

REVOLUTIONIZING
INSURANCE
STRATEGIES



THE ECONOMIC TIMES
Insurance

4th Annual Summit - 2017

11 DECEMBER
2017

HOTEL TAJ LANDS END, MUMBAI





Preface

The Insurance sector plays an important role in driving the economic development of a country, with its long term provision of fund for infrastructure development which concurrently strengthens the risk taking ability of the nation. India's economic growth has seen a great surge in the last few years and moving forward with a vision to be third largest economy in the world. India's insurance market has huge business opportunity waiting to be harnessed. In comparison to the world's total insurance premiums, India accounts for just 1.5 percent which is much less despite of India being the second most populous country in the world. However, in the recent times the insurance sector has seen phenomenal changes and these changes has been catalysed by technology, competition, regulations, customer aspirations and high growth. The Economic Times Insurance Summit is a platform created to chalk the future course of the insurance sector by getting the industry stalwarts under one platform to discuss and deliberate on the challenges and solutions. With this is purview, The Economic Times 4th Annual Insurance Summit 2017 is centered on the theme **"Revolutionizing Insurance Strategies"** and will have a pragmatic blend of keynotes, panel discussion, roundtable discussion, etc.

The three key areas relevant to the current insurance sector are Simple Products and Low Cost Distribution, Digitization and Fraud Management and Broadening Investment Horizon. The Indian insurance eco system is rapidly changing with various initiatives undertaken by the government of India such as demonetization, introduction of UPI, India Stack are accelerating the adoption of digital technologies. The Insurance Regulatory & Development Authority of India (IRDAI) is heralding change through its e-insurance initiative and financial literacy programs. Mobile adoption and internet trends under Digital India banner are bringing in a new generation of customers who are conversant and comfortable with using technology for their financial decisions. It is important to adapt to strategies that align with these changing trends to stay ahead of competition.

Enabling Digitization



Trends

- Use of Automation, Artificial Intelligence and Augmented Reality in Insurance
- Redefining Insurance Distribution
- New products for the Sharing Economy
- Increasing use of Digital and mobile for risk management and better customer experience
- Use of Analytics for Improved Profitability and Customer Experience with Changing Market Dynamics due to Value Chain Disaggregation
- Greater use of Internet of Things (IoT) for Building Data and New Models
- Increase use of Value-Added Services
- Blockchain to Enable Streamlined Insurance Operations

The Economic Times recognizes the significance of the Insurance sector due to increased contribution in the GDP and the well-being of the citizens and understands that development of this sector is crucial if India has to witness sustained development socially and economically. With this in purview, Economic Times brings to you The 4th Annual Economic Times Insurance Summit 2017 with the aim to bring together national policy makers and corporate leaders to deliberate on crucial challenges of the industry.

The Economic
Times Insurance
Summit 2017

Programme Schedule

09:00 - 09:30 Registration & Networking

09:30 - 09:35 Welcome Address by ET Edge

09:35 - 09:50 **Securing Financial Future of India**
Nilesh Sathe, Member (Life), IRDA

09:50 - 10:00 **Special Address**
Tapan Singhel, Managing Director & Chief Executive Officer, Bajaj Allianz General Insurance

10:00 - 10:10 **Special Address**
Alice Vaidyan, Chairman-cum-Managing Director, General Insurance Corporation

10:10 - 11:10 **Panel Discussion 1: Reviving Policies & Regulations**
Antony Jacob, CEO, Apollo Munich Health Insurance
R M Vishakha, MD & CEO, IndiaFirst Life Insurance
K.G.Krishnamoorthy Rao, MD & CEO, Future Generali India Insurance Company
Rohan Sachdev, Partner & Leader, Financial Services Advisory, EY

11:10 - 11:20 Tea / Coffee & Networking

Panel Discussion: The Impact of Disruptive Technologies in Insurance

Tapan Singhel, Managing Director & Chief Executive Officer, Bajaj Allianz General Insurance
Tarun Chugh, MD & CEO, Bajaj Life Insurance
Ashish Kumar Srivastava, CEO, PNB MetLife India Insurance
Munish Sharda, CEO & MD, Future Generali General Insurance Company
Mahesh Balasubramanian, CEO, Kotak Mahindra General Insurance Company
Moderator: **Kalpana Sampat**, CEO, Swiss Re India Branch

11:20 - 12:20

Panel Discussion: Digital Transformation = Engagement Innovation

K Sanath Kumar, Chairman & Managing Director, National Insurance Company
Shalabh Saxena, COO, Canara HSBC OBC
Moderator: **Joydeep Kumar Roy**, Partner & Leader - Insurance, PWC

12:20 - 13:20

13:20 - 14:20 Lunch & Networking

Panel Discussion 3: Micro Insurance - the Risk, Perils and Opportunities

Moderator: **Shashwat Sharma**, Partner Consulting, KPMG India

14:20 - 15:00

15:00 Close of Conference

Summit Highlight



Live Survey during the summit that will provide immediate feedback from the attending audience on current issues in the insurance sector



The Proceedings of the discussion during the summit will be then presented through a whitepaper post the event



Gain deeper insight into diversified sales channels and catch up with the transformation of sales channels to cater to customers' particular demands



Closed room Roundtable Discussion to grasp the explosion of insurance business to cater to the market demand



Investors Meet to understand the future of investment in the insurance sector



Networking meetings with the key industry leaders in from the sector

Who will attend?

- Regulators/Policy makers
- Chairman
- Managing Director
- Chief Executive Officer
- Chief Financial Officer
- Chief Corporate/Legal Officer
- HOD's - Product/ Sales / Marketing / Distribution/ Claims / Risk / Channels / Distribution
- Chief Distribution Officer
- Chief Product Officer
- Academicians

From:

- Public Sector
- Insurance Companies
- Advisories
- Banks (Public, Private & Scheduled)
- Financial Institutes

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