

## Key Note Speakers and Panelists



**Miss Au King Chi**  
Permanent Secretary for Financial Services and the Treasury, The Government of the Hong Kong Special Administrative Region



**Robert Burr**  
Head of Life & Health Asia, Swiss Reinsurance Company Ltd



**E. Drew Dutton**  
Partner, Debevoise & Plimpton



**David Fried**  
Chief Executive Officer, Emerging Markets, QBE Insurance Group



**Mark Grant**  
Member of the Board of Directors and Founder, Insure The Box



**Graham Handy**  
Global Insurance Customer Leader, EY



**Liang Xinjun**  
Vice Chairman and CEO, Fosun Group



**Chris Kaye**  
Senior Advisor, The Boston Consulting Group



**Dr. Zhaoyi Meng**  
Executive Director and Deputy General Manager of China Taiping Insurance Group Ltd and China Taiping Insurance (HK) Company Limited



**Geoffrey Riddell**  
Member of the Group Executive Committee, Regional Chairman of Asia-Pacific & Middle East and Africa, Zurich Insurance Group Ltd.



**Marcelo G. Teixeira**  
Group Head of Insurance, HSBC Holdings plc



**Hugh Terry**  
Founder, The Digital Insurer



**Christopher Wei**  
CEO Global Life Insurance and Chairman Asia, Aviva



**Clarence Wong**  
Chief Economist Asia, Swiss Reinsurance Company Ltd

## Premium Partners

Debevoise & Plimpton  
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Pactera Technology International Limited  
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St. Gallen Institute of Management in Asia  
Swiss International Air Lines

**InsuranceCom**  
communication > commercial > community

## Invitation

**Insurance Industry Asia 2015 –**  
Strategic Priorities for Profitable Growth

Strategic Priorities in Heterogeneous Asian Markets

Insurance + Investment: Twin Drivers

Socio-Economical Challenges: Winning Strategies and Opportunities

Digital Business Models: Disruptive Forces in the Asian Industry

How can Multinationals win in Asia

Monday, December 1, 2014: Prevenue Dinner  
Tuesday, December 2, 2014: Management Conference

The Ritz-Carlton, International Commerce Centre, Hong Kong

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

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## Insurance Industry Asia 2015 – Strategic Priorities for Profitable Growth



**Dr. Kai-Uwe Schanz**  
Conference Moderation

Chairman & Partner, Dr. Schanz, Alms & Company AG



**Hon Chan Kin-por, BBS, JP**  
Dinner Speaker

Member of the Legislative Council of Hong Kong and Member of the Munich Re China Advisory Board

China and Southeast Asia remain the world's fastest-growing markets and investors and multinationals are increasingly turning their gaze towards their dynamic markets, which are at vastly different stages of development but all sharing immense growth potential. Nonetheless, the insurance industry continuously requires innovation and change processes to meet the challenges from a persistent low-interest phase, better-informed customers, an ageing population and more stringent regulatory standards. New impulses are needed in the development of future oriented business- and distribution models, strategic scenarios and innovative products.

Digital media, for example, 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. Advanced analytics can transform how insurers do business, but realizing its potential requires complex, large-scale organizational changes. In order to make the right strategic decisions and to achieve profitable growth over all segments, you as senior executive have to answer the call of duty.

The next InsuranceCom Asia 2014 will feature a selected spectrum of strategic topics. In times of change, the exchange of experiences and opinions is indispensable. The closed community of the InsuranceCom is composed of individually selected senior executives of insurance companies with operations in China and Southeast Asia as well as of some global insurance experts. They will present and discuss challenging theses and emerging industry trends. You are personally invited to participate in this exchange and be part of this exclusive InsuranceCom community.

