



# Telematics Insurance Summit 2017

May 8-9, 2017 • Crowne Plaza Beijing Chaoyang U-Town



## HIGHLIGHTS

- Interpretation of the *Market Oriented Vehicle Premium Rate Reform from the China Insurance Regulatory Commission (CIRC)*
- *Automotive Manufacturers'* Views and Experiences regarding the *Telematics Insurance Market*
- Advice for how to grapple with technological developments in telematics, and *innovation to insurance business models*
- Applications for *telematics and UBI in the vehicle insurance industry*, and its *current status within the EU*
- How to facilitate mutually beneficial *collaboration between telematics insurance companies and auto OEMs*
- Insight into *data security and claims management*
- *Unmanned vehicles and ADAS*: status of the *latest technological developments*, and their impact on the auto insurance industry
- *UBI data application and auto insurance pricing*: how to *price rationally and improve customer satisfaction*
- Platform for identifying potential customers and business partners

### ENDORSERS

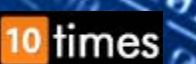


INTERNATIONAL INSURANCE SOCIETY

### PRESENTATION SPONSOR



### MEDIA PARTNERS







# Welcome Letter

Dear Delegates,

Welcome to the Telematics Week 2017, organized by Duxes from May 8th -11th, 2017 in Beijing, China.

According to a survey, by 2017, China's telematics market, consisting of automotive networking hardware and software sectors, will approach 200 billion yuan. Telematics projects to be the second largest mobile Internet portal after mobile phones, and is expected to usher in explosive growth for the automotive industry. Over the next 3 years, more than 20 vehicle manufacturers in China plan to launch car networking services to meet growing consumer demand on the internet.

Telematics is one of the key issues currently under the spotlight in the vehicle insurance industry. It has the potential to fundamentally change vehicle insurance propositions and impact all areas of the business from risk selection, pricing strategy, reduced claims and fraud detection to an entirely new set of services. In spite of its recent rapid growth and the level of hype and interest in this area, the telematics insurance and UBI section is still immature and relatively small in China. The questions involved with telematics insurance applications are consumer privacy and data ownership related.

Based on this background and the great success of previous events, the Telematics Week 2017 will be held from May 8th-11th 2017 at Beijing. It will provide an effective platform for industry players to update China's vehicle insurance industry. Speakers from CIRC, associations, insurance companies, and other leading industry players will thoroughly examine the current vehicle insurance market in China and share their valuable experiences and opinions with the audience. Attendees will be able to determine the best methods to cope with the various challenges in China's developing vehicle insurance industry.

The Connected Vehicle Trade Association strives to promote and educate the industry about the value of Connected Vehicle services, as well as the adoption of feasible technical and organizational approaches. We are delighted to support this prestigious summit, which we are certain will impart much knowledge on all who attend.

Yours sincerely,



Scott J. McCormick, President  
Connected Vehicle Trade Association  
[www.connectedvehicle.org](http://www.connectedvehicle.org)







# Endorsement Letter

Dear Delegates,

The International Insurance Society (IIS) is pleased to again endorse the 'Telematics Week 2017', which will be held on May 8-11, 2017 in Beijing. It will serve as an effective platform for industry players seeking knowledge about the evolving Chinese vehicle insurance industry.

The Telematics Insurance Summit will feature presentations on a range of issues, including an interpretation of the Market Oriented Vehicle Premium Rate Reform, from an official in the China Insurance Regulatory Commission (CIRC), analysis on UBI's effect on insurance business models, information on optimal pricing, the interaction between UBI and ADAS technologies, innovative methods for processing claims, and anticipated technological advancements. The Telematics and Connected Vehicle Summit will begin with providing attendees with an overview of the telematics market, and proceed to cover the effects of telematics on dealer marketing, driverless cars and big data, changes wrought to commercial vehicle fleets by ADAS, technological possibilities for in-vehicle entertainment, and telematics information security for protecting against hacking.

