

1st SME Insurance Summit

Register by
20 July 2017
for Early Bird Discounts!

22-23 Aug 2017, Marina Mandarin Hotel, Singapore

Theme: "Using Insurance to Manage Your Risks & Grow Your Business"

Having the Right Insurance Cover as the key to peace of mind in Business

Keynote Address



Kurt Wee
President, Association of Small & Medium Enterprises (ASME)



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Small and Medium Enterprises (SMEs) play an important role in the Asia economic development. They contribute between 20% to 50% of the GDP growth and employ half the workforce and account for over 90% of all enterprises.

In the era of globalisation, SMEs continue to face greater uncertainties and with changing market conditions, the challenges are even greater. And SMEs don't need to be alone as insurance companies do offer value-added strategic advice on managing risks to survive and grow the business in the face of escalating and unpredictable risks.

Asia Insurance Review as the voice of the insurance industry of Asia, is organising this first ever Summit on Insurance for SMEs to provide a platform for SMEs to understand the fundamental importance of cost effective risk management and the role insurance can play to help manage the unpredictable risks faced. Insurance is a necessary investment and not an ancillary cost. Insured SMEs are less vulnerable to financial losses in the face of a disaster. This is the truth of the world.

Insurers can be an SME's strategic partners to help protect their assets such as reputation, employees, equipment and Technology as well as offer strategic advice in risk management and coping with tough times in the aftermath of a natural disaster or industrial accident. This is what insurers do best: "To be your strategic partner to manage your risks". And what's more insurers can step in with business interruption covers to indemnify SMEs against losses beyond their control be it caused by errors or omission of its staff; shoddy equipment or infrastructural defects; injuries or accidents; and floods, storms, earthquakes or strikes.

Who Should Attend

- SME Leaders
- Risk Managers
- IT Executives
- Business Development Heads
- Brokers
- Insurers

Register Now

Speakers include:



David Chan
Regional Head of Affinity and
SME, Asia, Willis Towers Watson



Karl Hamann
CEO, QBE Insurance (Singapore)
Pte Ltd



Mahamoud Islam
Senior Asia Economist, Euler
Hermes, Hong Kong



Chay Wilkinson
Claims Director – Asia Pacific,
Markel International Singapore
Pte Ltd



Rachael Tay
Chief Benefits Strategy,
CXA Group



Stuart Anderson
Chief Executive Officer - Asia,
NCI Brokers (ASIA) Pte Ltd



Daryl Pereira
Partner and Head of
Cybersecurity Consulting,
KPMG Singapore



Rudolf Frei
Managing Director,
IBNR Insurance Consulting Ltd,
Hong Kong



Steve Tunstall
Director, Tunstall Associates,
Singapore



Ashley Kee
CEO & Co-Founder,
Bandboo Group, Singapore



Leslie Chew
Head of Property & Casualty,
Berkley Insurance Asia



Stephen Killian
CEO – Founder, iFormation
Global, USA



Khue Dinh
Director, SMEs, AXA Insurance
Pte Ltd, Singapore

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PROGRAMME

Day One, 22 August 2017, Tuesday

Day One Conference Chairperson

David Chan, Regional Head of Affinity and SME, Asia, Willis Towers Watson

- 8.00 am Registration & Coffee
- 9.00 am **Opening Address**
Sivam Subramaniam, Editor-in-Chief, Asia Insurance Review
- 9.10 am **Keynote Address**
Kurt Wee, President, Association of Small & Medium Enterprises (ASME) & Founder/CEO, 18 Holdings Private Limited
- 9.25 am **Special Address: What does 2017 and 2018 mean for corporates?**
Mahamoud Islam, Senior Asia Economist, Euler Hermes, Hong Kong
- 9.55 am **Special Address: Risks and Regrets for SMEs**
Karl Hamann, CEO, QBE Insurance (Singapore) Pte Ltd
- 10.25 am **Choose the Right Business Insurance – One size doesn't fit all**
Rachael Tay, Chief Benefits Strategy, CXA Group
- 10.55 am Q&A
- 11.00 am Tea Break
- 11.30 am **Trade Credit Insurance as a Useful Ally**
Stuart Anderson, Chief Executive Officer - Asia, NCI Brokers (ASIA) Pte Ltd
- 12.00 nn **Claims against FinTechs – Managing Complex Exposures**
Chay Wilkinson, Claims Director – Asia Pacific, Markel International Singapore Pte Ltd
- 12.30 pm Q&A
- 12.40 pm Lunch
- 2.00 pm **Cyber Security – Why SMEs need to be prepared**
Daryl Pereira, Partner and Head of Cybersecurity Consulting, KPMG Singapore
- 2.30 pm **Fraud is not a Faceless Crime, it Damages Property, Distort Businesses and even takes Lives - How to Teflon Proof your Claims and Underwriting Process!**
Rudolf Frei, Managing Director, IBNR Insurance Consulting Ltd, Hong Kong
- 3.00 pm **Panel Discussion on Mitigating and Managing Risk in Business**
- How SMEs can better manage their risk with insurance solutions
 - Picking the right insurance partners
 - Have insurance adapted to SME expectations?
- Panel Moderator:**
Karl Hamann, CEO, QBE Insurance (Singapore) Pte Ltd
- Panellists:**
- David Chan, Regional Head of Affinity and SME, Asia, Willis Towers Watson
 - Steve Tunstall, Director, Tunstall Associates, Singapore
- 4.00 pm Tea Break & Close of Day One

