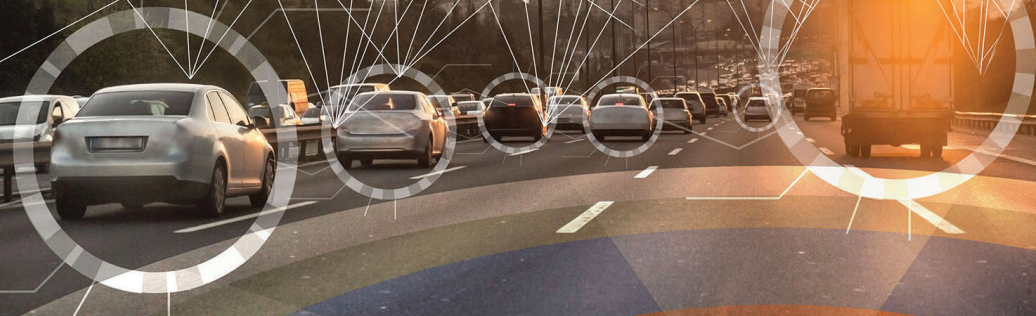


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6th Asia Motor Insurance and Claims Management Conference

30-31 July 2018 • InterContinental Hanoi Westlake, Hanoi, Vietnam

Theme: "Motor Insurance at the Cross Roads – Shifting Gears, Going Automatic or Driverless"



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While Vietnam is still struggling with the traditional issues in motor insurance as a bread and butter issue, the rest of the world is looking at the age of autonomous vehicles. There are public concerns of safety, but the momentum of driverless cars is a reality. Insurance is being turned on its head with whether the insurance is bought by owner, driver, car manufacturer or software supplier. Lifestyle in the sharing economy has made car ownership questionable too.

Will compulsory auto premiums continue? Will there be fewer accidents? Will telematics and analytics take over? Are the barbarians entering the field? Will motor insurers become extinct? Tesla has already announced that they would offer a single price car with maintenance and insurance. Expect other players such Google, GM, Uber and Lyft to follow suit, which eventually going to impacts insurers' revenues. The recent Uber's self-driving crash that killed a pedestrian has set the clock back a bit and raised so many valid questions about insurance and liability too.

In the meantime, how will traditional motor markets work? What are the interim solutions? Will emerging markets like Vietnam be able to leapfrog the learning curve and fast forward instantly? What are the third party liability issues today where Uber has made every car a potential commercial vehicle? Can insurers shift gear to charge insurance based on usage of car or only insure when using etc?

Hence, our 6th Asia Motor Insurance Conference will bring together key experts, old hands and newbies and the relevant technology players and apps to tackle these complex questions for a business that is ongoing and facing the greatest onslaught of changes. Can technology ensure that all parties are covered?

Who Should Attend

- Claims Managers and Senior Executives of Insurance and Reinsurance Companies
- Underwriters Dealing with Motor Lines of Business
- Claims Assessors
- Loss Adjusters
- Risk Managers
- Fraud Investigators
- Agents and Brokers
- Automobile Associations and Workshops
- Transport Authorities
- Lawyers
- Fleet Managers of MNCs
- Consumer Bodies
- Regulators
- Technology Providers
- InsurTech Start-Ups

Speakers include:



Ngo Trung Dung
Deputy Secretary General,
Insurance Association of Vietnam
(IAV)



Anthony Hobrow
CEO,
NexAssure Group



Manik Bucha
Head, Individual Personal
Insurance,
AIG Asia Pacific Insurance Pte Ltd



Barney Pham Huy Cuong
Director of Vietnam Operations,
Merimen Technologies,
Vietnam



Syed Ahmad Fuqaha Sd. Agil
Founder,
KATSANA.com



Alex Leroux
Regional Director APAC,
SightCall



Rudolf Frei
Managing Director,
IBNR Insurance Consulting Ltd



Dr Shane Richardson
Principal Forensic Engineer,
Delta-V Expert



Danny Su
Senior Forensic Consultant /
Head of Department
(Motor Vehicle),
Approved Group International



