

## Key Note Speakers and Panelists



**Abhishek Bhatia**  
CEO, Prudential Poland



**Mike Brockman**  
CEO, Insure The Box Limited



**William Diffey**  
Director, General Insurance  
Business Practice, SunGard



**Dr. Andreas Grünbichler**  
CFO, Wüstenrot Insurance



**Dr. Wolfgang Kindl**  
CEO, UNIQA International AG;  
Member of the Management  
Board, UNIQA Insurance  
Group AG



**Iwona Kozera**  
Partner, Financial Services  
Industry Leader in Central  
and South Europe, EY



**Thomas Schöllkopf**  
Member of the Board of  
Management of ERGO  
International AG, Respon-  
sible for Central Eastern  
Europe



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



**RNDr. Jakub Strnad, PhD.**  
Chairman of the Board,  
Allianz pojišťovna, a.s. and  
Allianz pension fund, a.s.



**Martin Vogl**  
CEO, AXA Financial Group  
for the Czech Republic  
and Slovakia

### Premium Partners

Atos IT Solutions and Services GmbH  
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Fidelity Worldwide Investment  
Hannover Re  
Insurance Factory  
Pro Global Insurance Solutions plc

### Global Partner

Swiss Reinsurance Ltd.



**InsuranceCom**  
communication > commercial > community

### Invitation

**Insurance Industry CEE 2014 –**  
Leadership and Business Models for Profitable Growth

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CEE Economic and Insurance Market Outlook

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Assurance Opportunities in CEE Markets

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Strategic Priorities for Profitable Growth

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Digital Transformation and Next Generation Models of Distribution

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Telematics: Impact on Insurance

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Monday, October 6, 2014: Prevenue Dinner  
Tuesday, October 7, 2014: Management Conference

Palais Niederoesterreich  
Vienna, Austria

Premium Partners

Institute of Insurance Economics  
 University of St. Gallen

Organizer:  
[www.insurancecom.eu](http://www.insurancecom.eu)  
[www.uvision.ch](http://www.uvision.ch)

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## Insurance Industry CEE 2014 – Leadership and Business Models for Profitable Growth



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

The heterogeneous CEE countries with their differences in economic developments and insurance penetration have grown strongly over the recent years. Nonetheless, the insurance industry, which is exposed to a persistent low-interest phase, unpredictable currency fluctuations and limited growth perspectives, continuously requires innovation and change processes. New impulses are needed in the development of future oriented business- and distribution models, strategic scenarios and innovative products. In order to make the right strategic decisions and to achieve profitable growth over all segments, leadership has to answer the call of duty.

Digital media offer completely new options for strategic differentiation. International examples show that the internet should not be understood as a sales channel but as a relevant customer access point including all value creating functions of the insurer, ranging from search and purchase phase, to customer service and claims management.

Telematics is still described as an unpopular trend. Insurers in Central and Eastern Europe still tackle the topic defensively most of the time – usually due to privacy concerns and technical implementation costs – whereas it has already been established for a longer time in the U.S. and UK. The next InsuranceCom Conference on October 7, 2014 in Vienna will feature this spectrum of strategic topics.

The CEE insurance markets are challenging as well as promising at the same time. In times of change, the exchange of experiences and opinions is indispensable. The InsuranceCom community is composed of individually selected senior executives and CEE insurance experts. They will present and discuss challenging theses and arising industry trends. Come and participate in this exchange and be part of this exclusive InsuranceCom community.

**InsuranceCom – the platform where decision-makers of the European Insurance industry meet and exchange their experiences.**



**Prof. Patrick M. Liedtke**  
Prevenue Dinner Speech  
Managing Director, Head of the  
Financial Institutions Group (FIG) for  
Europe, Middle East and Africa,  
BLACKROCK and Former Secretary  
General & Managing Director,  
The Geneva Association

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## Tuesday, October 7, 2014

08:30	<b>Registration &amp; Networking</b>
09:00	<b>Welcome and Introduction</b> Prof. Dr. Peter Maas, Member of the Executive Board, Insurance Institute University St. Gallen
09:20	<b>CEE Economic and Insurance Market Outlook</b> Daniel Staib, Senior Economist, Research & Consulting, Swiss Re
09:50	<b>Assurance Opportunities in CEE Markets</b> Dr. Wolfgang Kindl, CEO, UNIQA International AG; Member of the Management Board, UNIQA Insurance Group AG
10:20	<b>Networking &amp; Refreshments</b>
10:50	<b>Prudential Poland - the Story of a Greenfield</b> Abhishek Bhatia, CEO, Prudential Poland
11:20	<b>Strategic Priorities for Profitable Growth – A Specific View on the Czech Republic</b> RNDr. Jakub Strnad, PhD., Chairman of the Board, Allianz pojišťovna, a.s. and Allianz pension fund, a.s.
11:50	<b>Executive Plenary Discussion with Speakers</b> chaired by Iwona Kozera, Partner, Financial Services Industry Leader in Central and South Europe, EY
12:10	<b>Networking &amp; Lunch</b>
13:30	<b>Theses to Innovative and Multiple Distribution Channels</b> Prof. Dr. Peter Maas, Member of the Executive Board, Insurance Institute University St. Gallen
13:50	<b>How Telematics and M2M Connectivity will Transform Motor Insurance</b> Mike Brockman, CEO, Insure The Box Limited (The British Insurance Awards Winner 2013)
14:30	<b>Executive Plenary Discussion with Speakers</b> and Mag. Ryszard Dyszkiewicz, Head of Group IT, Vienna Insurance Group chaired by William Diffey, Director of General Insurance Business Practice, SunGard
14:50	<b>Coffee Break &amp; Networking</b>
15:20	<b>Senior Executive Discussion: CEE Markets – Thinking differently to unlock Market Opportunities</b> Dr. Andreas Grünbichler, CFO, Wüstenrot Insurance Thomas Schöllkopf, Member of the Board of Management, ERGO International AG, Responsible for Central Eastern Europe Martin Vogl, CEO, AXA Financial Group for the Czech Republic and Slovakia
16:00	<b>Conclusions, Prospects and Closing</b>
16:15	<b>Networking &amp; Cocktail</b>



Palais Niederoesterreich



The Ritz-Carlton, Vienna

## Important Information

### Dates of InsuranceCom CEE 2014

**Prevenue Dinner**, The Ritz-Carlton, Vienna  
Schubertring 5-7, 1010 Vienna, Austria  
phone: +43 1 31188, [www.ritzcarlton.com](http://www.ritzcarlton.com)  
October 6, 2014, 6:30 pm

**Management Conference**, Palais Niederoesterreich  
Herrengasse 13, 1010 Vienna, Austria  
phone: +43 1 9076299, [www.palais-niederoesterreich.at](http://www.palais-niederoesterreich.at)  
October 7, 2014, 8:30 am – 5:00 pm

### Accommodation Bookings

The Ritz-Carlton, Vienna  
Schubertring 5-7, 1010 Vienna, Austria  
phone: +43 1 31188  
[www.ritzcarlton.com](http://www.ritzcarlton.com)

Steigenberger Hotel Herrenhof  
Herrengasse 10, 1010 Vienna, Austria  
phone: +43 1 534040  
[www.herrenhof-wien.steigenberger.at](http://www.herrenhof-wien.steigenberger.at)

Booking Key word: InsuranceCom

### InsuranceCom Personal Registration

By e-mail to [office@uivision.ch](mailto:office@uivision.ch)  
or by telephone +41 44 260 10 60

Please register in good time.  
The number of places is limited.

### Organizer & Information

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