Day Two, 23 August 2017, Wednesday

Day Two Conference Chairperson

Stephen Killian, CEO – Founder, iFormation Global, USA

- 8.00 am Coffee & Networking
- 9.00 am **Cyber Security : SMEs Need A New Battle Plan**
David Chan, Regional Head of Affinity and SME, Asia, Willis Towers Watson
- 9.30 am **Optimize every dollar you spent on insurance**
Khue Dinh, Director, SMEs, AXA Insurance Pte Ltd
- 10.00 am **Global Healthcare Insurance Strategies for Multinational SME**
Stephen Killian, CEO – Founder, iFormation Global, USA
- 10.30 am Q&A
- 10.40 am Tea Break
- 11.10 am **P2P retrenchment benefits scheme for SMEs**
Ashley Kee, CEO & Co-Founder, Bandboo Group, Singapore
- 11.40 am **The Importance of Products Liability Insurance to SME Businesses**
Leslie Chew, Head of Property & Casualty, Berkley Insurance Asia
- 12.10 pm Q&A
- 12.20 pm Lunch
- 2.00 pm **Tapping Tax Solutions for SMEs**
Wai Fook Chai, Partner, Tax Services, Ernst & Young Solutions LLP
- 2.30 pm **Anchor Address: Risk Management Imperatives for SMEs**
Steve Tunstall, Director, Tunstall Associates, Singapore
- 3.00 pm **Special Panel on Unique and Special Insurance Needs of SMEs**
- How insurers can truly help SMEs
 - Do brokers play a unique role with SMEs?
 - Would SMEs prefer full solutions or special products?
 - Innovating products for SMEs
 - Promoting Awareness of Insurance to SMEs
 - Why SMEs requires unique insurance solutions?
 - Common SMEs business claims
- Panel Moderator:**
Stuart Anderson, Chief Executive Officer - Asia, NCI Brokers (ASIA) Pte Ltd
- Panellists:**
- Chay Wilkinson, Claims Director – Asia Pacific, Markel International Singapore Pte Ltd
 - Khue Dinh, Director, SMEs, AXA Insurance Pte Ltd
- 4.00 pm End of Conference & Tea Break

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Registration Email: 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
 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 20 July 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: 15 August 2017

For cancellation in writing made before **20 July 2017**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **20 July 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:
 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:
<https://aws.passkey.com/go/1stsmainsurancesummit>

Hotel Reservation Form

Attn: Ms Rica Ong, Assistant Meeting Services Manager
 Email: rica.ong@meritushotels.com, DID: 6845 1208

Marina Mandarin Singapore, by Meritus
 6 Raffles Boulevard, Marina Square
 Singapore 039594
 Tel: (65) 6845 1000, (65) 6845 1224
 Fax: (65) 6845 1020
www.meritushotels.com/marina

PLEASE FILL IN GUEST PARTICULARS ON REGISTRATION FORM

Meritus Connect:
M02710

ARRIVAL DATE

Check in date: _____
 Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____
 Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE (SUBJECT TO AVAILABILITY)

Premier Room
 Single S\$320++ per night Double S\$350++ per night

Meritus Club Room
 Single S\$360++ per night Double S\$400++ per night
 Room rate inclusive of daily Buffet Breakfast and complimentary Internet access

- Room Preferences (subject to availability)**
- Smoking Non-smoking
 - King bedded Twin bedded
 - Room rates are subject to 10% service charge; and 7% Goods & Services 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 + 7% GST

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

Return limousine transfer at S\$220.00 subject to 7% GST
 Car pick up between 2300hr - 0700hr, a surcharge of S\$20 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: _____
