

Key Note Speakers and Panelists



Dr. Luciano Cirinà
CEO, Generali CEE Holding



Anna Maria D'Hulster
Secretary General and
Managing Director,
The Geneva Association



Dr. Gabor Kepecs
Chief Executive Officer of
Central and Eastern Europe,
AEGON N.V.



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



Slawomir Lopalewski
CEO, PKO Ubezpieczenia



Peter Münzenmayer
Director, Group
Underwriting, Head Big
Data & Smart Analytics
Centre, Swiss Reinsurance
Company Ltd



Christian Schmid
Partner und Managing
Director, The Boston
Consulting Group



Monique Shivanandan
Group Chief Information
Officer, Aviva PLC



Daniel Staib
Senior Economist, Research &
Consulting, Swiss Reinsurance
Company Ltd



Hugh Terry
CEO and Founder,
The Digital Insurer



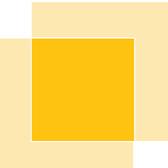
Jef Van In
CEO AXA Bank Europe
& Chairman of the
Supervisory Boards,
AXA CEE Region

Premium Partners

Atos IT Solutions and Services GmbH
Braintribe IT-Technologies GmbH
EY
Swiss Reinsurance Ltd.
The Boston Consulting Group

Partners

ConVista Faktor Zehn GmbH
Fidelity Worldwide Investment
Guidewire Software GmbH
Insurance Factory
msg systems GmbH & msg life ag
SunGard Insurance



InsuranceCom

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Invitation

Strategies for Leaders 2015 –
Digital Transformation across the CEE
Insurance Industry

Management Update: Economic and Insurance CEE Market Outlook

Global Insurance Protection Gap: Thoughts on and for CEE

Strategic Perspectives of Insurance Leaders

Empowering Digital Consumers in Insurance

Digital Business Models: Disruptive Forces

How can Multinationals win in CEE

Monday, October 5, 2015: Prevenue Dinner
Tuesday, October 6, 2015: Management Conference

Palais Niederoesterreich
Vienna, Austria

Institute of Insurance Economics
 University of St. Gallen

Organizer:
www.insurancecom.eu
www.uvision.ch

Premium Partners

Atos

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THE BOSTON CONSULTING GROUP

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Strategies for Leaders 2015 – Digital Transformation across the CEE Insurance Industry



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

Sometimes the future appears right before your eyes, but it is hard to see. Particularly the Insurance Industry in the past was not known for future oriented thinking and strategies. This is changing now, as the environment is transforming fundamentally in different areas. Customers are changing the way they socialize, communicate, work and purchase. Digital channels and technologies are proving pivotal to how insurance organizations are competing, innovating and enhancing the customer experiences. Digital is influencing relevant customer access points including all value creating functions of the insurer, ranging from the search and purchase phase, to the customer service and claims management. The percentage of customers who will use digital tools to manage their insurance needs, is expected to grow substantially during the next three to five years. New generation customers will likely use a hybrid approach that draws on the best of the physical and digital customer experience. To prepare for this shift, insurance leaders have to prepare for key questions like «How next generation consumers will buy their life or health insurance? Who are the new digital players and what are their success factors in the insurance markets? What are the factors that empower digital consumers?»

New impulses are needed in the development of future oriented business and distribution models, strategic scenarios and innovative products. Only with a deep understanding of the organization's customers, products and services, and customer interactions, CEE insurance leaders are positioned to be change agents for digital transformation in their markets.

The InsuranceCom Conference on 6th October 2015 in Vienna will feature this spectrum of strategic questions and topics. 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. 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.



Dr. Manuela Zweimueller
Prevenue Dinner Speech
Head of Regulations, European
Insurance and Occupational
Pensions Authority (EIOPA)



Tuesday, October 6, 2015

08.30	Registration & Networking
09.00	Welcome and Introduction Prof. Dr. Peter Maas, Member of the Executive Board, Insurance Institute University St. Gallen
09.10	The Global Insurance Protection Gap: Thoughts on and for CEE Anna Maria D'Hulster, Secretary General and Managing Director, The Geneva Association
09.40	Management Update: CEE Economic and Insurance Market Outlook Daniel Staib, Senior Economist, Research & Consulting, Swiss Reinsurance Company Ltd
10.10	Networking & Refreshments
	Strategic Perspectives of CEE Insurance Leaders Chaired by Iwona Kozera, Partner, Financial Services Industry Leader in Central and South Europe, EY
10.50	Strategic Growth Patterns in CEE Dr. Wolfgang Kindl, CEO UNIQA International AG, Member of the Management Board, UNIQA Insurance Group AG
11.20	Bancassurance Model within PKO Bank Polski Group Slawomir Lopalewski, CEO, PKO Ubezpieczenia
11.50	Strategic Business Transformation Dr. Luciano Cirinà, CEO, Generali CEE Holding
12.20	Executive Plenary Discussion
12.40	Networking & Lunch
	Digital Business Models: Disruptive Forces
14.00	Digital Distribution in the Insurance Industry Hugh Terry, CEO and Founder, The Digital Insurer
14.20	Digitalisation: How current trends will impact the insurance industry Peter Mützenmayer, Director, Group Underwriting, Head Big Data & Smart Analytics Centre, Swiss Reinsurance Company Ltd
14.40	Digital Transformation – an evolution Monique Shivanandan, Group Chief Information Officer, Aviva PLC
15.00	Executive Plenary Discussion
15.20	Coffee Break & Networking
	How can Multinationals win in CEE Chaired by Christian Schmid, Partner and Managing Director, The Boston Consulting Group
15.50	Jef Van In, CEO AXA Bank Europe & Chairman of the Supervisory Boards, AXA CEE Region Dr. Gabor Kepecs, Chief Executive Officer of Central and Eastern Europe, AEGON N.V.
16.30	Conclusions, Prospects and Closing
16.40	Networking & Cocktail



Palais Niederoesterreich



The Ritz-Carlton, Vienna

Important Information

Dates of InsuranceCom CEE 2015

Prevenue Dinner, The Ritz-Carlton, Vienna
Schubertring 5-7, 1010 Vienna, Austria
phone: +43 1 31188, www.ritzcarlton.com
October 5, 2015, 6:30 pm

Management Conference, Palais Niederoesterreich
Herrengasse 13, 1010 Vienna, Austria
phone: +43 1 9076299, www.palais-niederoesterreich.at
October 6, 2015, 8:30 am – 5:00 pm

Accommodation Bookings

Steigenberger Hotel Herrenhof
Herrengasse 10, 1010 Vienna, Austria
phone: +43 1 534040
www.herrenhof-wien.steigenberger.at

Radisson Blu Style Hotel
Herrengasse 12, 1010 Vienna, Austria
phone: +43 1 22780 3214

Booking Keyword: InsuranceCom

InsuranceCom Personal Registration

By e-mail to 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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