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

## Tuesday, December 2, 2014

08.00	<b>Welcome Reception &amp; Registration</b>
09.00	<b>Welcome and Introduction</b> Dr. Kai-Uwe Schanz, Chairman & Partner, Dr. Schanz, Alms & Company AG, Conference Moderation
09.20	<b>Opening Ceremony and Guest of Honour</b> Miss Au King Chi, Permanent Secretary for Financial Services and the Treasury, The Government of the Hong Kong Special Administrative Region
09.30	<b>How to Strengthen Investment Capability and achieve Profitable Growth in Insurance</b> Liang Xinjun, Vice Chairman and CEO, Fosun Group
10.10	<b>Refreshment Break &amp; Networking</b>
	<b>Socio-Economic Challenges: Winning Strategies and Opportunities</b> Chaired by: Robert Burr, Head of Life & Health Asia, Swiss Reinsurance Company Ltd
10.40	<b>The Asia Insurance Outlook – An Economic Perspective</b> Clarence Wong, Chief Economist Asia, Swiss Reinsurance Company Ltd
11.00	<b>China: Protection for Economic Growth and Social Stability</b> Dr. Zhaoyi Meng, Executive Director and Deputy General Manager of China Taiping Insurance Group Ltd and China Taiping Insurance (HK) Company Limited
11.30	<b>Southeast Asia: Winning Strategies in Health, Life and Pension</b> Christopher Wei, CEO Global Life Insurance and Chairman Asia, Aviva
12.00	<b>Senior Executive Plenary Discussion</b> together with the Keynote Speakers
12.20	<b>Lunch &amp; Networking</b>
	<b>Digital Business Models, Disruptive Forces in the Asian Industry</b> Chaired by: Graham Handy, Global Insurance Customer Leader, EY
13.30	<b>Digital Thinking to Transform Face-to-Face Insurance In Asia</b> Hugh Terry, Founder, The Digital Insurer
14.00	<b>Why Telematics and M2M Connectivity will Transform Motor Insurance</b> Mark Grant, Member of the Board of Directors and Founder, Insure The Box
14.30	<b>Senior Executive Plenary Discussion</b> together with the Speakers and Panelists
14.50	<b>Refreshment Break &amp; Networking</b>
	<b>Senior Executive Panel Discussion: How can Multinationals win in Asia</b> Chaired by: Chris Kaye, Senior Advisor, The Boston Consulting Group
15.20	<b>Panelists:</b> E. Drew Dutton, Partner, Debevoise & Plimpton David Fried, Chief Executive Officer, Emerging Markets, QBE Insurance Group Geoffrey Riddell, Member of the Group Executive Committee, Regional Chairman of Asia-Pacific & Middle East and Africa, Zurich Insurance Group Ltd. Marcelo G. Teixeira, Group Head of Insurance, HSBC Holdings plc
16.20	<b>Key Takeaways, Prospects and Closing</b>
16.30	<b>Closing Ceremony</b> followed by drinks at Ozone bar, The Ritz-Carlton



The Ritz-Carlton



The China Club

## Important Information

### Dates of the InsuranceCom Asia 2014

**Prevenue Dinner**, THE CHINA CLUB, 13/F, The Old Bank of China Building, Bank Street, Central, Hong Kong  
December 1, 2014, 6.30 pm – 10 pm

**Management Conference**, The Ritz-Carlton, International Commerce Centre, 1 Austin Road West, Kowloon, Hong Kong  
December 2, 2014, 8.30 am – 4:30 pm

### Venue & Accommodation Booking

The Ritz-Carlton, International Commerce Centre, 1 Austin Road West, Kowloon, Hong Kong  
Tel. +852 2263 2263, fax: +852 2263 2260  
www.ritzcarlton.com

Special rate: Deluxe Room HKD 3,800  
Booking keyword: InsuranceCom

### Official Carrier

Special fares would be offered if travel on SWISS, for details and booking please contact:  
Swiss International Air Lines Ltd, Hong Kong  
Tel. +852 3002 1330  
E-mail: servicedesk.hkg@swiss.com

### 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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