IIS mission is one of international collaboration, bring together key decision makers from the insurance industry to combine their knowledge of regulatory issues, finance, and governance, utilizing research as a force to drive global industry growth and innovation. Our vision is to position the global insurance industry as a key contributor to the open dialog on the economic and social development of markets.

We are certain that the Telematics Week 2017 will provide delegates with productive new knowledge and we wish you a most successful conference.

Yours sincerely,



Michael J. Morrissey

President and Chief Executive Officer



INTERNATIONAL INSURANCE  
SOCIETY



# Telematics Week 2017

May 8-11, 2017 • Crowne Plaza Beijing Chaoyang U-Town

## Background

According to the survey, by 2017, China's telematics market, consisting of automotive networking hardware and software sectors, will approach 200 billion yuan. Telematics projects to be the second largest mobile Internet portal after mobile phones, and is expected to usher in explosive growth for the automotive industry. Over the next 3 years, more than 20 vehicle manufacturers in China plan to launch car networking services to meet growing consumer demand on the internet. However, significant hurdles remain before telematics achieves its anticipated potential.

Furthermore, Usage-Based Insurance (UBI) is expected to become an important factor for vehicle insurance in China, an industry estimated to reach 942 billion yuan by 2020. In the event that the auto insurance market-oriented interest rate were fully liberalized, and approximately 50% permeability for new cars in the telematics market, UBI would penetrate 10%-15% of the vehicle insurance market, a figure of 140 billion yuan. In spite of these positive indicators, China's telematics insurance and UBI market remain underdeveloped, with lingering concerns regarding customer privacy, and data ownership.

In accordance with its support for innovation in the automotive industry, Duxes will host the Telematics Week 2017, which will take place from May 8-11 in Beijing. The event will bring together industry experts and leaders to share experiences and views on issues in the telematics insurance, telematics and connected vehicles industries. The conference provides a unique platform for participants to gain a comprehensive and detailed understanding of the current business landscape for telematics in China. Over the course of the four days, presenters will discuss supportive government policies in jurisdictions across Asia, and market trends, content which will give companies in attendance a reliable basis for making well-informed and rational decisions in the market.

## Speakers to Invite

### From Government

- Ministry of Transportation
- MIIT
- China Insurance Regulatory Commission

### From Associations and Institutes

- China Association of Automotive Manufacturers
- Strategic Alliance of China Internet Of Vehicles Industrial Technology

### From Corporations

- |                  |                             |  |
|------------------|-----------------------------|--|
| • BMW            | • BAIC                      | • AXA  |
| • Volvo          | • AutoNavi                  | • Ping An Insurance Company                        |
| • Tesla          | • Here                      | • Societe Generale                                 |
| • Ford           | • Allianz Global Assistance | • China Life Property & Casualty Insurance Company |
| • BYD            | • Airbiquity Inc            | • China Taiping Insurance Group                    |
| • Mercedes-Benz  | • Verizon Telematics Inc.   | • China Pacific Insurance                          |
| • SAIC           | • WirelessCar AB            |  |
| • Yutong         | • TomTom                    |  |
| • Volkswagen     | • PICC                      |  |
| • General Motors | • Allianz                   |  |



# Telematics Week 2017

May 8-11, 2017 • Crowne Plaza Beijing Chaoyang U-Town

## Who Should Attend

### By Industry

- Auto OEMs
- Telematics Service Providers
- Net Operator
- Internet Company
- Auto Insurance Companies
- Telecom Companies
- Auto Spare Parts Vendors
- Fleet Management Companies
- Insurance Brokers / Agents
- UBI Companies
- IT Companies
- Auto Oil Companies
- Auto Rental/ Leasing Companies
- Logistics Companies
- Road Assistance Companies
- Content Providers
- GPS Service Provider
- Semiconductor
- Consulting/ Law firms
- Others...

