

# Building World-Class Insurance Industry in India

Wednesday 17<sup>th</sup> February, 2010: 9.00 am – 5.30 pm  
Taj President, Cuffe Parade, Mumbai, India

Organised by  
**ASIA Insurance Post**

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## Objectives and Desired outcomes:

Insurance industry in India completed an era of nine eventful years since the industry was opened up for private sector. A truly momentous era making new demands on captains of industry and entrepreneurs to gear up and respond to changing market dynamics and plethora of risks in the aftermath of global financial meltdown since September, 2008 which has transformed the financial services sector forever. Conference will articulate a holistic understanding of

how insurance organizations, both non-life & life insurers, can transform from 'Good to Great' and eventually position as vibrant constituents of World-Class Insurance industry in India. With this objective in mind, the event will have special focus on universe of risks - sugar and salt of life- in a volatile world following a traumatic year 2008 for the global economy and how to manage the same prudently to attain sustainable growth.

## Panel of speakers:

- **Mr SL Mohan**, Secretary General, General Insurance Council
  - **Mr GV Rao**, former CMD, Oriental Insurance
  - **Mr H Ansari**, former member, IRDA
  - **Mr Yogesh Lohiya**, Chairman, GIC Re
  - **Mr M Ramadoss**, CMD, New India Assurance
  - **Mr G Shrinivasan**, CMD, United India Insurance \*
  - **Mr M Ramaprasad**, General Manager, GIC Re
  - **Mr R Krishnamurthy**, MD, Watson Wyatt Distribution
  - **Mr Joydeep Roy**, CEO, L&T General Insurance
  - **Dr A Amarnath**, CEO, Bharati AXA General Insurance
  - **Mr Praveen Vasistha**, CEO, Howden Insurance Broker
  - **Dr P Nandadopal**, CEO, IndiaFirst Life Insurance
  - **Mr Ashvin Parekh**, Partner, Ernst & Young
  - **Mr Praveen Gupta**, CEO, Raheja QBE General Insurance
  - **Mr Deepak Satwaleker**, formre MD & CEO, HDFC Standard Life Insurance
  - **Mr Grant Elliott**, CEO, AON Global Insurance Brokers
- (\*confirmation awaited)

## Who should attend:

- Executives/Officials from Insurance industry both Non-life and Life, Reinsurers, Broking firms, Actuaries, Agents/Advisors, Surveyors, TPAs, Service providers;
- Executives/Officials from Banking / IT companies, Corporates' Risk Management/ Insurance / Finance Divisions, Academicians, Management Students.

## Key Topics\*:

- Managing Risks to create competitive advantage
  - changing universe of risks
  - global financial downturn: impact on corporate world
  - art of managing risks for 'competitive advantage'
- Corporate governance: imparting organization value & solidarity
  - corporate social responsibility
  - building trust :companies, customers & stakeholders
  - core values & fundamentals
  - role of regulator
- Towards Risk-Based capital regime
  - 'detriffing' in retrospect
  - creating 'capacity' for insurers
  - 'capital' requirements commensurate with risk exposures
  - global practices
- Challenges of managing cost structure: strategizing Distribution channels with a focus on Bancassurance
  - growth curve for insurers
  - new business models to optimize productivity
  - 'distribution matrix' as strategy: leveraging 'bancassurance'.
- Re-engineering ULIPS and product innovation for robust life insurance market
  - ULIPS as a part of total product-mix for insurers
  - emerging market resurge
  - new age innovations for new age customers
- Panel Discussions: "Insuring Rural India for inclusive growth"
  - exploring untapped market potential
  - 'raising bar' for wider reach: 'the bottom of pyramid'
  - inclusive growth& financial inclusion
- New market dynamics for Reinsurance domain:
  - implications for industry growth
  - impact of detriffing on balance-sheet
  - hardening reinsurance market
  - augmenting 'capacity' through reinsurance support
- Universe of financial risks in a volatile market: sharing global perspective
  - new upsurge in 'financial' risks post global meltdown
  - market volatility
  - competencies & mindset to manage emerging 'new world order'
- Round Table: "The Future of competition: creating value differentials"
  - creating new demand curve
  - color of competition
  - value co-creation along with customers-survival of the best & fittest

## Sponsorship details:

*Principal Sponsor (Maximum – Three ): (Rs. 2,50,000)*

*The Sponsorship covers:*

- 8 complementary delegate passes
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- One full Page color ad in Asia Insurance Post (Magazine)
- Printing of logo in conference souvenir
- Insertion of company's publicity material in conference documentation pack

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*Advertisement in Conference Souvenir (Size A4):*

- Full-page (Color): Rs. 12,000/-
- Inside Front Cover (Color): Rs. 17,000/-
- Inside First Page (Color): Rs. 17,000/-
- Inside Back Cover (Color): Rs. 15,000/-
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## Participation details:

### Delegate Fees:

- Rs. 3,500/- per delegate. (10 per cent discount for three or more participants from the same organisation)
- Rs. 2,000/- for students pursuing Graduation / Post-Graduation studies from recognized Universities.
- US \$150 for overseas participants.

For registration & further details, please contact:

Rajni M Shah, Summit Co-ordinator (M: +91 98207 64345)

Asutosh Routray (M: +91 98926 98448)

Ajay Sawant (M: +91 98672 07894)

New Media Services Pvt. Ltd.,

55 - Atlanta, Nariman Point, Mumbai - 400021, INDIA.

Telephone: +91 (22) 4002 8448, 3028 4173, Telefax: +91 (22) 2204 5785,

Email: aip@vsnl.com, Website: www.asiainsurancepost.com

## Registration Form

### Name & Designation of Participant(s):

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### Name & Address of the Organisation:

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### Telephone & Fax No.:

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### Email

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### Cheque/ Demand Draft No.:

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