

20 years of bringing Banks & Insurers together!

# #AIRbanc 20<sup>th</sup> Asia Conference on Bancassurance & Alternative Distribution Channels

29-30 April 2019, Bangkok, Thailand

Millennium Hilton Hotel,  
Bangkok, Thailand

**Theme: "Power of Two: Boosting Sales Through  
Customer Engagement & Tech"**

**Using AI, Big Data, Blockchain, Fintech & Martech to Stay Ahead  
of the Game in the New World of Disruption & Innovation**

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**W**ith businesses world over using data for decision making and AI ranging from distribution, marketing, servicing customers to cross-selling, embracing an open digital insurance shopping and banking space is critical for insurers and banks! Can bancassurance stand out and be an innovative disruptor? The largest-scale innovations aren't happening in products but in customer engagement and experience, experiential areas to be explored for the future of automation. But using AI has consequences for business structures, strategies, processes and costs.

- Are emerging technologies able to drive differentiated and magical experiences in providing financial services for customers around the world?
- Can bancassurance continue to make massive profits?
- Do bancassurance M&A mega billion-dollar deals make sense anymore?
- Where do you find the right partnerships in the new ecosystem and ensure that the company culture and system are good match?

**Asia Insurance Review's 20th Asia Bancassurance conference is the key event for banks, insurers, regulators, financial services providers and leading industry leaders to come together** and discover the game-changing disruptions fueling the future of fintech, Insurtech, digital distribution and mobile payments. The two-day conference will look at customer engagement, omni-channels strategies, innovative solutions to improve underwriting, pricing and payment systems, how bancassurance has transformed over the past two decades and the direction bancassurance should envision to continue to be legendary!

**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.

# DAY ONE

## 29 April 2019, Monday

8.00am

**Registration & Coffee**

9.00am

Opening Address

9.10am

Keynote Address

9.20am

Industry Address by TGIA



**Anon Vangvasu**

President, Thai General Insurance Association (TGIA)

9.30am

Industry Address by TLAA



**Nusara Banyatpiyaphod**

President, Thai Life Assurance Association (TLAA); President, Ocean Life Insurance Public Company Limited

9.40am

International Address



**Na Jia**

CEO, ReMark International

10.30am

Keynote Address II - The ASEAN Opportunity:  
How Fintech and Traditional FIs Could Bridge the Insurance Gap



**Tom Duncan**

Head of Insurance, Grab Financial Group

11.00am

**Q&A**

11.05am

**Tea Break**

11.30am

Motivational Keynote: Using Strategic Foresight to Plan Your  
Innovation Pipeline



**William Malek**

Senior Executive Director for Leadership and Innovation, SEAC  
(Southeast Asia Center)

11.50am

Blockchain in Production – Distribution



**David Piesse**

Chief Risk Officer, Guardtime

**Panel on Bancassurance Over 20 Years: Lessons from the Worst and the Best  
20 Strategic Tips on Being a Winner in Bancassurance**

12.10pm

**Panelists:**



**Aman Chowla**

Executive Director of Thai Life Assurance Association (TLAA);  
CEO, Prudential Life Assurance (Thailand) PCL



**Sharad Mathur**

Head, Sales & Distribution, SBI General Insurance Company Limited  
(A JV between State Bank of India & Insurance Australia Group)



**Sammeer Sharma**

Managing Director & Head, Wealth Management, Standard Chartered Bank,  
Malaysia



**Kevin Foo**

Head of Bancassurance, Tokio Marine Life Insurance Singapore

12.50pm

Lunch Hosted by **ReMark**

2.00pm

Innovative Data Science Solutions Around Distribution Workforce,  
Impact of Digital Tools in Capturing Data for Better Underwriting



**Athiratt Jarnyaharn**

Senior Vice President - Smart Data, FWD Life Insurance Public Company  
Limited

2.20pm

New Era New Partnership: A Co-location Provider for the Push  
of Digital Transformation (DX)



**Dr Nitipong Boon-long,**

Commercial Director, SUPERNAP Thailand

2.40pm

Strategies in Using Data Analytics in Bancassurance to Achieve Outcome

3.00pm

Special Case Study: Increasing Bancassurance Revenue Through Effective Customer Segmentation And Customer Centricity



