

# 8<sup>th</sup> Asia Insurance Brokers' Summit

10 - 11 March 2020,  
Mandarin Orchard  
Hotel,  
Singapore

Theme:  
A Perfect Vision for Brokers:  
Driving Business in the Data Tech Era



## Key Speakers



**Robert Kelly**  
Managing Director &  
CEO, Steadfast



**José Manuel  
Dias da Fonseca**  
Chairman & Founder,  
Brokerslink AG



**Ronak Shah**  
CEO, QBE Insurance  
(Singapore) Pte Ltd



**Vicknesaratnam K  
Rajaratnam**  
Chairman,  
The Malaysian Insurance and  
Takaful Brokers Association



**Satoru Hiraga**  
Representative Director,  
Chairman, Marsh Broker  
Japan, Inc



**Gerald Lim**  
President,  
Singapore Insurance  
Brokers' Association



**Dallas Booth**  
CEO,  
National Insurance Brokers  
Association of Australia

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## Background:

Brokers have been playing a key role in the insurance value chain since time in memorial though at times unappreciated. In this digital era with InsurTech and the various modes of online distributions, brokers seems further challenged. Some have been talking of disintermediation for almost 30 years now. The time has come in 2020 with a Perfect Vision for Brokers to stand up to the challenge to re-asset their vital role in the insurance value chain to even show how brokers are actually driving the insurance business.

This is a reality check and not a Pollyanna pipe dream. Hence at this 8th Asia Insurance Brokers Summit we shall embrace this theme and look at the basic strategic core value that brokers bring to the whole value chain: helping to identify the risks; getting the risks assessed; looking at risk management perspectives; searching covers for these risks and getting insurers to think of new products and services to meet these needs and lastly to make sure the price is affordable.

Brokers are ready to embrace technology and its tools such as AI, IoT, data and analytics and automation to drive business efficiencies. They are ready to redefining traditional broking business process to go beyond just price. Tech also allows brokers to better understand customer behaviour, establish a clear view of their risk profiles and deliver a personalised experience.

So the time is ripe now for Brokers to stand tall and assert their true value in insurance even as they fight to retain dominance in the distribution. Go beyond analogue mode, cut through the InsurTech hype to be the best you can be. It is not just about the day to day to challenge of rising customer demands, pressure on commissions, competition as reinsurers entering the market directly, skills gap and legacy processes. This is the vision the 8th Brokers Summit offers.

A brave new Smart Broker with a leadership role and meat in the business and ready to work with insurers as partners beyond just commissions. This is the critical moment: Brokers have a choice – to be disrupted or be the disruptor.

## Proposed topics:

- Broker Keynote Address: How Can Brokers Be a Driver in the Business?
- Insurer Keynote Address: What Must a Broker Bring to Table as a Partner?
- Special Address: Impact of Global Recession on Insurance
- Special Address: The Global Risk Report 2020
- Reality of Brokers in the Insurance Value Chain
- How Do Brokers Stay Relevant? – Know your Value Proposition and Be Nimble!
- Preparing for the Hard Market
- Independent MGAs: The Future of Underwriting?
- M&A – Getting Super-Sized for Survival
- Brokers as Strategic Risk Management Partner: Loss Prevention and Loss Control
- Global Employee Benefits Trend
- Brokers Networks – Will it Finally take off in Asia?
- The Day of the High Street Broker
- Dealing with the War of Talent

## Digital Brokers

- Special Address: The Digital Future for Brokers – Adapt and Thrive
- Special Address: Burying the Threat of Disintermediation in the Digital Era
- What Can Brokers and InsurTech learn from each other?
- Escaping Legacy System – Removing a Major Roadblock to a Digital Future
- Aggregators: Friends of Brokers of Foes?
- Becoming a Digital Brokers Today
- Driving Innovation - How a Traditional Industry is Innovating with New Technology

## Cyber Risk to Cyber Resilience

- State of the Cyber Insurance Market— Top Trends and Challenges
- Calculating the Cost of Cyber Risk

## Brokers on the SME front

- Advising SMEs
- The Real Opportunities for Brokers in the SME Market
- Importance of Brokers as Trusted Advisors for SMEs

## Special Focus on Climate Change

- Climate Change – what are the key issues for insurance brokers?
- Tech to Help Brokers Assess Climate Change Risks

## Dialogue Panel Insurers and CEOs: Reality Check on State of Insurance today

- What Keeps Brokers Up at Night?
- What keeps insurers awake at night?
- What constructive collaborative roles can brokers and insurers play?
- Who drives the cycle?
- How to keep the business sustainable
- Top risks to watch; IoT, climate change, driverless cars, political climate and trade wars

## Dialogue Panel: Brokers and Risk Managers

- Understanding the world of risk management and risk managers
- What more could brokers do for risk managers?
- Are risk managers coming of age?
- Are brokers geared up for the

## Leadership Panel on Championing Change

Panel: Is the Industry Embracing Diversity and Inclusion Enough?

- Attract a diverse workforce in broking
- Strategy to achieve gender equality
- Managing multi-generational workforce
- The war between Big and Small Brokers

## Panel on Brokers' Association & Professional Bodies

- What are they doing for big and small brokers

# 8th Asia Insurance Brokers' Summit

10-11 March 2020, Mandarin Orchard Hotel, Singapore

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: \_\_\_\_\_

Job Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Country \_\_\_\_\_

Tel: ( ) \_\_\_\_\_

Cellular: ( ) \_\_\_\_\_

email: \_\_\_\_\_

### REGISTRATION

#### Early Bird (valid till 11 Feb 2020)

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 2020

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 March 2020

For cancellation in writing made before **11 Feb 2020**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **11 Feb 2020**. 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

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Please debit the sum of US Dollars US\$ \_\_\_\_\_ for Conference Registration fee from my

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(Conference fee is inclusive of prevailing GST for Singapore incorporated business)

**Hotel Reservation:**  
Email: [emily.neo@meritushotels.com](mailto:emily.neo@meritushotels.com)

### Hotel Contact

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### Mandarin Orchard Singapore, by Meritus

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

### ROOM RATE

**Superior Deluxe:** Single S\$300.00++ Double S\$320.00++

Inclusive of daily Buffet Breakfast (s) at Triple Three at Level 5 and Internet

**Meritus Club Room:** Single \$360++ Double \$360++

Inclusive of access to Top of the M at Level 38/39, with all day refreshments and daily Buffet Breakfast (s) and internet

-Rates are subject to 10% service charge and 7% prevailing GST (goods & services tax).

For speaking, sponsorship and partnership opportunities, email: [fazlan@asiainsurancereview.com](mailto:fazlan@asiainsurancereview.com) DID: +65 6372 3130