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13 February 2018
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2nd Myanmar Insurance Summit

6 – 7 March 2018, Sule Shangri-La Hotel, Yangon, Myanmar
Theme: "Ushering In the New Growth Wave"



Official Keynote Address



Dr Sandar Oo
Managing Director,
Myanma Insurance,
Union of Myanmar; &
Chairperson, Myanmar
Insurance Association

International Keynote Address



Mark Saunders
Group Executive, Chief
Strategy and Corporate
Development Officer, AIA
Group, Hong Kong

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2nd Myanmar Insurance Summit

6-7 March 2018, Sule Shangri-La Hotel, Yangon, Myanmar

All eyes are on Myanmar for 2018 which will be the year to usher in the new wave of transformation for the insurance industry. Insurance reform is now said to be a priority and the government is expected to issue more insurance licenses. This move and liberalization are eagerly awaited as Myanmar is one of the last frontiers with enormous opportunities predicted to hit \$2 billion in premiums by 2030.

There is a long queue and insurance companies are waiting patiently to get a real quick footing in the market with economic growth in mining, agriculture, fisheries, energy and infrastructure development across a huge population base of 55 million.

How will the industry be transformed? What are the real opportunities in Myanmar and how best to tap into these high-potential opportunities? What are the strategic tips to win in the insurance game in Myanmar today? Can Myanmar rise to the challenge?

With the phenomenal success of the first Myanmar Insurance Summit in 2014, Asia Insurance Review is proud to

bring the 2nd Myanmar Insurance Summit with the theme "Ushering In the New Growth Wave". The two-day Summit, supported by the Finance Ministry of Myanmar, will be the key platform bringing together leading experts and industry leaders to provide a comprehensive analysis of the insurance landscape in Myanmar today and discuss critical issues, key challenges and opportunities ahead to tap the great potential in a new insurance market in Asia's last frontier.

Who Should Attend

Every senior decision-maker and influencer including insurers, reinsurers, brokers, consultants, as well as service providers will want to be at this premier conference to explore the potential Myanmar has to offer and understand the regulations, licensing and legal structures to launch business and tap the great potential in this market.

Speakers include:



Philip Kent
Executive Vice President,
MSIG Holdings (Asia), Singapore



Neil Thomas
Head of Claims, Asia, Willis
Towers Watson Brokers
(Singapore)



Evi Tedjasukmana
Head of Pricing (SEA),
Munich Re, Singapore



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



U Thaug Han
Managing Director, Citizen
Business Insurance Public Ltd,
Myanmar



U Yan Paing
Managing Director, Capital Life
Insurance Ltd, Myanmar



Daw Marlar Nyunt
Managing Director, Aung Thitsa
Oo Insurance Co. Ltd, Myanmar



U Nyo Myint
Vice-Chairman, IKBZ Insurance,
Myanmar; & Vice-Chairman,
Myanmar Insurance Association



U Kyaw Kyaw Hlaing
Country Manager, K.M. Dastur
& Company Private Limited
(Reinsurance Brokers), Myanmar



Ang Sock Sun
Partner, Head of Insurance
Regulatory and Accounting
Advisory, PwC Singapore



John Cai
Regional Chief Executive,
AIA Group, Hong Kong



William Song
Senior Vice President,
Risk Management, MSIG Holdings
(Asia), Singapore



Chiara Lombardi
Financial Services Deals Director,
PwC Singapore



Jeremy Wall
Group Managing Director,
JPWALL, Hong Kong



Tsuyoshi Saito
Advisor to Union Minister for
Planning and Finance, Japan
International Cooperation
Agency, Myanmar



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



S Chalapathi Srinivasan
Director - General Insurance and
Reinsurance, Avon Insurance
Brokers LLC, UAE



Myo Min Thu
Managing Director, AYA
Myanmar Insurance Co, Ltd,
Myanmar



Mukul K Gupta
Chief Representative - India and
Myanmar, Manulife Financial



Roshan Perera
Partner, NMG Consulting,
Malaysia



Chris Burkett
Counsel, Allen & Overy (Thailand)



Sudip Indani
Business Development Director
- Health and Benefits, Willis
Towers Watson, Singapore



