

# Strategic Issues Conference

**16 – 18 September, 2018**

Grand Hyatt Bali, Bali, Indonesia

Conference 2018



Organized Chaos:  
Keeping Pace in an  
Environment of Disruption

Gain insights on what regulatory, economic, and technological disruptions mean to your company

Hear from fellow senior executives on emerging markets and opportunities

Learn strategies and tactics to implement into your marketing, distribution, and corporate management channels

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## Organized Chaos: Keeping Pace in an Environment of Disruption

With constant disruption in regulations, the global economy, and technology, we know too well the challenges in keeping pace. You need to stay updated on the latest trends and research to help your company *Organize the Chaos* and reach its goals — and we are here to help. The Strategic Issues Conference will address key issues keeping senior executives up at night, and provide a forum to candidly discuss top opportunities and pain points that come along with various industry disruptors.

This year's conference will showcase industry experts, top insurance professionals, and highly energized inspirational speakers sharing case studies and practical tools to strengthen your strategic plans and ensure your company is *Keeping Pace in an Environment of Disruption*.

Presentations will address issues such as:

- Asia's geopolitical environment
- Data driven underwriting solutions
- Talent management and cultural assessments
- Penetrating emerging markets
- Managing digital ecosystems
- Asia's investment and interest rate outlook
- Successful, profitable bancassurance models
- Predictive Modeling
- Strategies for creating a learning culture
- InsurTechs and digital partnerships
- Healthcare innovations: the impact of medical technology on insurance products and sales
- Organizational transformation case studies
- And more!

## Who Should Attend?

- CEOs
- Senior Executives responsible for Sales, Training, Marketing, Distribution, Operations, Technology, or Recruiting
- Regional Senior Executives
- Senior Reinsurance Executives
- Senior Consultants
- Regulators

## Thank You to Our Sponsors

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## Opening Keynote Speaker



### *Organized Chaos*

**DOMINIC ZIEGLER**

*"Banyan" Columnist  
The Economist*

Dominic Ziegler is the author of *The Economist's* "Banyan" column on Asian affairs, based in Hong Kong. Before that, he edited the magazine's Asia pages out of London. From 2005 to 2009 he was its Tokyo bureau chief. He also served as China correspondent between 1994 and 2000, opening *The Economist's* first mainland bureau in Beijing. He has been the magazine's financial editor and its Washington correspondent. He is the author of *"Black Dragon River"* (2015), which is about the Amur, the longest river that most people have never heard of.

Dominic Ziegler is a leading Asia commentator on critical issues shaping Asia's future, with strong perspectives on the Asia region, particularly China, India, ASEAN, and China's Belt and Road Initiative. He is currently the Banyan Columnist on Asian Affairs, and writes extensively on Asia's economic and political integration, climate change, and competition for resources. With over 25 years' experience with *The Economist*, Dominic was previously their China Correspondent from 1994-2000, and then returned to London as Finance and Economics Editor in 2001. Before his China posting, he was the Washington Correspondent from 1991-1994, covering Bill Clinton's first years as president.

## Closing Keynote Speaker



### *Keeping Pace in an Environment of Disruption*

**DR. LEROY CHIAO**

*Former NASA Astronaut and ISS Commander*

Dr. Chiao has a unique perspective of the world, being one of the few individuals to have seen it from space. A veteran of four space missions, he most recently served as Commander and NASA Science Officer of Expedition 10 aboard the International Space Station. He has logged over 229 days in space — over 36 hours of which were spent in Extra-Vehicular Activity (spacewalks). In addition to his human spaceflight experience at NASA, he has also worked extensively in academia, government laboratories, and in commercial ventures and technology startups. Dr. Chiao's accomplished track record in space, in the lab, and in the business world offers audiences an unparalleled perspective into space exploration and how lessons learned apply to businesses worldwide. His broad technical expertise allows him to offer compelling insights on future technology trends, the fascinating biomedical effects of spaceflight, and how businesses must pay attention to technology and innovation to stay on top. A native English speaker, Dr. Chiao also speaks Mandarin Chinese and Russian.



## Featured Presentations

### Healthcare Innovations



**THOMAS DIJOHN**  
Vice President Asia-Pacific  
dacadoo



**SCOTT MONTGOMERY**  
CEO and Cofounder  
WellteQ



**PENNY WAN**  
Regional Vice President and  
General Manager – JAPAC  
Amgen



**MARIA GIL**, Moderator  
Strategic Development Officer, Asia Markets  
AXA

A multi-perspective look at how innovative medical technologies are drastically impacting the way insurers will need to design and sell products in the future.

