

Register Now!

# 19th Asia Conference on Bancassurance & Alternative Distribution Channels

10 – 11 May 2018, Marriott Manila Hotel, Philippines

Theme: "Bancassurance in the World of Analytics, AI, Automation, FinTech & Digital Banking - Connected for Exponential Growth"

## Keynote Address



**Atty Dennis B Funa**  
Insurance Commissioner,  
Insurance Commission,  
Philippines

## Industry Address by PIRA



**Rebecca B. Dela Cruz**  
Chairperson, Philippine  
Insurance and Reinsurers  
Association, Inc (PIRA);  
President & CEO, Alliedbankers  
Insurance Corporation

## Industry Address by PLIA



**Dr Olaf Kliesow**  
President, Philippine Life  
Insurance Association, Inc  
(PLIA); President & CEO, Allianz  
PNB Life Insurance, Inc

## International Keynote Address



**Vincent Shi**  
Managing Director, Scor Global  
Distribution Solutions Asia

Organised by :

**ASIA  
INSURANCE REVIEW**

Lead Sponsor:

**ReMark**

Supported by:



Media Partner:

**MIDDLE EAST  
INSURANCE REVIEW**

[www.asiainsurancereview.com/airbanc](http://www.asiainsurancereview.com/airbanc)

@AIReDaily #AIRbanc  
 /AsiaInsuranceReview  
 /company/asia-insurance-review

# 19th Asia Conference on Bancassurance & Alternative Distribution Channels

10 – 11 May 2018, Marriott Manila Hotel, Philippines

**B**ancassurance is in high-speed change. What used to be selling insurance through bank branches is now sales through a digital high-tech space, where customers manage both banking and insurance together all at the same place!

A deep integration of insurance into virtual banking is a new kind of digital bancassurance and the ecosystem is changing the way insurance is bought, sold and handled.

In the new insurance distribution model, channels and supply chains will co-exist with brands and within ecosystems not related to insurance. This makes growth potential boundless!

What bancassurance strategies are there to succeed in this current world of Artificial Intelligence (AI), Virtual Reality/Augmented Reality (VR/AR) and Internet of Things (IoT)? How do we draw lessons from bancassurance mega billion-dollar M&A deals? Where do companies look for partners and alternative distribution channels?

Asia Insurance Review's 19th Asia Bancassurance conference is the key event for banks, insurers, insurtechs, strategic partners and international top leaders to connect and explore innovative strategies to leverage the power of partnerships and collaboration. This two-day conference will continue to look at strategic solutions to improve underwriting, pricing, product innovation, customer touchpoints, and what makes bancassurance continue to triumph.

**Sign Up Now!**

## Who Should Attend

- Regional Heads of bancassurance
- Regulators, Bankers, Insurers, Reinsurers, Brokers, Banks, Financial Institutions & Service Providers across the region and around the world
- Global corporations, Regional players, Partners of Insurers and Banks on affinity marketing and branding
- Management consultants, Technology experts, Lawyers, Advisors and Professionals serving the banking and insurance fraternities
- CEOs, CMOs, Directors, and Marketing Managers of Life and General insurance companies dealing with bancassurance or looking at expanding bancassurance opportunities and improving distribution network as well as new channels and strategic partners

## Speakers include:



**Atty Dennis B Funa**  
Insurance Commissioner,  
Insurance Commission,  
Philippines



**Rebecca B. Dela Cruz**  
Chairperson, Philippine  
Insurance and Reinsurers  
Association, Inc (PIRA); President  
& CEO, Alliedbankers Insurance  
Corporation



**Dr Olaf Kliesow**  
President, Philippine Life  
Insurance Association, Inc  
(PLIA); President & CEO, Allianz  
PNB Life Insurance, Inc



**Vincent Shi**  
Managing Director, Scor Global  
Distribution Solutions Asia



**Augusto P Hidalgo**  
President & CEO, National  
Reinsurance Corporation of the  
Philippines



**Ho Han-Tsung**  
Head of Financial Institutions  
Group, ING Corporate  
Finance Asia



**Dr Jung Kee (JK) Hong**  
Head of Partnership (Financial  
Institutions) and Regional  
Marketing Projects, AXA Partners  
Asia, AXA Group



**Surendra Menon**  
Executive Director & CEO,  
BPI-Philam Life Assurance  
Corporation, Inc



**Saurav Biswas**  
Associate Director of  
International Research and Head  
of Research Methodology, LIMRA/  
LOMA



**Hyunmi Park**  
Head of Underwriting, Velogica  
Asia, Scor Global Life Asia Pacific



**Dr Antonis Malagardis**  
Program Director, GIZ Regulatory  
Framework Promotion of Pro-  
poor Insurance Markets in Asia  
(RFPI Asia)



