

The Must-Attend Summit for All Insurance Brokers Returns LIVE!

11TH Asia Insurance Brokers' Summit

Theme: "The New Age Broker - Navigating New Risk Terrains"

24 – 25 May 2023, M Hotel, Singapore



Organised by:

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How can brokers morph with a constantly changing and ever-increasing challenging business environment? What new demands do brokers have in an evolving post-pandemic landscape? These are some questions this year's Asia Insurance Brokers' Summit will aim to answer.

With the ground-shifting changes being faced, what with geopolitical upheavals, increase of natural disasters, fluctuating pandemic scenarios, climate change, cyber risks and raising inflation etc, brokers must navigate through new risk terrains for their clients.

Brokers must now move beyond their traditional roles of being a supplier and instead, focus on value-added services as a partner, consultant and advisor. This would involve brokers becoming a source of market intelligence for clients, becoming indispensable with foresight and the swift agility to anticipate how market

forces will have an impact on their client's current and future needs.

Are brokers armed with the knowledge and tools they need to adapt to new opportunities and challenges? Where should brokers fit in terms of new potential markets as well as business and product lines? How will new regulation, laws, pricing and packaging play a part in shaping service to clients? What should be the key focus for brokers in hot spots which are gaining momentum?

This year's Asia Insurance Brokers' Summit finally returns LIVE after a two-year virtual hiatus. The theme "The New Age Broker - Navigating New Risk Terrains" will aim to present brokers with key tools to capitalise on opportunities in this new and changing terrain to understand how they can stay steps ahead for their clients.

Brokers

The Summit will provide a meaningful platform for brokers in Asia to come together to look at critical issues affecting them in the changing risk profile. There are tremendous opportunities for brokers who can rise to the occasion while the intense competition, technology and dynamics in the market challenges the success of many. This year's Brokers' Summit will look at strategies, solutions and new insights for insurance brokers to reinforce their role as a valued partner of the industry as well as to insurers and corporate risk managers. The Summit provides a key platform for brokers to network with international industry leaders and top executives from various insurance sectors.

Insurers

Insurers can add leverage on the key meeting platform of the Summit to dialogue with brokers in creating business connections, raising standards across the board and launch new products to brokers.

Risk Managers

To get the latest insights on current and forecasted risks as well as well as enhance partnerships with insurance brokers and getting the best solutions. The Asia Insurance Brokers's Summit will be a pivotal platform to expand your network, explore new possibilities and learn more about dynamic market opportunities, strategies and solutions available.

Who Should Attend

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

Day One

24 May 2023, Wednesday

8:00 am Registration & Coffee

9:00 am



Opening Address by Day One Conference Chairperson

Adjunct Professor Dr Jim Taggart OAM

Former Chairman & Chancellor, Asia Pacific International College, Australia / Former National President, Association of Financial Advisers, Australia (AFA)

9:05 am



Welcome Address

Ng Leng Leng

President, Singapore Insurance Brokers' Association (SIBA) / CEO, Gallagher (Singapore)

9:15 am



2023 Global Risks Report: and its impact on Asia

Satoru Hiraga

Director & Chairman, Marsh Broker Japan, Inc. / President, Japan Insurance Brokers Association (JIBA)

9:45 am



Crucial USPs of a Broker in a Price-Driven Competitive Era

Ajit Rochlani

Principal, Insurance - Asia Pacific, Oliver Wyman

10:15 am



Effective Claims Management & Customer Service

Robert Riha

Head of Claims, Asia, AXA XL

10:45 am Q&A

10:55 am **Announcement on General Insurance Broking: A Foundation Programme**

Perry Tan

Head, Technical Training, Singapore College of Insurance

11:00 am Tea Break & Networking

11:15 am Panel Discussion: Asia Leaders' Dialogue – The Broker Agenda and Outlook for Asia



Moderator:

Sock Sun Ang

Partner, Insurance Regulatory and Accounting Advisory Services Leader,
PwC Singapore



Panellists:

Ng Leng Leng

President, Singapore Insurance Brokers' Association (SIBA) / CEO, Gallagher
(Singapore)



Satoru Hiraga

President, Japan Insurance Brokers Association (JIBA) / Director &
Chairman, Marsh Broker Japan, Inc



Yulius Bhayangkara

SIP, CIIB, ANZIIF (Senior Associate) CIP, CRGP Chairman, The Association of
Indonesian Insurance and Reinsurance Brokers (APPARINDO) / President
Director, PT Sedana Proteksi Sinergi Reinsurance Brokers