### By Job Title

#### From Auto OEM

- CEO/CTO/CRO/President/GM/SVP/VP
- R&D/BD/Sales/Marketing/Connected Strategy/ Technology Planning Director
- Head/ Chiefs
- Product Manager
- Engineer/ Expert/ Researcher/Consultant/ Specialists
- Head of Insurance Business
- Head of Customer Service
- Marketing Director
- Sales Director
- Others...

#### From TSP

- CEO/COO/President/GM/VP/ Deputy GM
- Sales/Marketing Director
- Technical/R&D Director
- BD Director
- Product Manager
- Head of Telematics
- Connected Car Service
- Auto Electronic Manager
- Others...

#### From Insurance Companies

- MD/President/GM
- Head of Auto Insurance
- Head of Claims Management
- Head of Telematics
- Head of Strategy and Planning
- Chief Underwriting Officer
- Chief Actuary

#### From Third-Party Companies

- CEO/COO/President/GM/ VP/Deputy GM
- Partner/Principal/Analyst
- Chief Representative
- BD Director
- Head of Insurance business
- Partner/Associate
- Marketing Director
- Head of Auto Industry
- Head of Telematics
- BD Director
- Others...





# Telematics Insurance Summit 2017

May 8-9, 2017 • Crowne Plaza Beijing Chaoyang U-Town

## Day One Monday, May 8

**08:30 Sign In**

**09:00 Opening Remarks from the Chairman**

### Market Background and Policy Updates

**09:15 Interpretation of Market Oriented Vehicle Premium Rate Reform**

- Analysis of pilot area results and status quo
- Changes to consumer behaviors and attitudes
- Innovative reform measures
- Q&A

*CIRC*

### Cooperation between TSPs, Insurance Companies and OEMs

**10:00 Auto OEM Views regarding Telematics Insurance Markets, and Sharing Experiences**

- Challenges for auto OEMs in new markets
- How OEMs react to technological developments in telematics and ADAS
- Cooperation with insurance companies essential
- Q&A

*Bob Gruszczynski  
OBD Communication Expert  
Volkswagen Group*

**10:45 Tea Break and Networking**

**11:15 How Insurance Companies Cope with Telematics Technology, and Innovation to Insurance Business Models**

- Innovation through telematics insurance, to business models and customized insurance services
- Improving the customer experience and claims process

- Future trends for customer behavior with regard to UBI
- Q&A

*CUI Haiming  
General Manager of Strategic Telematics Project  
CPIC*

**12:00 Luncheon**

**13:30 Applications for Telematics and Usage Based Insurance in the Vehicle Insurance Industry, and its Current Status within the EU**

- Applications for UBI in the auto insurance market
- Current status of telematics insurance in the EU
- Successful case sharing in the EU
- Q&A

*Jacques Amselem  
Head of IoT  
Allianz*

### Business Models for Developing Technologies

**14:15 How Telematics Contributes to the Advancement of the Vehicle Insurance Industry**

- Partnerships between OEMs and insurance companies lead to new business models
- How telematics contributes to the vehicle insurance industry
- Current status for utilizing telematics insurance
- Q&A

*Open for Sponsor*

**15:00 Tea Break and Networking**



# Telematics Insurance Summit 2017

May 8-9, 2017 • Crowne Plaza Beijing Chaoyang U-Town

## 15:30 The Future of Motoring: an Insurer's Perspective

- Insuring connected customers- the impact of greater acceptance for connected cars
- Harvesting the benefits of technological developments
- Pathway to autonomous vehicles: insurers' perspective on liability
- Q&A

**Steve Hales**

*Head of Connected Insurance  
Generali*

## Panel Discussion:

### 16:15 How to Facilitate Mutually Beneficial Collaboration between Telematics Insurance Companies and Auto OEMs

- New business model analysis
- Collaborations among leading industry players
- How to reap the benefits of cooperation
- Q&A

