

5th Asia Agriculture Insurance Conference

20-21 September 2018

The Taj Mahal Hotel, New Delhi, India

Theme: The Future of Agro Insurance –
Impact of Climate Change, Technology
& Inclusive Insurance



Guest of Honour

Dr Ashish Kumar Bhutani

Joint Secretary to Govt. of India,
(CEO) of Pradhan Mantri Fasal Bima
Yojana (PMFBY)
Ministry of Agriculture



Keynote Address

T L Alamelu

Chairman cum Managing Director,
Agriculture Insurance Company of
India Limited



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Asia's agricultural sector holds the peak position in the food pyramid for the world with 2.2 billion people in the region relying on agriculture for their livelihood. In addition to feeding mouths, it is also seen as a profitable investment producing high amount of yield in a short period of time.

However, this is at the mercy of catastrophic weather conditions like severe heat, drought and floods that greatly impact the livelihood and pockets of small-scale farmers as well as commercial farming enterprises.

So where do insurers stand? The awareness of agricultural insurance and its coverage potential has increased and is seen as a "gift" to cover the losses during adverse weather conditions. Can insurers survive without government subsidy? Are insurers capitalising on these golden opportunities? The liabilities are increasing too as farmers continuously face a volatile trade environment, the excesses of climate change. So there is a need to step up with better models and more effective risk management tools.

The 5th Asia Agriculture Insurance Conference organised by *Asia Insurance Review* will take the debate a step further and explore the changing perspective of agricultural insurance today. The conference will also look at how insurers can rise to the challenge of facing the fragmented agri-platforms. A highlight of the Conference will be the in-depth case-studies on the Pradhan Mantri Fasal Bima Yojana (Prime Minister's Crop Insurance Scheme).

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

Thursday, 20 September 2018

Programme

8.00am Registration and Coffee

Conference Chairman
Vikas Wadhwa, Director of Modelling and Analytics, RMS



9.00am **Opening Address**
Guest of Honour : Dr Ashish Kumar Bhutani
Joint Secretary to Govt of India,
CEO of Pradhan Mantri Fasal Bima Yojana (PMFBY)
Ministry of Agriculture



9.30am **Welcome Address**
Dr Pramod Aggarwal, Regional Program Leader South Asia for Climate Change, Agriculture and Food Security (CAAFS)



9.50am **Keynote Address**
T L Alamelu, Chairman, Agriculture Insurance Company of India Limited



10.05am Tea Break

Global Perspective of Agricultural Insurance

10.20am **Development of Agricultural Insurance: Case Studies from Australia, China and Malaysia**
Jeffrey Khoo, Head of Food and Agribusiness Sales, Swiss Re Corporate Solutions



10.50am **A Vision of the Future of Agro Re-Insurance**
Satyajit Tripathy, Deputy General Manager, GIC Re



11.20am **Agriculture Risk Models – A Framework for Improved Re/insurance Underwriting and Portfolio Management**
Vikas Wadhwa, Director of Modelling and Analytics, RMS



11.50am **Adequacy of Current Modelling Methods to Support Re/insurance Underwriting**
Nirav Khimashia, Crop Climate Modeller, J. B. Boda & Co (S) Pte Ltd



Thursday, 20 September 2018

Programme

12.20pm **A Worldwide Review of how Effective Government Subsidies are for the Insurance and Farming Sectors**
Russell Leith,
Independent International Development Consultant



12.50pm Q&A

1.10pm Lunch

Technological Innovation in Agriculture Insurance

2.30pm **Using Advanced Technologies for Flood Insurance and Agricultural Insurance**
Giriraj Amarnath,
Research Group Leader – Water Risks and Disasters,
International Water Management Institute (IWMI), Sri Lanka



3.00pm **Satellite Imagery Analytics and AI Opportunities for Agricultural Insurance**
Mangesh Niranjana Patankar,
Senior Underwriter, Agriculture & Vice President,
Property & Specialty Underwriting, Swiss Re



3.30pm **The Use of Technology in Macro-Management of Agricultural Sector in India – Opportunities and Challenges**
Roli Jindal,
Director-Strategic Initiatives,
RMSI



4.00pm Q&A

4.20pm Tea Break Sponsored by **RMSI**

Thursday, 20 September 2018

Programme

Panel on the Use of Technologies for Agricultural Insurance

4.50pm

This Panel Will Sit Experts In the Agri-Tech Field to Discuss the Challenges and Opportunities Faced in this Digitalisation Era. The Experts will Share their Lessons Learnt in Dealing with Technology Issues.

- What are the Various New Digital Agri Technologies Available Today for Insurers?
- Can the Market Develop Tailored Agri-Insurance Products to Farmers Specific Needs using Big time and Real data?
- What is the Impact of Agrotechnology on Agriculture Insurance?
- How Effective are the use of Drones in Agriculture Insurance?
- How Effective is the use of Parametric Indices in Crop Losses and Settlement?

