

Asia Insurance Brokers' Summit

(With Special Broker Captives Programme)

Theme: Do brokers have a niche future?

15 – 17 March 2022



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The pandemic has battered the industry with two years of lockdowns, and travel restrictions are finally starting to ease. Under the pressure of ever-increasing client demands, technology-driven evolution and a highly competitive market, brokers will rely on tech and insurers to bring high-service levels for their customers. Tech also allows brokers to better understand customer behaviour, establish a clear view of their risk profiles and deliver a personalised experience. What role in the future will brokers continue to play in the digital interaction between providers and customers? How are brokers adapting to all customers' needs? Is the industry keeping pace with technology, or has it already fallen behind?

These questions, although challenging, provide an exciting opportunity for brokers to stay relevant, exercise innovation and thought leadership to recover fully from the disruption over the past two years and steer businesses forward in the post-pandemic era. This year's summit will bring high level prominent, thought-provoking keynote addresses and allow you to leverage prime networking opportunities with industry leaders from Asia and across the world in a virtual space. There will also be a virtual exhibition for those interested in marketing their services with a special broker captive programme on day three.

Proposed topics;

- Who are the real competitors to brokers?
- Challenges on the road to recovery
- The global risk report 2022
- Talent shortfall amid great resignation
- Regulations and brokers
- How transparent should pricing be?
- Are insurance brokers the next target for claims arising from the pandemic?
- Boutique/niche offerings
- Insurance brokers – the post-pandemic issues
- Can a service industry like broking survive in the era of algorithms?
- M&A outlook
- Driving customer-centric growth: Moving beyond price and focusing on service
- Employee benefits and captive
- Asian captive market: A captivating opportunity
- MGAs rise to the COVID-19 challenge
- The added value of brokers beyond placement of risks
- Panel discussion: Is bigger always better?
- Brokers technology panel: Investing in your back end
- Panel discussion: Determining the customer experience of the future

Who Should Attend

- Insurance Brokers
- Regulators & Supervisory Authorities
- Service Providers including Management Consultants, Lawyers, Technology Companies and Loss Adjusters
- Risk Managers
- CEOs and Senior Management of Insurance Companies



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Virtual experience



Watch online and on demand

Need to step away? Want to go back and watch something again? You can! Watch sessions again on demand after the event



Networking opportunities available

Your gateway to the world – networking opportunities have been arranged for a more engaging experience

Day 1

15 March 2022, Tuesday / SGT (GMT +8)

2:00 pm



Opening Address

Ms Sheela Suppiah
CEO, *Asia Insurance Review*

2:05 pm



Keynote Address: Do brokers have a niche future?

Mr Anthony Lim
Board Director, Brokerslink /
Founder & Executive Chairman, Acclaim Insurance Brokers Pte. Ltd

2:25 pm



The Global Risk Report 2022

Mr Satoru Hiraga
Director, Chairman, Marsh Broker Japan, Inc /
President, Japan Insurance Brokers Association (JIBA)

3:05 pm

Networking Break

3:30 pm



Can a Service Industry like Broking Survive in the Era of Algorithms

Mr David T Youssef
Managing Director, Middle East, Africa and Asia, Vumi Global Services FZ-LLC

4:00 pm



Dealing with Engineering Insurance and Risks - A few case studies on how the Brokers can play an active role and be relevant

Mr Pooba Mahalingam
Director, Talent Asia Training and Consulting

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4:30 pm Panel discussion: **Determining the customer experience of the future**

Moderator:



Mr Stuart Anderson
CEO – Asia, NCI Brokers

Panellists:



Mr Robert Drysdale
Head of Southeast Asia, Descartes Underwriting



Mr Aftab Hasan
Chairman, Risk Exchange (DIFC) Limited / CEO, Arya Insurance Brokerage Co. (Bayzat)



Mr Vicky Rajaratnam
Chairman, Malaysian Insurance & Takaful Brokers Association



Mr M Jusuf Adi Sofyadi
Chairman, Association of Indonesian Insurance & Reinsurance Brokers (APPARINDO)

5:30 pm Networking Opportunities and Close of Day 1

Day 2

16 March 2022, Wednesday / SGT (GMT +8)

2:30 pm



Covid-19 BI Update: The belated demise of *Orient Express v Generali*, and the post-test case landscape

Mr Aaron Le Marquer
Partner, Fenchurch Law Ltd

3:00 pm



Can we afford not to? How wellness has changed in a post pandemic world

Dr Leena Johns
Head of Health & Wellness, MAXIS GBN

3:30 pm

Networking Break

4:00 pm



The Added Value of Brokers Beyond Placement of Risks

Mr Aftab Hasan
Chairman, Risk Exchange (DIFC) Limited / CEO, Arya Insurance Brokerage Co. (Bayzat)

4:30 pm

Panel discussion: Talent Shortfall amid Great Resignation

Moderator:



Mr David Pryce
Managing Partner, Fenchurch Law Ltd

Panellists:



Mr Bambang Suseno
Chairman, The Association of Indonesian Qualified Insurance & Reinsurance Brokers (APARI)

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Mr Wolfgang Mercier
President & CEO, UnisonSteadfast AG



Mr Anthony Lim
Director, Brokerslink / Founder & Executive Chairman,
Acclaim Insurance Brokers Pte. Ltd



Mr Dale Hansen
CEO and Chief Broking Officer, Austbrokers Coast to Coast

5:30 pm Networking Opportunities and Close of Day 2

Day 3

17 March 2022, Thursday / SGT (GMT +8)

Special Focus on Captive

2:15 pm



Asian Captive Market: A Captivating Opportunity
Ms Christina Kindstedt
Managing Director, Advantage Insurance Management (USA) LLC

2:45 pm



Using a Captive in a Hard Insurance Market
Ms Annie Undikai
Managing Director, Brighton Management Limited

3:15 pm



Captives and Pandemic Risks
Ms Shiwei Jin
Global Programs & Captives Regional Director APAC, AXA XL

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3:45 pm Networking Break

4:00 pm



Reinsuring Employee Benefits To A Captive Insurer

Mr Alan Oates

Head of Advisory & Specialty Asia Pacific, Health Solutions Aon

4:30 pm



The Benefits of a Group Captive to Clients and Brokers

Mr Oliver Schofield

Head of Captive & ART Consulting, Principal Re Limited

5:00 pm



The Future Role of Captive Insurance

Mr George McGhie

Independent Consultant – Asia Pacific Risk & Insurance

5:30 pm Networking and End of Asia Brokers Summit 2022

Programme is subject to change