Robert Easson
FSI Specialist, Entrepreneur and
Business Leader, Myanmar



Nirmalya Chanda
Chief Representative,
The New India Assurance Co. Ltd,
Myanmar

2nd Myanmar Insurance Summit

6-7 March 2018, Sule Shangri-La Hotel, Yangon, Myanmar

PROGRAMME

Day One: 6 March 2018, Tuesday

- 8.00 am Registration & Coffee
- 9.00 am **Opening Address by Conference Chairman**
Tom Renny, Chief Representative, AIA Company Limited (Myanmar Representative Office)
- 9.15 am **Official Keynote Address**
Dr Sandar Oo, Managing Director, Myanma Insurance, Union of Myanmar; & Chairperson, Myanmar Insurance Association
- 9.45 am **International Keynote Address: Role and Future of Life Insurance**
Mark Saunders, Group Executive, Chief Strategy and Corporate Development Officer, AIA Group, Hong Kong
- 10.15 am **Special Address: Regulatory Priorities in Steering Insurers Onto More Stable Ground**
Tsuyoshi Saito, Advisor to Union Minister for Planning and Finance, Japan International Cooperation Agency, Myanmar
- 10.45 am Tea Break Hosted by **Willis Towers Watson**

Sustaining a Successful Insurance Industry

- 11.15 am **Dealing with Disruptive Technologies in Insurance**
Philip Kent, Executive Vice President, MSIG Holdings (Asia), Singapore
- 11.40 am **Making Claims Management a Strategic Priority**
Neil Thomas, Head of Claims, Asia, Willis Towers Watson Brokers (Singapore)
- 12.05 pm **Predictive Analytics and Applications in the Insurance Business**
Evi Tedjasukmana, Head of Pricing (SEA), Munich Re, Singapore
- 12.30 pm Q&A
- 12.40 pm Lunch hosted by **AIA**

Microinsurance as a Growth Catalyst

- 2.00 pm **Microinsurance Development in Philippines and Beyond - Lessons for Myanmar**
Dr Antonis Malagardis, Program Director, Regulatory Framework Promotion of Pro-poor Insurance Markets in Asia (RFPI Asia), GIZ GmbH, Philippines
- 2.25 pm **Microinsurance and Blockchain - A Natural Fit**
Jeremy Kloiser-Jones, Founder & CEO, Bagan Capital Limited, Myanmar
- 2.50 pm Q&A

Discussion Forum: Myanmar Insurance Industry Today

- 3.00 pm
- What are the real opportunities in the Myanmar market and how best to tap into these high-potential opportunities
 - Key developments, issues and trends impacting risk analysis and practical solutions
 - Meeting training needs of the market
 - Boosting image of insurance
- Panellists:**
- *U Thaug Han, Managing Director, Citizen Business Insurance Public Ltd, Myanmar*
 - *U Yan Paing, Managing Director, Capital Life Insurance Ltd, Myanmar*
 - *Daw Marlar Nyunt, Managing Director, Aung Thitsa Oo Insurance Co. Ltd, Myanmar*
 - *U Nyo Myint, Vice-Chairman, IKBZ Insurance, Myanmar; & Vice-Chairman, Myanmar Insurance Association*
 - *U Kyaw Kyaw Hlaing, Country Manager, K.M. Dastur & Company Private Limited (Reinsurance Brokers), Myanmar*
 - *Ang Sock Sun, Partner, Head of Insurance Regulatory and Accounting Advisory, PwC Singapore*

4.00 pm Tea Break & End of Day One

Day Two: 7 March 2018, Wednesday

- 9.00 am **Changing Demographic Trends: A Strategic Driver for the Life Market**
John Cai, Regional Chief Executive, AIA Group, Hong Kong
- 9.25 am **Starting with Risk Management as Key to Success in Insurance**
William Song, Senior Vice President, Risk Management, MSIG Holdings (Asia), Singapore
- 9.50 am **Spotlight on Myanmar Insurance Deals: Key Considerations in Advance of Changes in Foreign Ownership**
Chiara Lombardi, Financial Services Deals Director, PwC Singapore
- 10.15 am Q&A
- 10.25 am Tea Break
- 11.00 am **General Insurance Success Across ASEAN - Strategic Tips for Myanmar**
Jeremy Wall, Group Managing Director, JPWALL, Hong Kong

