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


www.asiainsurancerreview.com/airbanc
Bancassurance 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

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

- Vincent Shi
  Managing Director, Scor Global Distribution Solutions Asia

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

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

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

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

- Tobias Schneider
  Lead Consultant, Asia, Aon Inpoint

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

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

- Michael S Carl
  Advisor, SSEK Legal Consultants, Indonesia

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

- Alvin Ang
  CEO and Co-Founder, fidentiaX Ltd, Singapore
### Day One, 10 May 2018, Thursday

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>8.00 am</td>
<td>Registration &amp; Coffee</td>
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<tr>
<td>9.00 am</td>
<td>Opening Address by Conference Chairman</td>
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<tr>
<td>9.40 am</td>
<td>Keynote Address</td>
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<tr>
<td>10.30 am</td>
<td>Industry Address by PIRA</td>
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<tr>
<td>11.00 am</td>
<td>Lunch Hosted by ReMark</td>
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<tr>
<td>11.30 am</td>
<td>Creating A Long-Term Sustainable Bank Distribution Partnership</td>
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<tr>
<td>12.00 nn</td>
<td>Bancassurance: Branches toBytes – Today and Tomorrow</td>
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<tr>
<td>12.30 pm</td>
<td>Q&amp;A</td>
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### Success Stories & Growth

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### What’s Happening in the Region

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<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>2.00 pm</td>
<td>The Real Story of Bancassurance in Today’s World of Disruptive Innovation</td>
</tr>
<tr>
<td>2.30 pm</td>
<td>A Bancassurance Case Study in Indonesia</td>
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<tr>
<td>3.00 pm</td>
<td>Next Step: Evolution or Revolution in Bancassurance/ Are We Really Selling insurance?</td>
</tr>
<tr>
<td>3.30 pm</td>
<td>“OpenAPI” – To accelerate alternative channels collaboration between insurance companies</td>
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<td>4.00 pm</td>
<td>End of Day One &amp; Tea Break</td>
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### Day Two, 11 May 2018, Friday

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<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>9.00 am</td>
<td>New Perspectives on Bancassurance Worldwide and in the Asia-Pacific Region</td>
</tr>
<tr>
<td>10.00 am</td>
<td>Smart Underwriting Solution for All Channels – Anywhere and Any Time</td>
</tr>
<tr>
<td>11.00 am</td>
<td>Distribution Strategies From A Reinsurer’s Perspective</td>
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<tr>
<td>12.00 nn</td>
<td>Distribution Mechanisms of Inclusive Insurance</td>
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<tr>
<td>12.30 pm</td>
<td>Q&amp;A</td>
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### The Philippines Market & Microinsurance

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<td>11.00 am</td>
<td>Distribution Strategies From A Reinsurer’s Perspective</td>
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<td>11.30 am</td>
<td>Reinventing Bancassurance for Emerging Customers</td>
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### Analytics & Blockchain

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<tr>
<td>2.00 pm</td>
<td>Predictive Analytics: Collaboration Between Insurance Companies and Banks</td>
</tr>
<tr>
<td>2.30 pm</td>
<td>Blockchain in Insurance and Tradeable Policies</td>
</tr>
<tr>
<td>3.00 pm</td>
<td>Panel on Bancassurance in the World of Analytics</td>
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<tr>
<td>3.30 pm</td>
<td>Close of Conference &amp; Tea Break</td>
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REGISTRATION

Early Bird (valid till 18 April 2018) Normal Registration
Subscribers ☐ US$1,280 Subscribers ☐ US$1,780*
Non-Subscribers ☐ US$1,580* Non-Subscribers ☐ 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 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.

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”
☐ 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: ______/____/____

(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.

Hotel Reservation:
Online booking only at www.asiainsurancereview.com/airbanc

Hotel Contact
Lester Mascariña, Event Executive
Email: owen.mascarina@marriott.com; reservationsmanila@marriott.com

Marriott Hotel Manila
2 Resorts Drive Pasay City, Metro Manila 1309 Philippines
Tel: +632 988 9999 | Fax: +632 836 9998
www.marinamarriott.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

For speaking, sponsorship and partnership opportunities: Email: may@asiainsurancereview.com DID: +65 6372 3185