

The Must-Attend Summit for All Insurance Brokers Returns LIVE!

# 11<sup>TH</sup> Asia Insurance Brokers' Summit

Theme: "The New Age Broker - Navigating New Risk Terrains"

24 – 25 May 2023, M Hotel, Singapore

Organised by:

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INSURANCE REVIEW**

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Visit <https://www.asiainsurancereview.com/Conferences/airbrokers2023>  
for more information.

**H**ow can brokers morph with a constantly changing and ever-increasing challenging business environment? What new demands do brokers have in an evolving post-pandemic landscape? These are some questions this year's Asia Insurance Brokers' Summit will aim to answer.

With the ground-shifting changes being faced, what with geopolitical upheavals, increase of natural disasters, fluctuating pandemic scenarios, climate change, cyber risks and raising inflation etc, brokers must navigate through new risk terrains for their clients.

Brokers must now move beyond their traditional roles of being a supplier and instead, focus on value-added services as a partner, consultant and advisor. This would involve brokers becoming a source of market intelligence for clients, becoming indispensable with foresight and the swift agility to anticipate how market

forces will have an impact on their client's current and future needs.

Are brokers armed with the knowledge and tools they need to adapt to new opportunities and challenges? Where should brokers fit in terms of new potential markets as well as business and product lines? How will new regulation, laws, pricing and packaging play a part in shaping service to clients? What should be the key focus for brokers in hot spots which are gaining momentum?

This year's Asia Insurance Brokers' Summit finally returns LIVE after a two-year virtual hiatus. The theme "The New Age Broker - Navigating New Risk Terrains" will aim to present brokers with key tools to capitalise on opportunities in this new and changing terrain to understand how they can stay steps ahead for their clients.

## Brokers

The Summit will provide a meaningful platform for brokers in Asia to come together to look at critical issues affecting them in the changing risk profile. There are tremendous opportunities for brokers who can rise to the occasion while the intense competition, technology and dynamics in the market challenges the success of many. This year's Brokers' Summit will look at strategies, solutions and new insights for insurance brokers to reinforce their role as a valued partner of the industry as well as to insurers and corporate risk managers. The Summit provides a key platform for brokers to network with international industry leaders and top executives from various insurance sectors.

## Insurers

Insurers can add leverage on the key meeting platform of the Summit to dialogue with brokers in creating business connections, raising standards across the board and launch new products to brokers.

## Risk Managers

To get the latest insights on current and forecasted risks as well as well as enhance partnerships with insurance brokers and getting the best solutions. The Asia Insurance Brokers's Summit will be a pivotal platform to expand your network, explore new possibilities and learn more about dynamic market opportunities, strategies and solutions available.

## Who Should Attend

- Insurance Brokers
- CEOs & Senior Management of Insurance Companies
- Regulators & Supervisory Authorities
- Risk Managers
- Service Providers including Management Consultants, Lawyers, Technology Companies & Loss Adjusters

# Day One

24 May 2023, Wednesday

## Conference schedule for Day 1 & 2

8.00am - Registration & Coffee

9.00am - 5.00pm Conference Sessions

Daily conference sessions include Q&A, morning and afternoon tea breaks, lunch and networking afternoons.



### Welcome Address

**Ng Leng Leng**

President, Singapore Insurance Brokers' Association / CEO, Gallagher (Singapore)



### 2023 Global Risks Report: and its impact on Asia

**Satoru Hiraga**

Director & Chairman, Marsh Broker Japan, Inc. / President, Japan Insurance Brokers Association (JIBA)



### Crucial USPs of a Broker in a Price-Driven Competitive Era

**Chia Tek Yew**

Head of Insurance Asia Pacific and Vice Chairman Singapore, Oliver Wyman



### Effective Claims Management & Customer Service

**Robert Riha**

Head of Claims, Asia, AXA XL

## Panel Discussion: Asia Leaders' Dialogue – The Broker Agenda and Outlook for Asia



### Panellists:

**Ng Leng Leng**

President, Singapore Insurance Brokers' Association / CEO, Gallagher (Singapore)



**Satoru Hiraga**

President, Japan Insurance Brokers Association (JIBA) / Director & Chairman, Marsh Broker Japan, Inc



**Vicky Rajaratnam**

Chairman, Malaysian Insurance and Takaful Brokers Association (MITBA)



**Yulius Bhayangkara**

Chairman, The Association of Indonesian Insurance and Reinsurance Brokers (APPARINDO) / President Director, PT Sedana Proteksi Sinergi Reinsurance Brokers



**Brokers as Valued Partner to Insurers, Risk Managers & Clients**

**Stuart Anderson**

Chief Executive Officer - Asia, NCI Brokers (Asia)

**CAPTIVES**



**Realising the Value of a Captive in Employee Benefits**

**Juliet Kwek**

Regional Director, Asia Pacific, MAXIS Global Benefits Network

**Panel Discussion: Key Considerations for the future of Captive Insurance**



**Ajit Rochlani**

Principal, Insurance - Asia Pacific, Oliver Wyman



**Lawrence Bird**

Director – Asia Pacific Captive & Insurance Management Solutions, Willis Towers Watson Management (Singapore)

