

A New World and Beyond

***New Challenges and
Opportunities in Asia's
Insurance and Financial
Services Sector***

Keynote Addresses By:



Lord Levene,
Chairman
Lloyd's



Dr Alexander Scott,
Director General
Chartered Insurance
Institute

Host Address By:



Mr Low Kwok Mun,
Executive Director,
Insurance Supervision Department
Monetary Authority of Singapore

13 - 15 July, 2005
Swissotel
The Stamford,
Singapore

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**Association
of Financial
Advisors**

A New World and Beyond

CONFERENCE OVERVIEW

The insurance sector, including the financial services sector, is set to grow substantially over the next 15 years. In particular, the convergence of these two sectors, offers new challenges to industry, and accompanying it, new opportunities. Juxtaposed against the background of continuing market consolidation, regulatory investigations, the end of contingent commissions, the need for contract certainty, demand for new wealth management services, coupled with new guidelines for insurers to improve investor and customer confidence, as spearheaded by the OECD countries, insurers and financial services professionals in Asia are hard-pressed to rise up to these new challenges. A New World and Beyond beckons!

The Singapore Insurance Institute Conference 2005 provides the unique international platform for regulators, insurers, reinsurers, brokers, takaful practitioners, service providers, financial advisors, private bankers, risk managers from all over Asia and the Middle East to strategise, discuss "hot" issues of the day and meet with potential business partners in a free and informal setting. It also brings together a select group of world renowned insurers and experienced market players, to provide the visionary perspective of new opportunities in store & discuss options and strategies to manage current challenges facing the industry.

ABOUT THE ORGANISER

The Singapore Insurance Institute is a professional membership body comprising insurance personnel who are professionally qualified. Incorporated as a public company limited by guarantee, the Institute has current membership strength of 500.

Mission

We are committed to be an institute of excellence for insurance professionals.

Objectives

The objectives of the Singapore Insurance Institute are:
To serve as the professional insurance institute for insurance practitioners.

To exercise control over the professional standards and conduct of its members.

To improve the professional status of members and to promote their interests, welfare and advancement.

To promote interaction amongst members through social, cultural and sporting activities.

Council

The Institute is governed by a 9-member Council which comprises elected members as well as co-opted representatives from various sectors of the industry.

President	Derek Teo
Vice President	Stanley Jeremiah
Immediate Past President	Nehemiah Neo Lian Sun
Council Members	A K Cher Richard Lim L M Mohamed Ismail Mun Cheong Fai Sam Tan Susan Zajac

CONFERENCE COMMITTEE

Conference Chairman	Anthony Tan
Conference Vice-Chairman	Derek Teo
Committee Members	Stanley Jeremiah Nehemiah Neo Lian Sun Lim Eng Thiam Michael Chew Mun Cheong Fai Richard Lim Rowan D'Arcy Sam Tan Susan Zajac Jacqueline Chan Maggie Tan Enoch Ang Lynn Ng Crystal Quek

Official publications:

EVANDALE

INSURANCE DAY

LLP

CONFERENCE PROGRAMME

Day One

13 July 2005 (Wednesday)

0800 *Registration & Coffee*

0900 **Welcome Address:**



Anthony Tan
Conference Chairman

0915 **Address by Guest of Honour:**



Low Kwok Mun,
Executive Director, Insurance Supervision Department
Monetary Authority of Singapore

1000 **Day One Keynote Address: An Emerging New Order – Managing Change in the New Economy**



Dr Alexander Scott,
Director General,
Chartered Insurance Institute, UK

1045 *Morning Refreshments*

1130 **Strengthening Compliance and Corporate Governance Measures**



Savoula Demetriou,
Regional Compliance Officer, Asia Pacific,
Allianz

1230 *Lunch*

1400 **What Exactly is Quality Agency Distribution?**



Brad Bennett,
Senior Vice President, Agency and Branch Operations
American International Underwriters, Japan

1445 **Panel Session I: Striving Towards the Integrated Bancassurance Model**



Samuel Leung,
Head - Bancassurance,
OCBC Bank



Patrick Tan,
Regional Bancassurance Director,
CIGNA International



Ritesh Kumar,
Head - Retail & Reinsurance,
ICICI Lombard General Insurance Company Ltd

