

Management Sessions & Panel Discussion



Patrice Conxicoeur
Managing Director,
Global Head of
Insurance Coverage,
HSBC Global Asset
Management
(Hong Kong) Limited



Filip Coremans
Regional CRO & CFO,
Ageas Asia



**Professor Ilona
Kickbusch**
Director, Global
Health Programme,
Graduate Institute
Geneva



Yuan Siang Lee
Senior Vice President
and Chief Insurance
Business Officer,
Ping An Insurance
(Group) Company
of China Ltd.



Rob Leonardi
Head of Regional
Markets Asia Pacific,
Munich Health



Alan Merten
CEO & President
Director,
PT Asuransi Jiwa
Manulife Indonesia



**Dr. Hanns Martin
Schindewolf**
Chairman & CEO,
Daimler Insurance
Services



Geoff Riddell
Member of the Group
Executive Committee,
Regional Chairman
of Asia-Pacific &
Middle East, Zurich
Financial Services



Peter A. Smyth
EVP & Managing
Director,
MetLife Asia Pacific



Christopher Wei
Group CEO,
Great Eastern
Holdings Ltd.,
Singapore/Malaysia



**Dr. Andreas
Wilhelm**
COO, Allianz SE
Insurance Manage-
ment Asia Pacific



Clarence Wong
Chief Economist Asia,
Swiss Reinsurance
Company, Hong Kong



Ka-Man Wong
CRO, Sun Life
Hong Kong Ltd.
and Risk Management
Committee Chair,
Actuarial Society of
Hong Kong

Premium Partner
eBaoTech Corporation

Partner
Com-Tec-Co Ltd.
Eleven Canterbury
Ernst & Young Ltd.
SunGard Ltd.

Global Partner
Swiss Reinsurance Company Ltd.

Professional Service Partner
Knowledge Partner
Insurance Institute, University St. Gallen, Switzerland
The RFP Company

Language Partner
CLS Communication

Official Carrier
Swiss & StarAlliance



InsuranceCom
communication > commercial > community

Asia Growth Dynamic –
The Insurance Market within the Global
Re-Emergence of Asia

Competitive Landscapes: A Multiregion Scan

**The Synergy vs Responsiveness Dilemma: Global vs Regional
vs Local Requirements**

Product – Market Propositions

Delivering Differentiated Value

Wednesday, May 16, 2012: Prevenue Dinner
Thursday, May 17, 2012: Executive Management
Conference

The Ritz-Carlton, International Commerce Centre
Hong Kong, China

Organizer
www.insurancecom.asia
www.uvision.ch

Asia Growth Dynamic – The Insurance Market within the Global Re-Emergence of Asia



Gordon Perchthold
Lead Conference Moderation
Senior Advisor, The RFP Company



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

After a 200-year hibernation, Asia has returned to its historical position in being the primary contributor to global economic growth. In an environment of growing affluence, better informed customers, an ageing population, as well as increased regulation standards, the insurance industry is looking for orientation within the current changing and volatile macroeconomic situation. It is no surprise that Western multinational insurers are reweighting their strategic focus towards Asia and have been reorganizing the composition of their Asia management teams; while at the same time Asian domestic champions have become more self-confident about their competitive capabilities and are expanding as multinationals across Asia, and beyond.

Asia is a challenging region given its diverse but hugely attractive economic development, relatively low insurance penetration, and the rate and the drivers of growth which vary on a market-by-market basis. Insurance companies are challenged to adjust and expand their distribution and product strategies amid shifting demographics and consumer patterns. As well as to develop strategies to shape and comply with the heightened pace of local and global regulatory and accounting developments.

Competition, concentration, industrialization, regulation standards, talent management, customer requirements and distribution mix are the key challenges insurers are confronted with in Asia. The InsuranceCom Asia 2012 is focusing on those issues: Asia Growth Dynamic – The Insurance Market within the Global Re-Emergence of Asia.

The closed community of the InsuranceCom is composed of individually selected senior executives of insurance companies with operations in Asia as well as of some European experts. They will present and discuss challenging theses. This exchange of experiences and opinions is indispensable in times of change. Come and participate in this exchange and be part of this exclusive community.

We thank our Partners for their trust and support of the InsuranceCom Asia Management Conference 2012.

