird (valid till 28 February 2017)	Normal Registration
Subscribers <input type="checkbox"/> US\$1,280	Subscribers <input type="checkbox"/> US\$1,780
Non-Subscribers <input type="checkbox"/> US\$1,580*	Non-Subscribers <input type="checkbox"/> 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 2017

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: 20 March 2017

For cancellation in writing made before 28 February 2017, 50% of the conference fee will be refunded. No refunds will be made for cancellations after 28 February 2017. 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:  
Account Name: Ins Communications Pte Ltd  
A/c No: 0001 004838 01 9 022 (USD)  
Bank Name: DBS Bank  
Bank Address: Marina Financial Centre, 12 Marina Boulevard, #03-00 MBFC, Tower 3, Singapore 018982  
Branch: Marina Financial Centre Branch  
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: joylopez@peninsula.com

## Hotel Reservation Form

Attn: Ms Joy Lopez, Senior Sales Manager, Events  
Email: joylopez@peninsula.com  
Main: +63 (2) 887 2888 Fax: +63 (2) 8172999

**The Peninsula Hotel, Manila**  
Corner of Ayala and Makati Avenues, 1226 Makati City,  
Metro Manila, Philippines  
[www.peninsula.com](http://www.peninsula.com)

Please fill in Guest particulars on Registration Form

### ARRIVAL DATE

Check in date: \_\_\_\_\_  
Flight: \_\_\_\_\_ ETA: \_\_\_\_\_

### DEPARTURE DATE

Check out date: \_\_\_\_\_  
Flight: \_\_\_\_\_ ETD: \_\_\_\_\_

### ROOMS

#### Superior

PHP6,800nett (Single)  PHP7,800nett per night (Double)

#### Deluxe

PHP7,800nett (Single)  PHP8,800nett (Double)

#### Room Preference (subject to availability)

Smoking  Non Smoking  
 King bedded  Twin bedded

- Room rates are inclusive of 10% service charge, 12.6% government tax per night
- Complimentary in-room broadband internet and Wi-Fi access
- Inclusive of daily buffet breakfast(s) in Escolta or an alternative venue as deemed necessary by the hotel.
- Additional breakfast is at PHP 1,226.00 net per person
- Rates are applicable for 3 days prior and 3 days post the days of the event, subject to room availability at the time of reservation
- Check-in time is at 14:00hours; check-out time is at 12:00hours
- All reservations require credit card guarantee and will receive a confirmation number from the hotel
- Guarantee policy: Should there be a no-show or cancellation for confirmed reservation, the full duration of room charge will be imposed.
- All reservations require credit card guarantee and will receive a confirmation number from the hotel.

### AIRPORT TRANSPORT

Not required

Airport to Hotel via

- Toyota Camry PHP3,000 (2-3pax)  
 Toyota Grandia Van PHP6,000 (6pax)

Hotel to Airport via

- Toyota Camry PHP3,000 (2-3pax) OR  
 Toyota Grandia Van PHP6,000 (6pax)

### RESERVATION GUARANTEE

Kindly provide your credit card details to guarantee your booking

Visa  Mastercard  Amex

Others \_\_\_\_\_

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

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

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

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