# Day Two

25 May 2023, Thursday



## Building Relationships and Business with Partners and Clients

**Adjunct Professor Dr Jim Taggart OAM**

Former Chairman & Chancellor, Asia Pacific International College, Australia / Former National President, Association of Financial Advisers, Australia (AFA)



## New Synergy between Brokers and Technology

**Kay Jackson**

Director, Simplex Insurance Solutions



## Moving beyond Traditional to Specialist/Niche roles

**Robert Drysdale**

Head of Southeast Asia, Descartes Underwriting



## Talent Acquisition & Retention: Cultivating New Talent with Broader Skillsets and Resources

**Christian Stobbs**

Managing Director of Markel International in Asia



## The role of Insurance Brokers and Insurers in managing ESG

**Abdul Halim Jantan**

Group Managing Director, Sterling Group of Companies

## LEGAL & LITIGATION



## International Litigation Trends and Impact on Asian business

**David Pryce**

Managing Partner, Fenchurch Law Ltd



## Key Developments in Insurance Litigation and its impact on the Broker fraternity

**Allister Tan**

Director, Dispute Resolution, Drew & Napier LLC (Singapore)

\*Programme will be updated with session timings soon.  
Programme is subject to change.

# 11th Asia Insurance Brokers' Summit

24-25 May 2023, M Hotel, Singapore

Registration Email: [weeling@asiainsurancereview.com](mailto:weeling@asiainsurancereview.com)

## Registration

To: Ms Wee Ling, Asia Insurance Review  
103A Amoy Street, Singapore 069 923 • Tel:(65) 6224 5583  
Whatsapp: +65 9653 1018 • [www.asiainsurancereview.com](http://www.asiainsurancereview.com)  
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

Registered by \_\_\_\_\_

### PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof  
First Name: \_\_\_\_\_ Last Name/ Surname: \_\_\_\_\_  
Nationality \_\_\_\_\_  
Passport No \_\_\_\_\_  
Job Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Country \_\_\_\_\_  
Tel: ( ) \_\_\_\_\_  
Cellular: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
email: \_\_\_\_\_

### REGISTRATION

#### Early Bird (valid till 24 April 2023)

Subscribers  US\$1,280

Non-Subscribers  US\$1,580\*

#### Normal Registration

Subscribers  US\$1,780

Non-Subscribers  US\$1,980\*

(\*Free One Year Subscription to Digital Edition of *Asia Insurance Review* & AIR e-Daily)

**Full registration fees MUST be paid before the valid dates for admittance at conference.**

Only registrations FULLY PAID FOR by the early-bird deadline will be eligible for the discount.

I came to know about this conference through:

AIR/MEIR magazine  AIR/MEIR Website  Brochure  Email

Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

#### Group registration: Special Offer for Year 2023

Register three delegates from the same company, and send the fourth delegate to attend the conference free of charge!

(Valid only for delegates from the same company in the same country)

Registration fee includes participation at Conference plus tea breaks and lunches. All meals are prepared without pork, lard and beef.

#### Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

## Closing date for registration: 22 May 2023

For cancellation in writing made before **24 April 2023**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **24 April 2023**. However, substitution or replacement of delegates will be allowed.

### PAYMENT

I undertake to indemnify the organisers for all bank charges.

- Telegraphic / Wire Transfer to the following account:  
DBS Bank  
Marina Financial Centre, 12 Marina Boulevard,  
#03-00 MBFC, Tower 3, Singapore 018982  
Branch: Marina Financial Centre Branch  
Account Name: Ins Communications Pte Ltd  
• US\$ (Account No.: 0001 - 004838-01-9-022)  
• Swift Code: DBS SSGSG

- Please debit the sum of US Dollars US\$ \_\_\_\_\_ for Conference Registration fee from my

Mastercard

VISA

American Express

Card Holder's Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Card No.: \_\_\_\_\_

Date: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ - \_\_\_\_\_ (mm-yy) Total Amount: US\$ \_\_\_\_\_

(Conference fee is inclusive of prevailing GST for Singapore incorporated business)

### Hotel Reservation:

Email: [Reservations.MHS@millenniumhotels.com](mailto:Reservations.MHS@millenniumhotels.com) • cc: Kimberly Kung, Email: [kimberly.kung@millenniumhotels.com](mailto:kimberly.kung@millenniumhotels.com)

### Hotel Contact

Attn: Reservation

Email: [Reservations.MHS@millenniumhotels.com](mailto:Reservations.MHS@millenniumhotels.com) • cc: Kimberly Kung, Email: [kimberly.kung@millenniumhotels.com](mailto:kimberly.kung@millenniumhotels.com)

Tel: +65 6224 1133

M Hotel

81 Anson Road, Singapore 079908

Tel: +65 6224 1133

[www.millenniumhotels.com](http://www.millenniumhotels.com)

### ROOM RATE

- Deluxe Room at SGD\$260++** per room per night (single) inclusive of 1 daily breakfast & internet access
- Deluxe Room at SGD\$285++** per room per night (double) inclusive of 2 daily breakfast & internet access

- Non-guaranteed blockage and rooms will be subjected to availability upon reservation.
- Rates quoted are subject to 10% service charge and prevailing government taxes.

For speaking, sponsorship and partnership opportunities,  
email: [theresa@asiainsurancereview.com](mailto:theresa@asiainsurancereview.com) | Tel: +65 6224 5583