12:00 pm



Building Relationships and Business with Partners and Clients

Adjunct Professor Dr Jim Taggart OAM

Former Chairman & Chancellor, Asia Pacific International College, Australia /
Former National President, Association of Financial Advisers, Australia (AFA)

12:40 pm Q&A followed by Lunch

THE CAPTIVES – BROKER PARTNERSHIP

2:00 pm Panel Discussion: Key Considerations for the future of Captive Insurance



Moderator:

Ajit Rochlani

Principal, Insurance - Asia Pacific, Oliver Wyman



Panellists:

Annie Undikai

Founder & Group Managing Director, Brighton International Group



Jessica So

Analytics Leader, Marsh Advisory Asia



James Wong

Director, Strategic Risk Consulting, Asia, WTW

2:45 pm



Realising the Value of a Captive in Employee Benefits

Juliet Kwek

Regional Director, Asia Pacific, MAXIS Global Benefits Network

3:15 pm



New Synergy between Brokers and Technology

Kay Jackson

Director, Simplex Insurance Solutions

3:45 pm Q&A

3:55 pm Tea Break & Networking

4:30 pm End of Day One

Day Two

25 May 2023, Thursday

8:00 am Registration & Coffee

9:00 am



Opening Remarks by Day Two Conference Chairperson

Kay Jackson Director

Director, Simplex Insurance Solutions

9:05 am Panel Discussion: Energy Transition- Opportunities and Challenges



Moderator:

Audrey Walls



Panellists:

Robert Jones

Asia Renewable Energy Placement Leader, Marsh, Singapore



Vipul Shetty

Director of Energy Transition, Howden Broking



Taylor Wamberg

Regional Manager, Maritime Commercial Markets, Lloyd's Register Singapore

9:45 am



Leveraging on Risk Management Tools to Protect Clients' Assets and Businesses from Climate Risks

Dr Graeme Riddell

Climate & Sustainability Consulting Leader Marsh Advisory Asia

10:15 am



The role of Insurance Brokers and Insurers in managing ESG

Abdul Halim Jantan

Group Managing Director, Sterling Group of Companies

10:45 am Q&A

10:55 am Tea Break & Networking

11:15 am



Talent Acquisition & Retention: Cultivating New Talent with Broader Skillsets and Resources

Christian Stobbs

Managing Director of Markel International in Asia

11:45 am



Moving beyond Traditional to Specialist/Niche roles

Robert Drysdale

Head of Southeast Asia, Descartes Underwriting

12:15 pm Q&A

12:30 pm Lunch

LEGAL & LITIGATION

2:00 pm



International Litigation Trends and Impact on Asian business

David Pryce

Managing Partner, Fenchurch Law Ltd

2:30 pm



Key Developments in Insurance Litigation and its impact on the Broker fraternity

Allister Tan

Director, Dispute Resolution, Drew & Napier LLC (Singapore)

3:00 pm



Effectiveness of a broker distribution channel in the insurance industry in a soft market and its viability in the future

Dr Aftab Hasan

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

3:30 pm Q&A

3:45 pm Tea Break & Networking

4:00 pm End of Conference

***Programme is subject to change.**

11th Asia Insurance Brokers' Summit

24-25 May 2023, M Hotel, Singapore

Registration Email: weeling@asiainsurancereview.com

Registration

To: Ms Wee Ling, Asia Insurance Review
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REGISTRATION

Early Bird (valid till 5 May 2023)

Subscribers US\$1,280

Non-Subscribers US\$1,580*

(*Free One Year Subscription to Digital 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 2023

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: 22 May 2023

For cancellation in writing made before **5 May 2023**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **5 May 2023**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges.

Telegraphic / Wire Transfer to the following account:

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Hotel Contact

Attn: Reservation

Email: Reservations.MHS@millenniumhotels.com • cc: Kimberly Kung, Email: kimberly.kung@millenniumhotels.com

Tel: +65 6224 1133

M Hotel

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Tel: +65 6224 1133

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ROOM RATE

Deluxe Room at SGD\$260++ per room per night (single) inclusive of 1 daily breakfast & internet access

Deluxe Room at SGD\$285++ per room per night (double) inclusive of 2 daily breakfast & internet access

- Non-guaranteed blockage and rooms will be subjected to availability upon reservation.
- Rates quoted are subject to 10% service charge and prevailing government taxes.

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