This year's Prevenue Dinner will once again take place on the evening preceding the conference with a surprise keynote speaker. We are looking forward to meeting you at the Conference and the Prevenue Dinner.

InsuranceCom – The platform where decision-makers of the European & Asian Insurance Industry meet and exchange experiences

Thursday, May 17, 2012

08.30	Registration & Networking
09.00	Welcome and Introduction Conference Chairman: Gordon Perchthold, Senior Advisor, The RFP Company
09.15	Trends and Outlook in the European Insurance Industry Professor Dr. Peter Maas, Member of the Executive Board, Insurance Institute, University St. Gallen, Switzerland
09.45	Asia and Latin America: Macroeconomic Trends and Outlook Clarence Wong, Chief Economist Asia, Swiss Reinsurance Company, Hong Kong
10.15	Market Strategies – Successful Growth Patterns Yuan Siong Lee, Senior Vice President and Chief Insurance Business Officer, Ping An Insurance (Group) Company of China Ltd.
10.45	Networking & Refreshments
11.15	Health as a Driving Force: What Does This Mean for Society, for Business and for People? Professor Ilona Kickbusch, Director, Global Health Programme, Graduate Institute Geneva
11.45	Socio-Economical Challenges in Asia Health, Life and Pension: Market Potentials Executive Panel & Plenary Discussion: Patrice Conxioeur, Managing Director, Global Head of Insurance Coverage, HSBC Global Asset Management (Hong Kong) Limited Alan Merten, CEO & President Director, PT Asuransi Jiwa Manulife Indonesia Rob Leonardi, Head of Regional Markets Asia Pacific, Munich Health
12.15	Lunch & Networking
13.30	Operations Perspective: Global vs Regional vs Local Dr. Andreas Wilhelm, COO, Allianz SE Insurance Management Asia Pacific
14.00	Strategic Perspective: Global vs Regional vs Local Peter A. Smyth, EVP & Managing Director, MetLife Asia Pacific
14.30	Risk Management Perspective: Global vs Regional vs Local Executive Dual Discussion: Ka-Man Wong, CRO, Sun Life Hong Kong Ltd. and Risk Management Committee Chair, Actuarial Society of Hong Kong Filip Coremans, Regional CRO & CFO, Ageas Asia
15.00	Networking & Refreshments
15.30	Market Growth: Distribution, Channels and Product Innovations Christopher Wei, Group CEO, Great Eastern Holdings Ltd., Singapore/Malaysia
16.00	Customer Binding with Value-Added Services Dr. Hanns Martin Schindewolf, Chairman & CEO, Daimler Insurance Services
16.30	Delivering Differentiated Value in Differentiated Countries Geoff Riddell, Member of the Group Executive Committee, Regional Chairman of Asia-Pacific & Middle East, Zurich Financial Services
17.00	Key Takeaways and Closing
17.15	Networking & Cocktail



The Ritz-Carlton



The Ritz-Carlton

Important Information

Dates of InsuranceCom

Prevenue Dinner, The Ritz-Carlton, International Commerce Centre, 1 Austin Road West, Kowloon, Hong Kong
May 16, 2012, 6.30 pm–10 pm

Management Conference, The Ritz-Carlton, International Commerce Centre, 1 Austin Road West, Kowloon, Hong Kong
May 17, 2012, 8.30 am–6 pm

Venue & Accommodation Booking

The Ritz-Carlton, International Commerce Centre, 1 Austin Road West, Kowloon, Hong Kong
Telephone: +852 2263 2263, fax: +852 2263 2260
www.ritzcarlton.com
Special rate: Deluxe Room HKD 3,400
Booking keyword: InsuranceCom

Official Carrier

Special airfare would be offered by Star Alliance Carriers, for details and booking, please contact Star Alliance Travel Desk:
E-mail: InsuranceComAsia@rthk.com.hk
Telephone: +852 2731 2095
www.staralliance.com

InsuranceCom Personal Registration

By e-mail to office@uvision.ch
or by telephone +41 44 260 10 60
Please register in good time.
The number of places is limited.

Organizer & Information

InsuranceCom c/o uvision ltd.
Nordstrasse 9, CH-8006 Zurich
www.uvision.ch
Chairman: Ulrich F. Kunz
Organization: Andrea Baumann
Telephone: +41 44 260 10 60
E-mail: office@uvision.ch
www.insurancecom.asia