**Vineet Jaiswal**

Head of Bancassurance, National Bank of Oman

3.20pm

Bancassurance Takes A Quantum Leap - A Dynamic Underwriting Approach



**Dr Kamakhya Das,**

Chief Medical Underwriter, L&H, Asia Pacific, Partner Re

3.40pm

Q&A

3.50pm

Tea Break & Close of Day One

## DAY TWO

### 30 April 2019, Tuesday

9.00am

Biological Age Model and Business Cases

*Introducing the innovative algorithm called “Biological Age Model” that makes dynamic underwriting and individualized pricing possible. BAM algorithm was developed by SCOR and recently enhanced via partnership with Garmin. Using BAM, we have also built a powerful customer engagement platform with two recent successful launches in Asia. This is truly a fascinating InsurTech solution.*



**Vincent Shi**

Managing Director, SCOR GDS Asia

9.45am

SME Bancassurance – An Untapped Opportunity



**Tobias Schneider**

Director, Strategy Consulting, Aon Inpoint

10.20am

Leveraging AI in Bancassurance

- Value chain of insurers/ bancassurance players
- What’s the potential prize
- The key questions to get started



**Zao Wu**

Analyst, Celent

10.50am

Q&A

11.00am

Tea Break

11.30am

**Special Highlight:**

- The New TV: How The Insurance Industry Can Leverage Social Videos to Grow Business!
- Mobile Storytelling to Touch the Audience and Engage Customers
- What is Growth Hacking and Why It Is One of the Fastest Growing Marketing Trends in Digital Marketing



**Melvyn Tan**

Business & Video Strategist, Founder, Befinity Media;  
LinkedIn’s top video creator in Asia!

12.30pm

Q&A

12.45pm

Lunch

2.00pm

BancAssurance Group and Worksite Sales Using An AI-Driven Population Health Platform



**Rosaline Koo**  
Founder & CEO, CXA

2.20pm

Boosting Insurance Sales with Deep Learning



**Koby Karp**  
Executive Director, Decision Science, RGAX APAC

2.40pm

Solving Real World Issues with Blockchain Technology



**Alvin Ang**  
CEO, fidentiaX

**Panel on the Art of Bargaining in Bancassurance & "Distributive Negotiation".  
Partnerships & Accelerating Innovation Through Channels, Cooperation & Competition.**

3.00pm



**Rosaline Koo**  
Founder & CEO, CXA



**Koby Karp**  
Executive Director, Decision Science, RGAX APAC



**Alvin Ang**  
CEO, fidentiaX



**Sharad Mathur**  
Head, Sales & Distribution, SBI General Insurance Company Limited  
(A JV between State Bank of India & Insurance Australia Group)



**Dr Tom Ludescher**  
CEO Asia & EMEA, Entsia International

4.00pm

Tea Break & Close of Conference

# 20th Asia Conference on Bancassurance and Alternative Distribution Channels

29-30 April 2019, Millennium Hilton Hotel, Bangkok, Thailand

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

## Conference Registration

To: Ms Loga, Asia Insurance Review  
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Registered by \_\_\_\_\_

### 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 28 Mar 2019)

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 2019

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.

Accredited by General Insurance Association of Singapore

## Closing date for registration: 22 April 2019

For cancellation in writing made before **28 Mar 2019**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **28 Mar 2019**. 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.: \_\_\_\_\_

Date: \_\_\_\_\_

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

(Conference fee is zero-rated for GST)

**Hotel Reservation:**  
Email: [BKKHI\\_RES@hilton.com](mailto:BKKHI_RES@hilton.com); [kornkamol.jirawongaram@hilton.com](mailto:kornkamol.jirawongaram@hilton.com)

## Hotel Contact

Attn: Ms Kornkamol Jirawongaram, Conference and Event Sales Executive  
Email: [kornkamol.jirawongaram@hilton.com](mailto:kornkamol.jirawongaram@hilton.com); [Hotel Reservation: BKKHI\\_RES@hilton.com](mailto:Hotel Reservation: BKKHI_RES@hilton.com)

**Millennium Hilton Hotel, Bangkok**

123 Charoennakorn Road, Klongsan, Bangkok, 10600, Thailand

Tel: +66 2442 24631, +66 2442 2000

[www.bangkok.hilton.com](http://www.bangkok.hilton.com)

### ROOM RATE

**Deluxe Room:** Single THB 3,700nett per night • Double THB 4,100nett per night

-Rates are inclusive of 10% service charge and prevailing GST (goods & services tax).

-Including breakfast and high-speed internet.

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