

Management Sessions



Stanislaw Borkowski

Vice President of the Management Board, Allianz Poland

Addressing Growth Potentials in Poland

A short synopsis of Poland both from an economy and an insurance point of view. The whole CEE region, as well as Poland, has grown tremendously in the past 20+ years, but with the major European economies and markets tottering – whither now?



Michael Hergesell

CFO – Deputy CEO, Zurich Insurance Company Ltd. Russia

Management of KPIs as a Success Factor: Best Practice in Motor Portfolio in Russia

Finance plays the leading role in developing comprehensive KPIs that support managerial decisions. These performance measurements become an integral part of the management information. Best practice in motor portfolio in Russia.



Dr. Wolfgang Kindl

Member of the Management Board, UNIQA Versicherungen AG, and Chairman of the Management Board/CEO, UNIQA International Versicherungs-Holding AG

Mastering the CEE Challenge; Regional Diversification as a Growth Driver

With a modified, region-oriented business model in CEE UNIQA strives for a continuous premium development that is – despite a challenging macroeconomic environment – significantly above average market growth.



Thomas Schöllkopf

Member of the Executive Board, Responsible for Central Eastern Europe, ERGO International AG

Centralize and Decentralize Market Approaches as a Core Competence

ERGO consolidates all bancassurance activities as a hub in Austria. There we established an international center of competence for bancassurance and aggregated all our back-office activities to provide central services and realize synergy effects.



Daniel Staib

Senior Economist, Economic Research & Consulting, Swiss Re

CEE Economic and Insurance Market Outlook

Uncertainty around the global economic recovery has risen over the past year. How likely is another recession in the developed countries? What are the implications for the economies and insurance markets in CEE?

Partners



BearingPoint Austria CEE

Management & Technology Consultants.
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Com-Tec-Co

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ConVista Consulting

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eBaoTech (Europe) AG

eBaoTech is a leading insurance system vendor.
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Ernst & Young AG

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**Impulses for Growth and Sustainability –
Making a Quantum Leap in the CEE Insurance Market**

Program

Presentation Abstracts

Partners

**Thursday, November 17, 2011: Executive Management
Conference**

Palais Niederoesterreich
Vienna, Austria

Moderation



Prof. Dr. Peter Maas
Conference Moderation
Member of the Executive Board,
Insurance Institute I.VW.,
University of St. Gallen, Switzerland

Panel Discussion



Toomas Abner
Executive Vice President,
Pohjola Insurance Ltd.,
Baltics, Finland



Konštantín Alexejenko
Member of the Board and Deputy
General Manager, Kooperativa
pojišťovna, a.s., Vienna Insurance
Group, Czech Republic

Prevenue Dinner Speech



Eva Zamrazilova
Member of the Bank Board, Czech
National Bank



Anett Pandurics
Chair of the Board and CEO,
Hungarian Post Insurance
Companies, Hungary



J. Grzegorz Prądzyński
President of the Management Board,
Polish Insurers Association

Dynamics of the CEE Insurance Market: Market Outlook and Hot Topics in the Region

The insurance industry has to rethink its operating models and look for innovations in order to capture the growth and get the ability to adapt to a faster-changing environment. (Hot topics, e.g. Streamlining the operations, higher service commitment, implementation of regional shared service concepts, multichannel and e-insurance and private health insurance market, Solvency II reporting requirements, key success factors: claims management, automated processes and enterprise risk management.)

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Thursday, November 17, 2011

08:30 Registration & Networking

09:00 Welcome and Introduction to the Topics

Prof. Dr. Peter Maas, Member of the Executive Board, Insurance Institute I.VW.,
University of St. Gallen, Switzerland

09:10 CEE Economic and Insurance Market Outlook

Daniel Staib, Senior Economist, Economic Research & Consulting, Swiss Re

**09:40 Dynamics of the CEE Insurance Market:
Market Outlook and Hot Topics in the Region**

Panel Discussion:

Toomas Abner, Executive Vice President, Pohjola Insurance Ltd., Baltics, Finland
Konštantín Alexejenko, Member of the Board and Deputy General Manager,
Kooperativa pojišťovna, a.s., Vienna Insurance Group, Czech Republic
Anett Pandurics, Chair of the Board and CEO, Hungarian Post Insurance Companies, Hungary
J. Grzegorz Prądzyński, President of the Management Board, Polish Insurers Association

Moderation:

Mag. Andreas Unger, Managing Director, BearingPoint Austria CEE

10:30 Coffee Break & Networking

11:00 Centralize and Decentralize Market Approaches as a Core Competence

Thomas Schöllkopf, Member of the Executive Board, Responsible for Central Eastern Europe,
ERGO International AG

11:40 Management of KPIs as a Success Factor: Best Practice in Motor Portfolio in Russia

Michael Hergesell, CFO – Deputy CEO, Zurich Insurance Company Ltd. Russia

12:20 Lunch & Networking

13:30 Addressing Growth Potentials in Poland

Stanislaw Borkowski, Vice President of the Management Board, Allianz Poland

14:10 Mastering the CEE Challenge; Regional Diversification as a Growth Driver

Dr. Wolfgang Kindl, Member of the Management Board, UNIQA Versicherungen AG, and
Chairman of the Management Board/CEO, UNIQA International Versicherungs-Holding AG

14:50 Coffee Break & Networking

15:20 Robust Financial Systems – Solvency II

Panel Discussion:

Prof. Dr. Karel Van Hulle, Head of Insurance and Pensions, European Commission, Brussels
Damian Jaworski, Member of the EIOPA Management Board, Deputy Managing Director, Polish
Financial Supervision Authority
Gerlinde Wagner, Head of Division III/6 & Legal Matters on Insurance, State Guarantees,
Federal Ministry of Finance of Austria

Moderation:

Phil Vermeulen, Partner, European Actuarial Services, Ernst & Young AG

16:00 Conclusions, Prospects & Closing

Discussion

16:15 InsuranceCom Aperitif

Panel Discussion



Prof. Dr. Karel Van Hulle
Head of Insurance and Pensions,
European Commission, Brussels



Damian Jaworski
Member of the EIOPA Management
Board, Deputy Managing Director,
Polish Financial Supervision
Authority



Gerlinde Wagner
Head of Division III/6 & Legal
Matters on Insurance, State
Guarantees, Federal Ministry of
Finance of Austria

Robust Financial Systems – Solvency II

Solvency II is a far-reaching regulatory change that will have major impacts for insurers. In this panel discussion, key regulatory leaders from the EU, EIOPA and the CEE region will offer insight into the emerging requirements. Key topics to be covered include:

- implications of changes to the regulatory timetable for Solvency II, including the panelists' views of the likely requirements on firms in 2013
- the process being implemented for internal model approval in the region, and the current status of this
- views on the future role of regulators under Solvency II
- possible impacts for the industry, and the regulatory responses to these

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