

14TH ASIA INSURANCE BROKERS' SUMMIT

22-23 July 2026, Jakarta, Indonesia

2030

The Future
Broker

Reinvention & Strategic
Roadmap Towards 2030

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Introduction

Asia's insurance broking industry is entering a defining era. Risk is no longer episodic or predictable – it is systemic, interconnected, and accelerating. Climate volatility, geopolitical realignment, cyber escalation, supply chain fragility, regulatory scrutiny, and capital market uncertainty are reshaping the corporate risk landscape across the region. Clients are no longer seeking transactional placement alone; they expect strategic guidance, data-driven insight, and sophisticated risk structuring capabilities.

At the same time, brokers themselves face structural pressure. Margin compression, commission transparency, digital platforms, embedded insurance ecosystems, consolidation, and private equity influence are redefining competitive dynamics. The traditional intermediation model is under strain. The question is no longer whether the broker role will evolve; it is how quickly leadership can reposition their firms for sustainable relevance and profitability.

The **14th Asia Insurance Brokers' Summit** is designed as a regional leadership forum, and an august gathering of CEOs, managing directors, regional heads, specialty leaders, and strategic partners from leading insurers and broker firms across Asia.

Hosted in Jakarta, one of Southeast Asia's most dynamic growth markets, the Summit will focus squarely on the strategic agenda: redefining the broker value proposition, strengthening insurer partnerships, deepening specialty capabilities, leveraging analytics, navigating regulatory complexity, and building resilient operating models.

This is not a discussion about incremental improvement. It is about leadership decisions that will shape the structure and stature of Asian broking for the next decade. The mandate is clear: elevate from intermediary to indispensable strategic risk partner.



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



Key topics

1. Elevating the Broker Mandate: From Intermediary to Strategic Powerhouse

- Strengthen your positioning as a trusted risk architect, not just a placement channel
- Safeguard relevance in the face of digital platforms and embedded insurance models
- Build leadership capabilities that future-proof your firm for the next decade

2. Winning in a Consolidating Market: Scale, Strategy, or Smart Independence?

- Decode M&A and valuation trends to sharpen your competitive positioning
- Navigate private equity influence without compromising long-term vision
- Equip mid-sized firms with strategies to compete, differentiate, or partner effectively

3. Protecting Margins in a Transparent World

- Redesign revenue models to thrive beyond commission dependency
- Transition confidently toward advisory and fee-based value creation
- Preserve EBITDA and shareholder returns in softening market cycles

4. Strengthening Broker – Insurer Partnerships for Long-Term Leverage

- Enhance negotiating power during volatile capacity cycles
- Build strategic carrier alliances that go beyond transactional placements
- Manage conflicts in vertically integrated environments while protecting independence

5. Unlocking Specialty Lines as Sustainable Growth Engines

- Capture higher-margin opportunities in cyber, D&O, energy, and structured risks
- Build differentiated expertise that commands premium advisory value
- Navigate specialty capacity volatility while protecting client trust

6. Turning Climate and ESG into Advisory Revenue

- Translate climate analytics into actionable client strategies
- Position your firm as a guide through evolving ESG disclosure regimes
- Monetise sustainability-linked risk solutions without regulatory exposure





7. Leveraging Digital Disruption to Strengthen – Not Weaken – Your Model

- Harness embedded ecosystems to expand distribution reach
- Build broker-tech partnerships that enhance advisory capability
- Automate operations while protecting strategic client relationships

8. Using Data to Command Negotiating Advantage

- Deploy benchmarking insights to strengthen placement outcomes
- Apply predictive analytics to increase retention and cross-sell success
- Convert data intelligence into recurring advisory revenue streams

9. Transforming Claims Advocacy into a Client Loyalty Engine

- Elevate claims support as a measurable competitive differentiator
- Manage complex, cross-border losses with confidence and authority
- Deepen long-term client relationships through superior claims outcomes

