

Asia Insurance M&A Conference

27-28 November 2023

Centara Grand & Bangkok Convention
Centre at CentralWorld, Bangkok, Thailand

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Theme: "Developing a
Blueprint for Asia as
The Next Insurance M&A Hub"



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Visit www.asiainsurancereview.com/Events/Home/Asia/AIRMA2023 for more information.

The past decade has seen global M&A deals come and go in the international arena. The COVID-19 pandemic, however, created mixed investor sentiment due to the uncertainties that came with it, but also a shift in focus to Asia, which became the hotbed for M&A interest. In 2022, Asia not only saw the highest percentage increase year-on-year in deals, but it was also the only region that did not experience a dip in the second half, something the other markets experienced.

It remains to be seen what the rest of 2023 and 2024 will bring in terms of deal-making. But the sentiment for Asia seems promising, especially with the opening of China's borders post-pandemic, which will bolster confidence further in the region.

The two most powerful 2023 M&A drivers are inflation and interest rates, according to professional services company Deloitte. However, whilst global inflation seems to have peaked and core inflation eased somewhat, according to the IMF, inflation remains above central banks' targets in several countries. It forecasts global economic growth at around 3% over the medium term. What is noteworthy is that emerging and developing Asia is expected to grow strongly at 5.3% this year.

Whether it be a strategy for market domination, product diversification, competitive war, building scale, sustaining growth, or enhancing a company's presence in an attractive market, embarking on an M&A requires commitment, clear objectives, and sturdy leadership. Not to mention the buy-in

from both internal and external stakeholders, where at times, the pushback from the potentially acquired target can create a long offensive and defensive tug of war.

The Insurance M&A Asia Conference hosted by Asia Insurance Review aims to showcase Asia's potential as an M&A hotbed, as well as the impact of inflation, interest rates, and macroeconomic growth on M&A activity in the region. With the theme "**Developing a Blueprint for Asia as The Next Insurance M&A Hub**", the conference will look at M&A trends in the region and how the regulatory landscape can help promote Asia's strength amidst economic and geopolitical challenges.

- What is an effective play, in terms of considering an acquisition or merger in Asia's vibrant insurance marketplace?
- What drives a successful M&A transaction, and how can the industry implement an effective blueprint strategy?
- What insurance markets in the region have the biggest M&A opportunities?
- What are the pitfalls to look out for?

The general economists forecast that insurance M&As will start to recover by the end of 2023 or 2024.

Be at this conference to capitalize on the thriving opportunities, whether you are considering an M&A strategy, in the midst of one, or want to be prepared and be aware of what the future holds!

Topics:

- 2024 Insurance M&A Outlook: The Future of Insurance M&A in Asia
- Macroeconomic Factors Affecting M&As: A Global Perspective
- Drivers of M&A Activity Across the Insurance Landscape: Insurance, Reinsurance, and Broking
- Markets in the Region with The Biggest M&A Potential
- Developing a Strategic Blueprint for Insurers/Reinsurers in M&As: A Roadmap for Execution
- Stages of An Insurance M&A Process: A Step-By-Step Look at A Typical Insurance M&A
- Reputational Risks of Both Buyer and Seller: What Can Happen?
- The Secret to A Good Partnership/Deal: Winning Strategies in the M&A Game
- Integrating your Talent Pool: Talent Retention, Culture Issues, and Teething Issues
- The Role of Technology in M&A: Marrying the Digital Strategy of Different Entities
- Post-M&A Branding Identity: Continuing a Legacy
- Legal Issues and Lessons to Be Drawn
- Asset Management and Investment Strategies in M&A: Making Informed Decisions from A buyer or Seller Perspective
- Case Studies and Successful M&A Deals
- Valuation Strategies for Effective M&A Targets

Panel Discussion Topics:

- The Latest Due Diligence Issues in M&A: Where Are the Red Flags?
- An Analysis of Insurance M&A Deals in Asia in The Last 12 months
- What Happens When an M&A Deal Goes Sour?

Who Should Attend

- CEOs, CFOs, and Senior Strategic Managers from Insurance and Reinsurance Companies Involved in the Future Direction of Their Company
- Reinsurance and Insurance Brokers
- Regulators
- Lawyers
- Investment Bankers, Accountants, and Specialists from Mergers and Acquisitions Businesses
- Private Equity Investors and Venture Capitalists
- Management Consultants and M&A Advisors
- Technology Firms

Day One

Monday, 27 November 2023

8.00 am **Registration & Coffee**

9.00 am



Welcome Address by Conference Chairman

Jonathan Tow
Partner, Huntington Partners LLP

9.15 am



Opening Address - 2024 Insurance M&A Outlook: The Future of Insurance M&A in Asia

Gerard Louis Pennefather
Managing Partner, Huntington Partners LLP

9.45 am



Shaping the Future: A Pragmatic Approach to Insurance M&A in Asia

John Spence
Managing Director, Asian Capital Advisors

10.15 am **Q&A followed by Tea- break & Networking**

10.45 am



The Secret to A Good Partnership/Deal: Winning Strategies in the M&A Game

Vincent Ng
Executive Director Chief Strategic Development Officer, Sampo Holdings Asia

