



Duxes **Insurance** Series

Asia Pacific **Vehicle Insurance** Summit 2017

June 7-9 · Four Points by Sheraton Singapore

HIGHLIGHTS

- A **DUXES** EVENT

- Hot discussion on what's the **Development Trend** of Future **Vehicle Insurance** with the Influence of **Telematics & UBI**
- How could **driveless car** overturn traditional auto insurance market
- Market overview of auto insurance operating environment in **China, Japan, India, ASEAN region** by **government authority and association**
- Deep insight into **diversified distribution channels** including **tele-sales, internet sales, dealers channels**, etc. and how to **integrate various channels** to bring more profits
- Experience sharing of **Vehicle Service Contracts** and how to break **product homogeneity** and realize **product innovation**
- Experiencing sharing of innovation and practice of **digital insurance**
- How to establish a **sustainable mutually beneficial business model** between **auto insurers** and **OEMs**
- **Technology innovation** accelerates business developing like **ADAS, internet based claim process, block chain**, etc.

MEDIA PARTNERS



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Background

Despite weaker growth in recent months, Asia's emerging markets continue to attract global insurers keen to capitalize on increased wealth in the middle class and low penetration rates of insurance products and services. China and India are on everyone's radar, as are many ASEAN markets such as Singapore, Malaysia, Indonesia and Thailand.

Based on this background and the successes of the last five years' China events, the Asia Pacific Vehicle Insurance Summit 2017 will once again prove to be a more than effective platform for getting up to speed with the latest developments in the Asia vehicle insurance industry. Speakers from Asia's government and industry players will closely examine the vehicle insurance market and share their invaluable experience and insights with attendees and shed light on the best methods for coping with the various challenges in the Asia vehicle insurance industry.

Speakers to Invite

From Government and Association

- CIRC
- China Automobile Dealers Association
- General Insurance Association of Singapore
- Japan Insurance Studying Community
- IRDA
- ASEAN

From Corporations

- Tokio Marine Nichido
- Mitsui Sumitomo Insurance
- Tata AIG General Insurance
- The Oriental Insurance
- ICICI Lombard General Insurance
- AIG Car Insurance
- AXA
- PICC
- CPIC
- Ping An Insurance
- GM
- Volkswagen
- Volvo
- Daimler
- Nissan
- Toyota
- Zhong An Online Insurance

Who Should Attend

By Industry

- Insurance Companies
- Auto OEMs
- Auto Financial Companies
- Telematics Service Providers
- Insurance Brokers/Agencies
- UBI Companies
- Reinsurance Companies
- Auto Dealers
- Third Party Payment Companies
- Auto Spare Parts Companies
- IT Companies
- Road Assistance Companies
- Appraisal Companies
- Actuary Companies
- Auditing Companies
- Consulting Firms

By Job Title

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
- Chief Representative
- BD director
- Marketing director
- Customer Service

From Auto OEMs/Financial Companies

- MD/President/GM
- Head of Aftermarket
- Head of After-sales Service
- BD Director
- Head of Insurance Business
- Head of Customer Service
- Marketing Director
- Sales Director

From Third-Party Companies

- MD/President/GM
- Chief Representative
- BD Director
- Head of Insurance business
- Partner/Associate



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Pre-event Telematics Insurance Wednesday, June 7

Market Climate & Future Trends

09:00 Market Analysis of Telematics Insurance Business in Asia

- Status quo of telematics insurance in Asia
- Challenges and opportunities
- How to grasp the opportunities
- Case study

Yoshifumi Yamamoto

GM

Tokio Marine Nichido

09:45 What's the Development Trend of Future Vehicle Insurance with the Influence of Telematics?

- Lower risk probability of vehicle insurance
- Cost saving of survey and claim
- More value added services from insurers
- Improve customers' loyalty

Stefan Schulz

**Global Head of Motor and Property
Consultant Unit**

Munich Re

10:30 Tea Break

Business Model Update

10:45 How Could Driveless Car Overturn Traditional Auto Insurance Market?

