1st SME Insurance Summit

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



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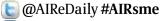


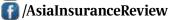


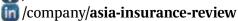




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mall and Medium Enterprises (SMEs) play an important role in the Asia economic development. They contribute between 20% to 50% of the GDP growth and employ half the workforce and account for over 90% of all enterprises.

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 TunstallDirector, 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

- David Chan, Regional Head of Affinity and SME, Asia, Willis Towers Watson
- Steve Tunstall, Director, Tunstall Associates, Singapore

Tea Break & Close of Day One 4.00 pm

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

3.00 pm

Special Panel on Unique and Special Insurance Needs of SMEs

Steve Tunstall, Director, Tunstall Associates, Singapore

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

1st SME Insurance Summit 22-23 August 2017, Marina Mandarin Hotel, Singapore

Registration Email: michelle@asiainsurancereview.c

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REGISTRATION	☐ Single S\$320++ per night ☐ Double S\$35
Early Bird (valid till 20 July 2017) Normal Registration	Meritus Club Room
Subscribers□ US\$1,280Subscribers□ US\$1,780Non-Subscribers□ US\$1,580*Non-Subscribers□ US\$1,980*	☐ Single S\$360++ per night ☐ Double S\$40 Room rate inclusive of daily Buffet Breakfast ar
(*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)	Internet access
Full registration fees MUST be paid before the valid dates for admittance at conference.	Room Preferences (subject to availability) ☐ Smoking ☐
Only registrations FULLY PAID FOR by the early-bird deadline will	☐ King bedded ☐
be eligible for the discount. I came to know about this conference through:	Room rates are subject to 10% service cha &Services Tax.
☐ AIR/MEIR magazine ☐ AIR/MEIR Website ☐ Brochure ☐ Email ☐ Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)	Check-in time is at 14:00 hours; check-ou hours
Group registration: Special Offer for Year 2017	All reservations require credit card guara a confirmation number from the hotel vi
Register three delegates from the same company, and send the fourth delegate to attend the conference free of charge!	 Guarantee policy: Should there be a no-sl for confirmed reservation, the full durati will be imposed.
(Valid only for delegates from the same company in the same country). Registration fee includes participation at Conference plus tea breaks and lunches.	All reservations are to be guaranteed upor received.
Accredited by All meals are prepared without pork, lard and beef. General Insurance Association	LIMOUSINE ARRANGEMENT
Special Dietary Requirements of Singapore	☐ Not required
☐ I would like to have vegetarian meals during the Conference. Closing date for registration: 15 August 2017	☐ One (1) way limousine transfer from Air S\$110.00 + 7% GST
	☐ One (1) way limousine transfer from He
For cancellation in writing made before 20 July 2017 , 50% of the conference fee will be refunded. No refunds will be made for	S\$110.00 + 7% GST
cancellations after 20 July 2017 . However, substitution or replacement of delegates will be allowed.	Return limousine transfer at S\$220.00 Car pick up between 2300hr - 0700hr, a 7% will be levied.
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I undertake to indemnify the organisers for all bank charges ☐ I enclose a cheque / bankdraft in US Dollars made payable to	Additional comments/ special requirements
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☐ Telegraphic / Wire Transfer to the following account:	DECERNATION CHARANTEE
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AVAILABILITY)

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All pick-ups can be guaranteed upon credit card details received.			
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