11.15 am



Markets in the Region with The Biggest M&A Potential

Jibu Philip
Head of ELEVATE™ & Deal Strategy, KPMG Singapore

11.45 am



Stages of An Insurance M&A Process: A Step-By-Step Look at A Typical Insurance M&A

Dixon Wong
Financial Director, Tune Protect Thailand

12.15 pm **Q&A**

12.30 pm **Lunch break hosted by Huntington Partners LLP**

Afternoon Panel Sessions:

2.00 pm **The Latest Due Diligence Issues in M&A: Where Are the Red Flags?**

Moderator



Anthony (Tony) Hobrow
Chairman, NexAssure Group

Panellists



Samata Masagee
Partner, DLA Piper (Thailand) Limited



Jibu Philip
Head of ELEVATE™ & Deal Strategy, KPMG Singapore

3.00 pm **An Analysis of Insurance M&A Deals in Asia in The Last 12 Months**

Panellists



Alex Kimura
Partner, McKinsey & Company Singapore *(only 27th afternoon)**



Nicolas Faquet
Founder & CEO, Roojai Group *(only 27th afternoon)**



Peera Rayamas
Managing Director, The Quant Group

3.45 pm **Tea break & Networking**

4.00 pm **Closing**

Day Two

28 November 2023 Tuesday

8.30 am **Registration & Coffee**

9.00 am



Welcome by Conference Chairman

Jonathan Tow

Partner, Huntington Partners LLP

9.15 am

Drivers of M&A Activity Across the Insurance Landscape: Insurance, Reinsurance, and Broking

9.45 am



The Role of Technology in M&A: Marrying the Digital Strategy of Different Entities

Dr Chatchai Thnarudee

Board of Directors, Jaymart Insurance Public Company Limited, and Board Member, Center of InsurTech, Thailand by Office of Insurance Commission.

10.15 am



The Growth of Representations and Warranty Insurance in M&A: Lessons for Asia

William Seccombe

Head of Financial Lines Asia, Miller Insurance Services Singapore

10.45 am **Q&A**

10.55 am **Tea-break & Networking**

11.25 am



Different Ways Reinsurance can assist Insurance Buyers and Sellers in the M&A Process

Sylvia Pleskot

Head Business Development APAC, Swiss Re

11.55 am



Developing a Strategic Blueprint for Insurers/Reinsurers in M&As: A Roadmap for Execution

Bernhard Kotanko

Senior Partner, McKinsey & Company

12.25 am **Q&A**

12.35 pm **Lunch**

2.00 pm **What Happens When an M&A Deal Goes Sour?**



Moderator

John Spence

Managing Director, Asian Capital Advisors



Panellists

Vincent Ng

Executive Director Chief Strategic Development Officer, Sompo Holdings Asia



Dr Chatchai Thnarudee

Board of Directors, Jaymart Insurance Public Company Limited, and Board Member, Center of InsurTech, Thailand by Office of Insurance Commission.



William Seccombe

Head of Financial Lines Asia, Miller Insurance Services Singapore



Dixon Wong

Financial Director, Tune Protect Thailand

3.00 pm **Tea-break & Networking**

4.00 pm **End of Conference**

Programme is subject to change.

Asia Insurance M&A Conference

27-28 November 2023 | Centara Grand & Bangkok Convention Centre at CentralWorld, Bangkok, Thailand

Registration Email: loga@asiainsurancereview.com

Conference Registration

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PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof

First Name: _____ Last Name/ Surname: _____

Nationality _____

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Job Title _____

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REGISTRATION

| Early Bird (valid till 10 November 2023) | Normal Registration |
|---|---|
| Subscribers <input type="checkbox"/> US\$1,280 | Subscribers <input type="checkbox"/> US\$1,780 |
| Non-Subscribers <input type="checkbox"/> US\$1,580* | Non-Subscribers <input type="checkbox"/> US\$1,980* |

(*Free One Year Subscription to Digital 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 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: 25 November 2023

For cancellation in writing made before **10 November 2023**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **10 November 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:

DBS Bank
Marina Financial Centre, 12 Marina Boulevard,
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Branch: Marina Financial Centre Branch
Account Name: Ins Communications Pte Ltd
• US\$ (Account No.: 0001 - 004838-01-9-022)
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Card Holder's Name: _____

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(Conference fee is zero rated for GST)

Hotel Reservation:
Email : sineenartpr@chr.co.th

Hotel Contact

Attn: Sineenart Pratoompetch (Oui), Assistant Director of Sales

Email: sineenartpr@chr.co.th

Hotel Booking Link : <https://bit.ly/3LA3o2g>

Centara Grand & Bangkok Convention Centre at CentralWorld

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<https://www.centarahotelsresorts.com/centaragrand/cgcw>

ROOM RATE

- Superior Room: THB 5,000++** per room per night with daily breakfast (Single)
- Superior Room: THB 5,400++** per room per night with daily breakfast for two persons (Double)
- Deluxe Room: THB 5,500++** per room per night with daily breakfast (Single)
- Deluxe Room: THB 5,900++** per room per night with daily breakfast for two persons (Double)

- Rates are subject to 10% service charge and 7% VAT. • Reservation link will be cut off on 12 November 2023.
- Room & type will be subject to the availability upon reservation date.

For speaking, sponsorship and partnership opportunities,
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