1545 *Afternoon Refreshments*

1615 **Panel Session II: Insurers and their Reputational Risk Following the Spitzer Factor**

Panel from Rating Agencies, Consumer Interest Groups and Industry Associations

1715 **Close of Day One**

Day Two

14 July 2005 (Thursday)

0830 *Registration & Coffee*

0900 **Day Two Keynote Address: Post Tsunami Asia – A New Perspective on Insurance/ Reinsurance**



Lord Levene,
Chairman,
Lloyd's

0945 **A World of Changing Exposures**



Christian Mausbach,
Senior Manager, Special Project Management Non-Life Underwriting & Marketing Division



Dr Michael Spranger,
Expert, Earthquake GeoRisk Research
Munich Reinsurance Company

Day Two

Life Breakout: "Insuring a More Sophisticated Consumer Era"

1400 **Insuring Critical Illnesses – The Challenges and Implications**



Dr Yii Hee Seng,
Medical Director,
Raffles Medical Group

1445 **Coverage vs Savings – Competitive Product Strategies for the Future**



S. K. Mitra,
Director – Financial Services,
Aditya Birla Group, India

1530 *Afternoon Refreshments*

1600 **Selling Wealth Management to the Affluent**



Paul Stefansson,
Regional Director, Corporate Relations,
ipac Financial Planning



1630 **Managing Confidentiality of Customer Information**





Dr Toh See Kiat,
Director,
Goodwins Law Corporation

Day Three



15 July 2005 (Friday)

- 1030 *Morning Refreshments*
- 1100 **Developing the Market Towards Portable Medical Insurance**
-  Tan Kin Lian,
Chief Executive Officer,
NTUC Income Insurance Cooperative Ltd
- 1145 **Structuring Takaful and Retakaful Products - What This Means For the Islamic and Non-Islamic Markets**
-  Prof. Dr. Mohd. Ma'sum Billah,
International Islamic Scholar for Islamic Financial Products and Policies
- 1230 *Lunch*

- 0830 *Registration & Coffee*
- 0900 **Capital Allocation and By-Line Profitability**
-  Gary G. Venter,
Managing Director,
INSTRAT Guy Carpenter
- 0945 **Achieving Operational Efficiencies: Is Insurance Hubbing the Solution?**
-  Wiriadi Saputra,
Operations Director,
PT Metlife Sejahtera, Indonesia
- 1030 *Morning Refreshments*
- 1115 **Heading Towards Success in a New World**
- Robert Young,
Financial Services District Manager
- 1215 *Lunch*
- 1900 **Closing Gala Dinner**
Close of Conference

Day Two

Non-Life Breakout: "Strategic Issues for the Growth of Non-Life Sector"

- 1400 **From Losses to Profits for Motor Insurance in Malaysia**
-  Kong Shu Yin,
Chief Executive Officer,
Kurnia Insurans (Malaysia) Berhad
- 1445 **What Role Does A.R.T. Have Globally and in Asia and Does It / Can It Deliver Value?**
-  Kenneth W. Brown,
Managing Director,
Brown Consulting, Australia
- 1530 *Afternoon Refreshments*
- 1600 **Innovating in Business Continuity Planning - Case Study of a Top Asian Corporation**
- Azlan Carrie,
General Manager – EWRM,
Tenaga Nasional Berhad
- 1630 **Emerging Risks in Asia's Non-Life Markets**
- Council Members,*
Risk & Insurance Management Association of Singapore
- 1715 **Close of Day Two**

HOTEL RESERVATION FORM

Please fax this form directly to the hotel:

CONFERENCE HOTEL

Swissotel The Stamford, Singapore
2 Stamford Road, Singapore 178882
Deluxe Room Rate Per Night: S\$220*
No. of Nights: _____

Raffles The Plaza, Singapore
80 Bras Basah Road, Singapore 189560
Deluxe Room Rate Per Night: S\$240*
No. of Nights: _____
Premier Deluxe Room Rate Per Night: S\$270*
No. of Nights: _____

* Prices subject to 10% service charge, 1% government tax and 5% GST.