**Rehan Butt**  
Group Business Director,  
MicroEnsure



**Eiichiro Yanagawa**  
Senior Analyst, Asian Financial  
Services Group, Celent Japan



**Tobias Schneider**  
Lead Consultant, Asia, Aon  
Inpoint



**Sammeer Sharma**  
Executive Director & Head,  
Bancassurance, Standard  
Chartered Bank, Malaysia



**Michael S Carl**  
Advisor, SSEK Legal Consultants,  
Indonesia



**Pankaj Khushani**  
Head of Analytics & Platform  
Partnerships, SEA, Google



**Evi Tedjasukmana**  
Evi Tedjasukmana, Head of  
FinMoRe & Data Analytics, SEA,  
Munich Re



**Alvin Ang**  
CEO and Co-Founder  
fidentiaX Ltd, Singapore

# 19th Asia Conference on Bancassurance & Alternative Distribution Channels

10 – 11 May 2018, Marriott Manila Hotel, Philippines

## PROGRAMME

### Day One, 10 May 2018, Thursday

- 8.00 am Registration & Coffee
- 9.00 am **Opening Address by Conference Chairman**  
*Tobias Schneider, Lead Consultant, Asia, Aon Inpoint*
- 9.10 am **Keynote Address**  
*Atty Dennis B Funa, Insurance Commissioner, Insurance Commission, Philippines*
- 9.20 am **Industry Address by PIRA**  
*Rebecca B. Dela Cruz, Chairperson, Philippine Insurance and Reinsurers Association, Inc (PIRA); President & CEO, Alliedbankers Insurance Corporation*
- 9.30 am **Industry Address by PLIA**  
*Dr Olaf Kliesow, President, Philippine Life Insurance Association, Inc (PLIA); President & CEO, Allianz PNB Life Insurance, Inc*
- 9.40 am **International Keynote Address: Making “Tech” Work For Your Customer Journey**  
*Vincent Shi, Managing Director, Scor Global Distribution Solutions Asia*
- 10.30 am Q&A
- 10.40 am Tea Break

### Success Stories & Growth

- 11.00 am **Bancassurance: Branches to Bytes – Today and Tomorrow**  
*Surendra Menon, Executive Director & CEO, BPI-Philam Life Assurance Corporation, Inc*
- 11.30 am **Creating A Long-Term Sustainable Bank Distribution Partnership**
  - Asia has in recent years seen more aggressive upfront payments to the bank for the insurer to access the bank's customer base and network
  - This can lead to unintentional behaviors which are detrimental to a long-term partnership
  - In this hyper competitive world, with the advancement in technology, what are some of the tools which the bank and insurer can use to create a strong partnership*Ho Han-Tsung, Head of Financial Institutions Group, ING Corporate Finance Asia*
- 12.00 nn **Bancassurance: Stories of Success & Growth Opportunities**  
Insights from a global bancassurance study covering 124 executives from 30 different markets with a specific focus on what successful Asian bancassurers are doing versus all others in terms of distribution methods, relationships models with insurers, products, training and key success drivers.  
*Saurav Biswas, Associate Director of International Research and Head of Research Methodology, LIMRA/LOMA*
- 12.30 pm Q&A
- 12.40 pm Lunch Hosted by ReMark

### What's Happening in the Region

- 2.00 pm **The Real Story of Bancassurance in Today's World of Disruptive Innovation**  
*Sammeer Sharma, Executive Director & Head of Bancassurance ASA Cluster Markets, Standard Chartered Bank, Malaysia*
- 2.30 pm **A Bancassurance Case Study in Indonesia**  
*Michael S Carl, Advisor, SSEK Legal Consultants, Indonesia*
- 3.00 pm **Next Step: Evolution or Revolution in Bancassurance/ Are We Really Selling insurance?**  
*Dr Jung Kee (JK) Hong, Head of Partnership (Financial Institutions) and Regional Marketing Projects, AXA Partners Asia, AXA Group*
- 3.30 pm **“OpenAPI” – To accelerate alternative channels collaboration between insurance companies and banks, technology vendors, service vendors.**  
*Eiichiro Yanagawa, Senior Analyst, Asian Financial Services Group, Celent Japan*
- 4.00 pm End of Day One & Tea Break