Panel Moderator:

Dr Pramod Aggarwal, Regional Program Leader South Asia for Climate Change, Agriculture and Food Security (CAAFS)



Panellists:

- **Pushendra Johari**,
Head - Risk and Insurance,
RMSI
- **Raman Singh Saluja**,
Founder and Managing Director,
Gramco Infratech Pvt Ltd
- **Dr Navin Peiris**,
Senior Director, Model Development,
RMS
- **Dr Alok Sikka**,
Principal Researcher, International Water
Management Institute (IWMI)

5.50pm
-7.50pm

Close of Day One
& **Welcome Cocktail** Hosted by
ACE Insurance Brokers

Friday, 21 September 2018

Programme

9.00am **Government Support for Agriculture Insurance: A Win-Win for Both**
Rajeev Chaudhary,
General Manager & Chief Risk Officer, Agriculture Insurance Company of India Limited



9.30am **New Horizons in Indian Agricultural Insurance**

- What has been the Impact of PMFBY on the Indian Insurance Market?
- What are the Strategies Insurers need to Adapt to Survive in this Highly Competitive Market?
- What More Needs to be Done in Making Agriculture a Mainstream Product in India?
- Is the Market Currently Offering Realistic Agricultural Insurance Coverage and What Must be Done to Bridge the Insurance Gap?

• **Session Moderator:**
Vijayasekar Kalavakonda,
Senior Financial Sector Specialist,
The World Bank



Farmers Perspective in PMFBY

• **Dr Hema Yadav,**
Director, CCS National Institute of Agricultural Marketing



The Evolution of Agricultural Insurance in India over the years

• **Rajeev Chaudhary,**
Executive Vice President,
IFFCO Tokio General Insurance Company Ltd



Underwriting Strategies, Marketability and Distribution in Crop Insurance in India

• **Saurabh Srivastav,**
Founder,
AgRisk



10.30am Tea Break

10.45am **Managing Agrarian Economy Through Agriculture Insurance**
Aruna Anand
Manager, Crop Cell,
The Oriental Insurance Company Ltd



11.15am **InsurTech Revolution in PMFBY**
Sebastian Glink,
Director, Business Development & Technology,
CelsiusPro



11.45am **Reinsurers' Perspective in PMFBY**
Nymphea Batra
Senior Vice President
India Leader – Guy Carpenter
Marsh India Insurance Brokers Pvt Ltd



Friday, 21 September 2018

Programme

12.15pm **Public Private Partnerships in Agricultural Insurance**
Aditya Khanna,
Vice President, Prudent Insurance Brokers Pvt Ltd



12.45pm Lunch

Future of Underwriting in Agriculture in India

2.00pm **Challenges, Solutions and Advancement in Crop Yield Modelling in India**
Dr Jeff Amthor,
Assistant Vice President & Principal Scientist,
AIR Worldwide Corporation



2.30pm **Sharpening the Art of Agricultural Underwriting: The Search for the Best Underwriting Models**

- **Suresh Kumar,**
National Head-Rural Agriculture,
SBI General Insurance Company Limited
- **Alok Shukla,**
Vice President, Agriculture & Rural Business,
Bharti AXA General Insurance Company Ltd



3.30pm Q&A

3.45pm Tea Break

Panel: Bridging the Underwriting Gap Between Insurers and Reinsurers

- 4.00pm
- Agriculture Reinsurance Pricing Has Been a Major Issue for International Reinsurers and So What Needs to be Done to Attract These Foreign Players
 - What are the Issues Hampering the Agricultural Underwriting Processes?
 - Can Underwriting Models be Effective in Determining Pricing
 - What are the Risk Management Imperatives that Needs to be Taken for Smooth Functioning?
 - Climate change and its Impact also Impedes the Progress We Make in Bridging the Gap. How Do We Overcome that?

Panel Moderator:

Ajay Singhal, Deputy General Manager, Agriculture Insurance Company of India Limited



Panellists:

- **Rachael Wallington,**
Senior Underwriter, Reinsurance – Agriculture,
MS Amlin Asia Pacific
- **Alok Shukla,**
- **Suresh Kumar,**
- **Ajeet Phatak,**
Head of Agriculture, India and Indian Subcontinent
Munich Re - India Branch



4.30pm End of Conference

5th Asia Agriculture Insurance Conference

20-21 September 2018, The Taj Mahal Hotel, New Delhi, India

This form is to be used by
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REGISTRATION

Normal Registration

- First delegate at INR67,000*
 Second delegate attends FREE OF CHARGE

***Full registration fee MUST be paid before the valid dates for admittance at conference.**

For cancellation in writing made before **20 August 2018**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **20 August 2018**. However, substitution or replacement of delegates will be allowed.

I came to know about this conference through:

- AIR/MEIR magazine AIR/MEIR Website Brochure Email
 Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

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: 13 September 2018

PAYMENT

I undertake to indemnify the organisers for all bank charges

- I enclose a cheque / bankdraft in Indian Rupee (INR) made payable to "AIR EVENT SERVICES PVT LTD"
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(Conference fee is zero-rated for GST)

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Hotel Contact

Attn: Ms Shilpa Chauhan - Group Desk
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ROOM RATE

Deluxe Room: Single INR10000++ per night, Double INR11500++ per night
Rates are inclusive of buffet breakfast, dinner set menu at Machan and WiFi access, exclusive of taxes (Currently 28%).

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