10. Securing Leadership Continuity and Talent Advantage

- Attract and retain the next generation of high-performing brokers
- Build succession pipelines that protect enterprise value
- Redesign incentives to align performance, profitability, and culture

11. Turning Regulatory Complexity into Competitive Edge

- Navigate cross-border regulatory fragmentation with clarity

- Strengthen governance to enhance credibility with global clients
- Convert compliance excellence into a market differentiator

12. Expanding Advisory Through Captives and Alternative Risk Transfer

- Structure captives that deepen strategic client engagement
- Capitalise on parametric and structured solutions growth
- Elevate broker capability in alternative risk advisory

13. Shaping the Broker of 2030 – Before the Market Does

- Anticipate structural shifts in the broking ecosystem
- Prepare for platform dominance without losing advisory influence
- Make decisive leadership commitments that secure long-term relevance

14. Panel Discussion – Evolving the Broker Value Proposition: From Intermediation to Strategic Partnership

As risk complexity increases and client expectations rise, brokers and insurers alike are rethinking how value is created. The opportunity is not disruption – but elevation.

- How can brokers deepen their role as long-term strategic advisors while strengthening insurer collaboration?
- What operating model enhancements – data, specialty expertise, claims advocacy – will define differentiated value?
- How should leadership teams balance growth, profitability, and client-centric innovation in the next cycle?

15. Panel Discussion – Partnership in a Changing Risk Landscape: Aligning Capital, Capability, and Client Outcomes

Climate exposure, cyber volatility, regulatory scrutiny, and alternative risk structures demand closer alignment between brokers and insurers. The question is how to build resilient, trust-based partnerships in a more demanding environment.

- How can brokers and insurers co-develop solutions that address emerging and systemic risks?
- What does a modern, transparent, and strategically aligned partnership model look like?
- How can both sides collaborate to deliver stronger client outcomes while preserving commercial discipline?

16. Panel Discussion – The Risk Triangle: Who Truly Delivers Value When It Matters? Corporate Risk Managers • Brokers • Insurers

In an era of climate volatility, cyber escalation, geopolitical fragmentation, and supply chain instability, risk transfer is only one part of the equation. Corporations are demanding predictability, clarity, and partnership, and not just policy placement. At the same time, insurers are recalibrating capital discipline, and brokers are redefining advisory roles.

When losses materialise, capacity tightens, or exclusions expand, where does real value emerge and where does it break down?

- Are corporates getting genuine strategic risk partnership – or simply more sophisticated transactions? Where do brokers and insurers meaningfully move the needle beyond pricing and placement?
- When markets harden or claims escalate, does alignment strengthen – or fracture? What structural changes are needed to improve transparency, accountability, and trust?
- How should the risk triangle evolve by 2030? Co-creation of solutions? Greater data sharing? Alternative risk structures? Shared long-term incentives?

17. Panel Discussion

Will AI Replace Brokers? Predicting the Future of Insurance Intermediaries in 2030. With AI, predictive analytics, and digital platforms transforming distribution, are brokers facing obsolescence – or is there a new role waiting for them? This panel examines the evolving value proposition of brokers, the skills that will remain irreplaceable, and how they can thrive in the decade ahead.

- Evaluating which broker activities are at risk of automation versus which require human insight
- Identifying emerging advisory opportunities for brokers in a technology-driven ecosystem
- Predicting the broker's strategic positioning in 2030 and beyond across Asia





Candid moments and connections – Highlights from the previous edition





14th Asia Insurance Brokers' Summit

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Registration Email: weeling@asiainsurancereview.com

REGISTRATION

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REGISTRATION

Early Bird (valid till 22 June 2026)

Subscribers S\$1,650

Non-Subscribers S\$1,950*

Normal Registration

Subscribers S\$2,200

Non-Subscribers S\$2,500*

(*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 2026

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: 13 July 2026

For cancellation in writing made before 13 July 2026, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after 13 July 2026. However, substitution or replacement of delegates will be allowed.

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