

Asia Insurance M&A Conference

27-28 November 2023

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



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



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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:

- The Regulatory Landscape for Insurance M&A in Asia
- 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
- Future Leadership Mind Map: What CEOs Need to Know to Acquire or Be Acquired
- 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

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
- Valuation Strategies for Effective M&A Targets
- What Happens When an M&A Deal Goes Sour?
- M&A Opportunities in The Emerging Insurance Markets of China, India, Indonesia, and Vietnam

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

Insurance M&A Asia Conference

27-28 November 2023, Bangkok, Thailand

Registration Email: loga@asiainsurancereview.com

Registration

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REGISTRATION

Early Bird (valid till 27 October 2023)

Subscribers ☐ US\$1,280

Non-Subscribers ☐ US\$1,580*

Normal Registration

Subscribers ☐ US\$1,780

Non-Subscribers ☐ US\$1,980*

(*Free One Year Subscription to Digital Edition of *Asia Insurance Review* & AIR eDaily)

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 **27 October 2023**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **27 October 2023**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges

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