Aditya Vardhan Tibrewala
Regional Chief Actuary,
Sampo Holdings (Asia) Pte Ltd

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PROGRAMME

Day One: 30 July 2018, Monday

- 8.00 am** Registration & Coffee
- 9:00 am** **Opening Address by Conference Chairman**
Anthony Hobrow, CEO, NexAssure Group
- 9.05 am** **Welcome Address**
Ngo Trung Dung, Deputy Secretary General, Insurance Association of Vietnam (IAV)
- 9.10 am** **Keynote Address**
Insurance Supervisory Authority, Minister of Finance of Vietnam
- 9.30 am** **Telematics Beyond Risk Management**
Manik Bucha, Head, Individual Personal Insurance, AIG Asia Pacific Insurance Pte Ltd
- 10.00 am** **Digital Claims Management – the Insurance Process of the Future**
Barney Pham Huy Cuong, Director of Vietnam Operations, Merimen Technologies, Vietnam
- 10.45 am** Q&A
- 10.50 am** Tea Break

Innovation and Technology

- 11.20 am** **Beyond Insurance Telematics - Social Engagement & Rewards to Drive Adoption**
Syed Ahmad Fuqaha Sd. Agil, Founder, KATSANA.com
- 11.50 am** **How Video Can Accelerate and Transform the Claims Process**
Alex Leroux, Regional Director APAC, SightCall
- 12.20 pm** Q&A
- 12.30 pm** Lunch

Special Focus on Claims Management

- 2.00 pm** **Investing in Robust Claims Customer Services**
Rudolf Frei, Managing Director, IBNR Insurance Consulting Ltd
- 2.30 pm** **Using Forensic in Claims Management -Video, Crash Data Retrieval (CDR) and Infotainment Data**
Dr Shane Richardson, Principal Forensic Engineer, Delta-V Expert
- 3.00 pm** Q&A
- 3.10 pm** **Special Panel on Driverless Cars: Liability and Insurance**
- Who is the insured? What is insured?
 - When does it kick in? When it ends? Who is liable? Role of car owner?
 - Product liability – setting a new scene?
- Panel Moderator:**
Anthony Hobrow, CEO, NexAssure Group
- Panellists:**
- *Barney Pham Huy Cuong, Director of Vietnam Operations, Merimen Technologies, Vietnam*
 - *Aditya Vardhan Tibrewala, Regional Chief Actuary, Sompo Holdings (Asia) Pte Ltd*
- 4.10 pm** Tea Break & Close of Day One

Day Two: 31 July 2018, Tuesday

- 8.00 am** Coffee & Networking
- Future of Driving and Motor Insurance**
- 9.00 am** **The World of User Based Insurance**
Speaker from Assurant, Singapore
- 9.30 am** **How Big Data and AI shaping the Future of Car Insurance**
Aditya Vardhan Tibrewala, Regional Chief Actuary, Sompo Holdings (Asia) Pte. Ltd
- 10.00 am** Q&A
- 10.10 am** Tea Break
- 10.50 am** **Digital Motor Insurer – Myth or Reality**
Speaker from AXA
- 11.20 am** **Detection, Prevention, and Reduction of Motor Vehicle Insurance Fraud**
Danny Su, Senior Forensic Consultant /Head of Department (Motor Vehicle), Approved Group International
- 11.50 am** Q&A
- 12.00 pm** Lunch
- 2.00 pm** **Special Roundtable Focus on Vietnam Motor Market**
- Current state of health in Vietnam motor market: Key challenges and drivers
 - Regulations driving the market to profitability
 - Reinsurers' influence in market
 - Role of technology to ensure safe journey
 - Opportunities in Market
- 3.00 pm** **Anchor Address: Real Secret in Motor Underwriting – Getting the Tariffs Right**
Speaker from Simon-Kucher & Partners
- 3.30 pm** End of Conference & Tea Break

The Nhat Tan Bridge is a cable-stayed bridge crossing the Red River in Hanoi



Programme is subject to change