Health Insurance – Trends and Opportunities

- 11.25 am **Simplifying Medical and Enriching Health – Analysing Gaps, Market Dynamics and Profitability**
Sudip Indani, Business Development Director – Health and Benefits, Willis Towers Watson, Singapore
- 11.50 am **Health Insurance in the Era of Disruptive Innovation – The Middle East Experience vis-à-vis an Myanmar Opportunity**
S Chalapathi Srinivasan, Director - General Insurance and Reinsurance, Avon Insurance Brokers LLC, UAE
- 12.15 pm Q&A
- 12.25 pm Lunch
- 2.00 pm **HR and Training Imperatives to Meet the Growing Market Needs**
Robert Easson, FSI Specialist, Entrepreneur and Business Leader, Myanmar
- 2.25 pm **Harnessing Technology - InsurTech (Blockchain in Insurance) and Tradable Policies**
Alvin Ang, CEO and Co-Founder, fidentiaX Ltd, Singapore
- 2.50 pm Q&A

Strategic Panel: Liberalization of Myanmar's Insurance Sector – Challenges and Opportunities

- 3.00 pm **The introduction of a more liberalised market would improve industry standards, while also increasing the competitive pressures with the likely influx of more foreign players. This panel with leading experts will look at the pertinent issues including:**
- From theory to reality and its potential impact in reshaping the market
 - Regulation - strategic opportunities and what's needed from the regulators
 - Role of local vs foreign re/insurance companies – has the game changed
 - The way forward to ensuring sustainability
- Panellists:**
- *U Myo Min Thu, Managing Director, AYA Myanmar Insurance Co, Ltd, Myanmar*
 - *Mukul K Gupta, Chief Representative - India and Myanmar, Manulife Financial*
 - *Nirmalya Chanda, Chief Representative, The New India Assurance Co. Ltd, Myanmar*
 - *Roshan Perera, Partner, NMG Consulting, Malaysia*
 - *Chris Burkett, Counsel, Allen & Overy (Thailand)*
- 4.00 pm Tea Break & End of Summit

2nd Myanmar Insurance Summit

6 – 7 March 2018 • Sule Shangri-La Hotel, Yangon, Myanmar

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 13 Feb 2018)

Normal Registration

Subscribers US\$1,580

Subscribers US\$2,080

Non-Subscribers US\$1,880*

Non-Subscribers US\$2,280*

(*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.

Closing date for registration: 28 Feb 2018

For cancellation in writing made before **13 Feb 2018**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **13 Feb 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: _____

Card No.: _____

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

Signature: _____ Date: _____

(Conference fee is zero-rated for GST)

Hotel Reservation:

Email: reservations.ssyn@shangri-la.com

Hotel Reservation Form

Attn: Reservation Centre
Email: reservations.ssyn@shangri-la.com

Sule Shangri-La, Yangon

223 Sule Pagoda Road, Yangon, Myanmar

Tel: (951) 242828 Ext: 6310

www.shangri-la.com

PLEASE FILL IN GUEST PARTICULARS
ON REGISTRATION FORM

ARRIVAL DATE

Check in date: _____

Flight: _____ ETA: _____

DEPARTURE DATE

Check out date: _____

Flight: _____ ETD: _____

ROOM TYPE / ROOM RATE

Deluxe Room

Single US\$140nett per night

Double US\$160nett per night

Room Preferences (subject to availability)

King Bed Twin Bed Smoking Non-Smoking

• Room rates are subject to 10% service charge and commercial tax currently at 5%.

• Free broadband wireless internet access

• Inclusive of daily Breakfast at Café Sule

• Check-in time is at 1400 hours; check-out time is at 1200 hours

• No Show Clause: 100% room charge of one night stay will be levied for no shows on arrival date of confirmed bookings. Space for subsequent nights will be released for resale.

• All guestrooms shall be guaranteed by individual credit card and paid individually by the guest upon departure.

• Room rate and room type is subject to availability upon receipt of reservation.

TRANSPORT

Not Required

Airport to Hotel

Toyota Crown US\$40nett per car per way

Mercedes 2014 Model US\$50nett per car per way

Hotel to Airport

Toyota Crown US\$40nett per car per way

Mercedes 2014 Model US\$50nett per car per way

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: _____