- Automation driving technology will cut short the auto market scale
- Telematics make UBI innovative pricing model possible
- Development of ADAS will lower the driving risks

- Automation driving will turn auto insurance from property insurance to product liability insurance

Consulting Company

11:30 Internet+Vehicle Insurance- Explore the UBI Vehicle Insurance Development with Telematics

- Challenges of premium setting of UBI
- Experience sharing of overseas UBI operating model
- Challenges and opportunities

Sanjay Kumar

VP & Head Motor Underwriting

Bharti AXA General Insurance

12:15 Luncheon & Networking

14:00 Auto OEM's Overall Arrangement of Telematics

- Advantage of Auto OEMs to take part in telematics business
- Why would OEMs be keen to arrange the telematics?
- How to do telematics from the OEM's side

Morrin Lu

Head of Insurance

Volkswagen New Mobility Service



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Data Collection and Application

14:45 Collecting Telematics Data as Technologies Evolve: The Current Marketplace

- Opportunities and challenges with big data
- Best practices for using data to better understand customer needs
- Expanding the marketplace by using collected data
- Q&A

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15:15 Application of Telematics Technology to Underwriting and Precise Pricing

- Big data collection through telematics
- Data digging to serve the underwriting and precise pricing
- Usage based insurance's application
- Experience sharing

Heon Lee

Senior VP

Mitsui Sumitomo Insurance

16:00 Tea Break

Cooperation Between TSP, Insurers and Auto OEMs

Panel Discussion:

16:15 Telematics- Original Market is the Battlefield and Aftersales is the Gold Mine

- OEMs' overall arrangement of telematics
- Importance of channels for aftersales market
- Advantage and disadvantages for original market and aftersales
- Future trend

GM, Ford, Toyota, Volvo

17:00 Wireless Communication of Automotive Electronics Help Realize Telematics

- Important role of automotive electronics in telematics
- Opportunities and challenges for automotive electronics
- Technical development trend of automotive electronics

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17:30 End of Pre-Event



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Day One Thursday, June 8

Market Overview & Policy Update

09:00 In-depth Analysis of China Vehicle Insurance Premium Reform Pilot System and Its Implementation Status and Implications on Local Insurance Companies

- Statistics updates of premium reform in pilot regions
- Product innovations and targeting more segment markets
- How insurance companies react experience sharing

China Insurance Regulatory Commission

09:45 Outlook of Auto Vehicle Insurance Market in Japan and Future Trends

- Statistical analysis of Japan's vehicle insurance market
- Development and innovation of vehicle insurance like driveless car
- Experience sharing

Japan Insurance Studying Community

10:30 Tea Break

10:45 Operating Environment of the Non-Life Insurance Industry in India Scope

- Historic and forecast data for motor insurance in the India non-life insurance industry for the period 2007 through to 2016
- Historic and forecast data on gross written premiums, earned premiums, number of active policies, number of schemes offered, insurance penetration, gross claims, paid claims, incurred loss and loss ratio

- Supportive policies for operating insurance in India
- Suggestions

IRDA

11:30 Market Overview of Vehicle Insurance in ASEAN

- Indonesia accelerates the development of vehicle insurance due to vehicle sales surge
- Malaysia has a relatively well developed insurance environment
- Philippine has huge space for vehicle insurance
- Singapore should radiate Southeast Asia as the core player
- Thailand is developing the insurance market and enhances the competitiveness
- Vietnam boosts huge potential for insurance market

ASEAN

12:15 Luncheon & Networking

Distribution Channels

14:00 Auto Insurance Tele Sales to Grasp More Market Share

- Status quo and development trends of auto insurance product tel sales
- Advantages and disadvantages of tel sales compared to traditional sales channels
- Trans-channel integration in the auto insurance industry

Alice Teo

SEA Director Marketing Lead

AIG



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14:30 Advantage of Internet Sales for Auto Insurance

- Statistical analysis of internet sales market
- Advantage of internet sales compared to other sales channels
- Development trend of internet sales

SHUANG Lei

*General Manager of Auto Insurance
PICC P&C Insurance*

15:00 Effective IT System to Optimize Auto Insurance Business Processes in the Era of Big Data

- Be prepared to embrace the big data era-both challenges and opportunities
- Advanced IT system makes it possible to take full advantage of big data
- Effective IT to optimize business process

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15:30 Tea Break

16:00 Dealer Channel Strategy of Insurance Companies

- Why have a dealer channel for selling insurance?
- Influence of dealer channel mode with insurance rate reform
- Dealer channel insurance cooperation mode and outlook
- Q&A

Balasundaram R

*VP- Broker Relations
Tata AIG General Insurance*

Panel Discussion:

16:30 How to Strengthen the Strategic Cooperation between Car Rental Companies and Auto Insurers to Maximize Customers' Benefits?