*Leaders and Experts from Leading TSP,  
Insurance Companies and Auto OEMs*

17:00 End of Day One

## Day Two Tuesday, May 9

### Claims Management and Big Data

#### 09:00 Telematics Insurance: Innovative Practices for the Claims Process

- Telematics data and claims
- How to improve the claims process, and increase claims efficiency
- Innovative practices and experience sharing
- Q&A

**Bi Xin**

*General Manager, Head of Claim  
Settlement  
PICC*

#### 09:45 Emphasis on Customer Loyalty: Providing a First-rate Experience to Retain Loyal Customers

- Role of claims management in customer retention
- Accuracy vs speed in claims processing
- Providing interaction: user oriented services
- Q&A

*Open for sponsor*

### 10:30 Tea Break and Networking

## Panel Discussion:

### 11:00 Data Exchange: The Answer to the UBI Explosion?

- Data for driving behavior, and model for data analysis
- Data exchange and new products
- How insurance companies and OEMs can better utilize driving data
- Case studies and experience sharing
- Q&A

### 11:45 Technological Development of Data Collection: the Latest Market Progress

- Opportunities and Challenges for Big Data
- Best practices: customer needs based on big data analysis
- Optimal use of data
- Q&A

**Vikram Krishnamurthy**

*Big Data & Connected Services  
Nissan*

12:30 Luncheon



# Telematics Insurance Summit 2017

May 8-9, 2017 • Crowne Plaza Beijing Chaoyang U-Town

## New Technology and Consumers

### **13:30 Technical Impact: Unmanned Vehicles and ADAS**

- ADAS for UBI and car networking
- How to optimize the user experience and provide better solutions
- How insurers respond to uncertainty
- Q&A

***YANG Hongwei***

***General Manager of Auto Insurance  
China Life Insurance Company***

#### **Panel Discussion:**

### **14:15 Technological Development, and its Impact on the Vehicle Insurance Industry**

- Implementation of UBI in the vehicle insurance market
- Implications of smartphones, OBD and embedded telematics technologies on the vehicle insurance market
- Future trends for telematics technologies and customer attitudes
- Q&A

***Leaders and Experts from Leading TSP  
and Insurance Companies***

### **15:00 Tea Break and Networking**

### **15:30 UBI Data Application and Auto Insurance Pricing: How to Achieve Optimal Pricing and Customer Satisfaction**

- Data analysis of auto insurance underwriting in China
- Analysis of customer demand trends
- Gaining in a competitive market
- Q&A

***DAI Shuyan***

***Deputy General Manager  
China Taiping***

#### **Panel Discussion:**

### **16:15 Consumer Insights on UBI**

- UBI product development
- Deciding on a pricing strategy
- Consumer insights useful for obtaining a competitive advantage
- Q&A

### **17:00 End of Day Two**





# Telematics Week 2017

May 8-11, 2017 • Crowne Plaza Beijing Chaoyang U-Town

## SPONSORSHIP AND EXHIBITION STAND OPPORTUNITIES

### Enhance your profile by taking one or more of these marketing options

Taking a sponsorship option at Telematics Insurance Summit 2017 gives you a portfolio of opportunities to reinforce the strength of your brand while enhancing awareness about your company and products in front of a precisely targeted audience of decision makers at the event site, as well as thousands of top executives through our powerful marketing coverage and sales reach.