Tel: (65) 6339 7777 Fax: (65) 6337 1554
Contact Person: Ms Marian Ang

PERSONAL PARTICULARS

Name: _____
Company: _____
Address: _____
Tel: _____ Fax: _____
Arrival Date: _____ Flight No.: _____



Singapore Insurance Institute

Conference 2005

PRESIDENT'S MESSAGE



On behalf of SII, I warmly welcome you to this unique SII International Conference 2005. Designed to serve the needs of practitioners in both life and non-life sectors, including the wealth management sector, in the region, this conference gathers together leading lights from the insurance world, including Chairman of Lloyd's, and many other experts of unique expertise such as on Islamic Insurance,

Earthquake GeoRisk, Critical Illness management, to share their insights on some of the latest developments and new challenges faced by the industry.

One of the biggest issues currently facing the industry is securing sustainable competitive advantage; it is not good enough to simply provide financial cover for everyday risks. To survive, one need to keep a close eye as market changes and innovates. This Conference aims to update participants with a strong grip of these new issues and challenges, and at the same time, provides the ambience for you to renew business relations and enter into new business partnerships.

I sincerely thank all, in particular our sponsors, to make this Conference a resounding Success! I look forward to welcome you at this Conference!

Yours Truly

Derek Teo
President

Singapore Insurance Institute



A New World and Beyond

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For more information, contact **Eric Wang**,

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Fax: +65 67342938

Email: eric.wang@informa.com

ACCREDITATION

Accreditation:

9 CPD hours will be awarded to delegates who attend the full conference.

WHO SHOULD ATTEND

All General and Life Insurance Practitioners, Regulators, Insurers, Reinsurers, Brokers, Takaful Practitioners, Service Providers, Financial Advisors, Private Bankers, Private Wealth Managers and Risk Managers

If undelivered, please return to:



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SII Conference 2005: A New World and Beyond

3rd & subsequent delegates from the same company will receive 10% discount off the registration fees

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RESERVE YOUR PLACE TODAY!

- Please register me/us for SII Conference 2005: A New World and Beyond. 13-15 July, Swissotel, Singapore
- I/We are member/s of Singapore Insurance Institute.
- I/We are member/s of RIMAS / SFSP / AFA.

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- I cannot attend this event but I would like to purchase the conference documentation S\$265.00 (S\$278.25 with 5%GST) per set
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HOTEL INFORMATION

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PAYMENTS

All payments should be made in or Singapore dollars

- Payments by S\$ bank draft or cheque be made in favour of "IBC Asia (S) Pte Ltd" payable in Singapore.
- Payment by telegraphic transfer in S\$ must be made to:
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Mt Elizabeth Medical Centre
Singapore 228510

IMPORTANT NOTE:

Please quote the name of the delegate and event title on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Attendance will only be permitted upon receipt of full payment. Participants wishing to register at the door are responsible to ensure all details are as published. IBC Asia will not be responsible for any event re-scheduled or cancelled.

DATA PROTECTION

The personal information shown on this brochure, and / or provided by you, will be held on a database and may be shared with companies in the Informa Group in the UK and internationally. Sometimes your details may be obtained from, or made available to, external companies for marketing purposes. If you do not wish your details to be used for marketing purposes, please write to our Database Manager, IBC Asia (S) Pte Ltd.

FEE PER DELEGATE <small>All fees quoted are before 5% GST</small>	SII Members	RIMAS / SFSP / AFA Members	Non-SII Members
EARLY BIRD FEE <small>(If registrations with payments are received before 31 May 2005)</small>	S\$650	S\$670	S\$715
REGULAR	S\$715	S\$745	S\$795

Fee is nett and exclusive of all taxes. Fee includes luncheons, refreshments, complete set of documentation and Gala Dinner on 15 July 2005. It does not include the cost of accommodation & travel. **A 5% Goods & Services Tax (GST) is applicable only to Singapore based companies**

CANCELLATIONS/SUBSTITUTION

Cancellations received in writing before 31 May 2005, will be refunded less S\$350 administration fee. Thereafter, cancellations are not refundable. Participants may be substituted at any time.

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