- How to cope with customers' more and more individual demands?
- Grasp insurance business to survive the increasingly fierce competition of car rental market

Avis, Hertz, Pingan Insurance

Vehicle Service Contracts

17:00 Blue Ocean of Vehicle Services - Prospect of Vehicle Service Contracts in Asia

- Status quo of vehicle service contracts development
- Challenges such as customer loyalty, profitability of dealers, sales issue of OE parts, etc.
- Key of the success is appropriate development path

The Warranty Group

Panel Discussion:

17:30 Win-Win Situation - Updated Business Model of Vehicle Service Contract

- Enhance the residuals value of brand vehicle
- Enhance the profitability of dealers
- An ideal solution for OE to deal with the competitiveness of dependant aftermarket

*PICC P&C, The Warranty Group, ICICI
Lombard General Insurance, BMW,
Jaguar*

18:15 End of Day One



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Day Two Friday, June 9

Product Innovation

09:00 How to Break Product Homogeneity and Realize Product Innovation?

- Significance of product innovation for auto insurers
- Obstacles to product innovation and ways to overcome
- Product innovation to cater to customers' diversified demands

Sriram Srinivasan

VP & National Head

ICICI Lombard General Insurance

09:45 Innovation and Practices of Internet Insurance

- Latest policy updates of internet insurance
- Product innovation and cooperation with different parties
- Challenges of on-line and off-line services
- Q&A

Wayne Xu

Chief Operation Officer

Zhong An Online Insurance

10:30 Tea Break

10:45 Insurance Innovation: Digital Insurance

- The market & social trends indicate the need for us to transform our business
- Digital Strategy: future development trends for insurance
- Why we need to appreciate the importance of big data
- Our Vision

General Insurance Association of Singapore

Auto Branded Insurance

11:15 Establishing a Sustainable Mutually Beneficial Business Model with Auto Insurers and Maintaining Customer Loyalty

- Valued-added service of auto-branded insurance
- How to maintain customer loyalty
- Experience sharing and case study

Stuart Adams

GM- Insurance Products

General Motor

Panel Discussion:

11:45 Business Model Analysis of Auto Branded Insurance

- What is Auto Branded Insurance?
- How could insurers and auto OEMs benefit from the business model
- How to cooperate with each other in the business model

Volkswagen, Nissan, AXA, Tata AIG Insurance

12:30 Luncheon & Networking

14:00 Market Oriented Reform of the Premium Accelerate Insurance Industry Deeply Involved into Auto Repair and Auto Manufacturing Industry

- Sharing of risk data to improve the safety index of auto OEMs
- Reduce parts-to-whole price ratio
- Insurers cooperate with more branded auto repair shop

LUO Lei

Deputy Secretary General

China Automobile Dealers Association



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Used Car Insurance

Panel Discussion:

14:45 How to Optimize the Used Car Insurance Business

- Status quo of used car insurance in Asia
- Different characteristics of used car insurance in various region in Asia
- Challenges and opportunities of used car insurance
- Experience sharing of used car insurance

Land Rover, BMW, Mercedes-Benz, SGS, PICC P&C

Technology Innovation Accelerates Business Development

15:30 ADAS Help to Realize Future Automation Driving

- What is ADAS
- How ADAS work
- Application of ADAS in future automation driving

Mark Wrase
Global Insurance and Compliance Manager
Ford Motor

16:00 Tea Break

16:15 Internet Based Claim Process

- Transparency of claim process to cut down the repair and claim cost
- Effective operating with internet based claim process
- Experience sharing

Chuck Storm
VP- Claim Expert
Swiss Re

17:00 Are You Ready for the Times of Insurance Plus Block Chain

- What could block chain bring to insurance industry?
- Why insurance industry need block chain
- Limitation of block chain
- Combination of insurance and block chain

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17:30 End of the Event



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To receive details about sponsorship, please contact:

Jessica SUN

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E-mail: jessica.sun@duges.cn

REGISTRATION FORM

Asia Pacific Vehicle Insurance Summit 2017

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

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Please complete and fax form to: 021-52588011 or scan and send to jessica.sun@duxes.cn

Conference Information (All fees will be charged in US\$)

Pricing Type	Price Per Delegate	Limited Extra Benefits for Group Delegates	Quantity	Total Amount
Standard	\$2,788	2 DELEGATES (choose ONLY ONE from the following): 10% Off for the 2nd Delegate Video played during the luncheon/ Tea Breaks(only 2 available)		
		3 DELEGATES (choose ONLY ONE from the following): One Exhibition Booth 20% Off for the 3rd Delegate		
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The registration fee includes three days event participation, , 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.

Participants If you would like more participant information, please contact: Jessica Sun (jessica.sun@duxes.cn) or call: +86 21 5258 8005 ext. 8703

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.

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