### What options are still available?

- Diamond, Platinum, Gold Sponsorships
- Exhibitions
- Presentations
- Cocktail
- Conference Documentation Sponsorships

### What benefits will sponsorship bring you?

- Increased brand exposure
- Communication with qualified/selected targets
- Speaking and exhibiting opportunities
- 200 word business profile and a hyperlink to your website
- Logo placement on the Summit's backdrop and on all event-related materials

### To receive details about sponsorship, please contact:

**Jessica Sun**

Tel. +86 21 5580 0330 Ext.8703

Fax. +86 21 5580 0309

E-mail: [jessica.sun@duxes.cn](mailto:jessica.sun@duxes.cn)

# 报名表 REGISTRATION FORM

## Telematics Insurance Summit 2017

May 8-9, 2017 · Crowne Plaza Beijing Chaoyang U-Town

主办方：都赛（上海）企业咨询有限公司（上海市中山北一路1230号柏树大厦A区6楼）

Organizer: Duxes (Shanghai) Business Consulting Inc. (6<sup>th</sup> FL, Block A, 1230 Zhongshan N. 1<sup>st</sup> Rd, Shanghai China 200437)

请填写后传真至：021-555800309 或扫描回传至 jessica.sun@duxes.cn

Please complete and fax form to :021-55800309 or scan and send to jessica.sun@duxes.cn

## 2017中国车联网保险峰会

2017年5月8-9日·中国北京悠唐皇冠假日酒店

### 参会信息

### Conference Information

(费用 All fees will be charged in RMB)

类型 Type	价格 Price Per Delegate	组团报名享特别效益 Limited Extra Benefits for Group Delegates	数量 Quantity	总价 Total Amount
2017车联网周 (Both Summit) Telematics Week 2017	人民币29,988元 RMB29,988	<b>2 DELEGATES</b> (choose ONLY ONE from the following): <b>2人注册 (任选其一)</b> * One-Page Color Ad Insertion / 一页彩色插页广告 * 10% Off for the 2 <sup>nd</sup> Delegate / 第二位参会嘉宾享10%价格优惠		
2017中国车联网保险峰会 Telematics Insurance Summit 2017	人民币16,998元 RMB16,998	<b>3 DELEGATES</b> (choose ONLY ONE from the following): <b>3人注册 (任选其一)</b> * One Panel Discussion Opportunity / 一个小组讨论机会 * One Exhibition Booth / 一个免费展位 * 20% Off for the 3rd Delegate / 第三位参会嘉宾享20%会费折扣		
第四届中国车联网及互联汽车峰会 4 <sup>th</sup> China Telematics and Connected Vehicles Summit 2017	人民币16,998元 RMB16,998			

费用包括所选择参加的会议，全程同声传译，会议文本资料，会后录音文件和五星级餐饮服务。最终解释权归Duxes所有。

The registration fee includes two-day event participation, simultaneous interpretation, paper/audio materials, and lunch buffet/tea-breaks provided by five-star hotel. Duxes reserves the rights to make any final interpretations of the above.

### 参会人员信息

### Participants

如需了解更多信息，请联系Jessica Sun(jessica.sun@duxes.cn) 或拨打 +86 21 5580 0330 转 8703

If you would like more participant information, please contact: Jessica Sun (jessica.sun@duxes.cn) or call: +86 21 5580 0330 ext. 8703

以下信息是经过所有参会者填写确认的真实有效信息，如非参会者本人填写，都赛视代填写人已经参会者本人合法授权，否则代为填写信息者将承担一切法律后果。  
The information below is true and written by the participants themselves. If it is not written by the participants, Duxes will assume that the writers have been authorized by the participants or the writers will bear all legal consequences incurred.

### 公司 Company

### 地址 Address

### 邮编 Zip Code

### 姓名 Name

### 职位 Title

### 电邮 Email

### 电话 Tel

### 姓名 Name

### 职位 Title

### 电邮 Email

### 电话 Tel

### 姓名 Name

### 职位 Title

### 电邮 Email

### 电话 Tel

### 特殊订餐要求

### Special Meal Requirement



穆斯林餐 Halal Food



素食

Vegetarian Diet



其他 Other

### 签名/盖章

### Signature / Corporate Stamp

### 日期 Date

### 取消

### Cancellation

如果您不能参会，接替您出席的代表将不需要支付任何额外的费用；如果在会议召开前三十个工作日之前取消席位，您必须以书面形式通知我们，我们将扣除50%的注册费用，并附加收取注册费用的10%作为手续费。或者，您可以选择全价保留您的参会席位，在都赛公司以后举行的会议中使用；如果您在会议开始前的三十个工作日内取消席位将不予接受，您必须支付所有参会费用并且我们将不予退还您所付款项。