### Day Two, 11 May 2018, Friday

### Bancassurance Around the World

- 9.00 am **New Perspectives on Bancassurance Worldwide and in the Asia-Pacific Region**
  - Product penetration and innovation – Life, non-life and creditor insurance
  - Operating models – Captives, joint ventures and third-party underwriters
  - Partnerships – Strategic and ad hoc relationships
  - Digital distribution – The shift to mobile devices
  - Focus on the Philippines and the wider Asia-Pacific region*Tobias Schneider, Lead Consultant, Asia, Aon Inpoint*
- 9.30 am **From Marketing to Data-Driven Marketing – Meeting the 3 new realities for business requires organisations to commit to putting the customer at the heart of marketing strategy. It requires you to rethink:**
  - How to organise your teams around the customer;
  - How to organise and apply data to your marketing strategy;
  - How to measure the impact of media.*Pankaj Khushani, Head of Analytics & Platform Partnerships, SEA, Google*
- 10.00 am **Smart Underwriting Solution for All Channels – Anywhere and Any Time**  
*Hyunmi Park, Head of Underwriting, Velogica Asia, Scor Global Life Asia Pacific*
- 10.30 am Q&A
- 10.40 am Tea Break

### The Philippines Market & Microinsurance

- 11.00 am **Distribution Strategies From A Reinsurer's Perspective**  
*Augusto P Hidalgo, President & CEO, National Reinsurance Corporation of the Philippines*
- 11.30 am **Reinventing Bancassurance for Emerging Customers**
  - How insurers and commercial banks can focus on serving typically 80% of bank customers who are not generally the target of conventional bancassurance products*Rehan Butt, Group Business Director, MicroEnsure*
- 12.00 nn **Distribution Mechanisms of Inclusive Insurance**  
*Dr Antonis Malagardis, Programme Director, GIZ Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia (RFPI Asia)*
- 12.30 pm Q&A
- 12.40 pm Lunch

### Analytics & Blockchain

- 2.00 pm **Predictive Analytics: Collaboration Between Insurance Companies and Banks**  
*Evi Tedjasukmana, Head of FinMoRe & Data Analytics, SEA, Munich Re*
- 2.30 pm **Blockchain in Insurance and Tradeable Policies**  
*Alvin Ang, CEO and Co-Founder, fidentiaX Ltd Singapore*
- 3.00 pm **Panel on Bancassurance in the World of Analytics, AI, Automation, FinTech, Digital Banking & Connectivity**  
**Panellists**
  - Alvin Ang, CEO and Co-Founder, fidentiaX Ltd Singapore
  - Evi Tedjasukmana, Head of FinMoRe & Data Analytics, SEA, Munich Re
  - Pankaj Khushani, Head of Analytics & Platform Partnerships, SEA, Google
- 3.30 pm Close of Conference & Tea Break

# 19th Asia Conference on Bancassurance and Alternative Distribution Channels

10 –11 May 2018, Marriott Manila Hotel, Philippines

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

## Conference Registration

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

To: Ms Loga, Asia Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: +65 6372 3184 • 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 18 April 2018)

Subscribers  US\$1,280

Non-Subscribers  US\$1,580\*

(\*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

#### Normal Registration

Subscribers  US\$1,780

Non-Subscribers  US\$1,980\*

**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 2018

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: 3 MAY 2018

For cancellation in writing made before **18 April 2018**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **18 April 2018**. 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: \_\_\_\_\_ Signature: \_\_\_\_\_

Card No.: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ - \_\_\_\_\_ (mm-yy) Total Amount: US\$ \_\_\_\_\_ Date: \_\_\_\_\_

(Conference fee is zero-rated for GST)

### Hotel Reservation:

Online Booking only at [www.asiainsurancereview.com/airbanc](http://www.asiainsurancereview.com/airbanc)

## Hotel Contact

Lester Mascariña, Event Executive

Email: [owen.mascarina@marriott.com](mailto:owen.mascarina@marriott.com); [reservationsmanila@marriott.com](mailto:reservationsmanila@marriott.com)

**Marriott Hotel Manila**

2 Resorts Drive Pasay City,

Metro Manila 1309 Philippines

Tel: + 632 988 9999 | Fax: + 632 836 9998

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

### ROOM RATE

Premium Room (1 King or 2 Double) PHP 9,338.56nett/night

Includes Wi-Fi access and daily buffet breakfast(s)

Hotel booking link at [www.asiainsurancereview.com/airbanc](http://www.asiainsurancereview.com/airbanc)

For speaking, sponsorship and partnership opportunities: Email: [may@asiainsurancereview.com](mailto:may@asiainsurancereview.com) DID: +65 6372 3185