Should you be unable to attend, a substitute delegate is welcome at no extra charge. A charge of 50% of the registration fee, plus a 10% administrative charge will be billed for cancellations received in writing at least thirty working days prior to the conference. Alternatively, you may choose to receive a credit voucher for the full value of the registration price, which may be deemed for future Duxes events. Duxes regrets that no cancellations will be accepted within thirty working days prior to conference start date, payments will not be refunded, and invoiced sums will be payable in full.

### 免责声明

### Disclaimer

Duxes保留在不事先通知的情况下变动议程（包括但不限于主题、演讲嘉宾以及举办地）的权利。所有内容（包括但不限于主题、演讲嘉宾以及举办地）可能包含有待更新以及有待最终确认和执行的建议性设想。

Duxes reserves the right to alter the program, including (but not limited to) topics, speakers, and venue, without prior notice. All contents, including (but not limited to): the topics, speakers, and venue, may contain proposals that may be subject to updates and await final confirmation and execution.

### 隐私披露声明

### Privacy Disclosure Statement

您已注册参加Duxes的此次会议。Duxes将保留您所提供的信息并据此在未来向您告知相关的会议信息。我们可能将您的信息提供给希望与您取得联系的此次会议的赞助商或者其它信誉良好的机构。如果您希望我们对您的信息完全保密，请在 ☐ 中打勾。签署本报名表则视为您同意在与本次会议及后续会议有关的宣传材料及网站上使用贵公司的商标、名称及您的姓名是合法的。

You have registered to attend a Duxes event. The information you have provided will be safeguarded by Duxes, who will use it to keep you informed of relevant events in the future. We may wish to make your details available to sponsors of this particular event, or to other reputable organizations who may wish to contact you. Please tick this box ☐ if you would prefer your details to remain confidential. Signing this Registration Form means that you agree that the use of the name, logo, and trademark of your company, as well as your name, on our relevant promotional materials and website of this summit and its subsequent summits is legal and acceptable.

### 只购买资料

### Documentation Only

如果您不能参加会议但想要购买会议资料，请在下面的方框中打勾：

If you are unable to attend the event but wish to receive copies of the conference documentation, please complete this form and tick the box below:

☐ 是，我要购买会议资料，每份10000元人民币，含邮资和手续费

Yes, I would like to purchase documentation for RMB 10,000 per set, postage and handling included.

### 支付方式

### Payment

☐ 我要用信用卡支付

### Please charge my Credit Card

单价 Unit Price	数量 Quantity	总价 Total Amount
RMB		



Card Number

Expiry Date:

Card Holder's Name

Card Holder's Signature

☐ 我要用银行转帐

T/T transfer / Wire transfer / Local transfer

请在收到付款通知后5个工作日内支付。

Please pay within 5 working days upon receipt of invoice.

### 一定不要错过赞助或展示的机会

### Sponsorship and Exhibitor Opportunities are Limited

有关赞助商的事宜请联系

Jessica Sun 电话: +86 21 5580 0330 转 8703; 或邮件: jessica.sun@duxes.cn

For more information about sponsorship, please contact:

Jessica Sun at +86 21 5580 0330 ext 8703 or email at: jessica.sun@duxes.cn

此文件内容包含我公司商业秘密信息，未经我公司书面许可请勿向他人公开。版权所有，违者必究。本合同的扫描件、传真件与原件一致并与原件具有同等法律效力。

This document contains confidential business information, please do not disclose without written permission. All copyrights reserved.

This scanned copy of the contract and the faxed copy are consistent with the original contract and have the same legal effect as the original contract.