### Successful, Profitable Bancassurance Models



**J.K. HONG**  
Head of Partnerships (Financial Institutions)  
China and Korea & Asia Regional  
Marketing Project Manager  
AXA Partners

In the early 2000's Bancassurance was all about the product and the business model. Now, it is all about the customer — and not just who owns the customer, but who knows the customer better. J.K. Hong will explore how different Bancassurance models have been created, and what the key differentiators and customer influencers are for those that are most successful in creating a positive customer journey.

### Bringing Order to Chaos: Predictive Modeling to Improve Business Outcomes



**ALISON SALKA**  
Senior Vice President and  
Director of Research  
LIMRA

What drives life insurance shoppers to go beyond information gathering to actually purchasing a policy? How can companies more effectively and rapidly process applications and get the shopper underwritten? What are the key predictors of surrender or lapse activity? LIMRA's new Center of Excellence for Predictive Modeling and Data Analytics was established to address these and other issues. Alison Salka, Senior Vice President of Research and Member Benefits, will discuss the Center's mandate and unveil exciting results from the latest applications of statistical modeling and predictive analytics to member benefits research and how they can inform your organization's strategic decision making.

### Social & Digital Learning: What Does It Mean for a Life Insurance Agency?



**WAHYU P. WIBOWO**  
Managing Director, Chief Learning and  
Development Officer  
Prudential Life Assurance, PT

Wahyu Wibowo currently heads PRUniversity, which serves over 277,000 agents and 2,000 employees in over 161 cities throughout Indonesia. In this session on social and digital learning, Wahyu will share how he has developed a learning culture via a combination of different platforms including workshops, self-study workbooks, and e-learning.

# Conference

## *Using New Data Sources and Risk Insights to Transform Life Underwriting and Pricing*



**PAUL JONES**

*Regional Chief Underwriter, Asia  
RGA*

The session will explore recent data initiatives across the value chain which have provided exciting opportunities in customer segmentation, underwriting accuracy, and claims management. Global case studies will illustrate the opportunities of leveraging credit scoring, upselling using claimant's data, risk scoring in fraud prevention, and the use of lifestyle data.

## *Insurance, Rebooted*



**SIMON PHIPPS**

*Head of Asia,  
Global Development & Blockchain  
The Digital Insurer*

There's a lot of change around the corner in the insurance world, and for many, the changes are long overdue. As a passionate member of the insurance leadership community, early-adopter of the world of digital, and huge fan of the potential for blockchain, Simon will share some of the challenges and opportunities the industry is facing, what this will mean for insurers and consumers, and the exciting role that InsurTechs have to play in enabling the Insurance ReBoot.

## *The Importance of Culture*



**EMILY WOODWARD**

*Consultant  
Spencer Stuart Hong Kong*

It is well documented that when professionals struggle to assimilate or succeed in a given environment, the reason cited is often a lack of cultural fit. We will discuss the importance of understanding both an individual's own style preference and an organization's unique environmental culture in assessing, on-boarding, and developing talent.

## *Struggling With Your Digital Ecosystems? Insurance Platforms Can Help!*



**MARK W. CARTER**

*Manager, Business Innovation  
IBM Global Insurance Industry*

New market pressures and technology-fueled platforms are reshaping industries at record speed, forcing companies to adapt within a new digital ecosystem. Mark Carter will explore how insurers can use platforms to enable the development and take advantage of new ecosystems, while simultaneously increasing efficiency and delivering transformative experiences to differentiate from competitors. He will also provide an overview of platform economics alongside new explanations and recommendations on how to best integrate InsurTech to successfully work with core systems providers, asset owners, industry consortia, and insurance data providers.

Other topics you will see on the program include:

- What IFRS17 Means for You
- Organizational Transformation
- Growing Penetration in Emerging Markets
- And more!

## **CONFERENCE ORGANIZING COMMITTEE**

**KE ZHANG**, Taiping Life Insurance Co., Ltd.

**TOGAR PASARIBU**, Indonesia Life Insurance Association (AAJI)

**EMILIA BUDIMAN**, Indonesia Life Insurance Association (AAJI)

**WAHYU WIBOWO**, Prudential Life Assurance, PT

**PAUL JONES**, RGA

**VIBHA COBURN**, Manulife Financial Asia Limited

*More Questions? Please contact Mr. Jinhai Guo at [guoj@loma.org](mailto:guoj@loma.org).*



## Conference Details

### REGISTRATION INFORMATION

Register by 17 August, 2018 and Save!

**Early-Bird Rates (Registrations received by or on 17 August, 2018):**

LIMRA, LOMA, and/or AAMAI Members: US \$1,499

Nonmembers: US \$1,999

**Standard Rates (Registrations received after 17 August, 2018):**

LIMRA, LOMA, and/or AAMAI Members: US \$1,599

Nonmembers: US \$2,099

**To Register** visit [www.limra.com/SIC18](http://www.limra.com/SIC18) and click the orange REGISTER button!

Thinking about coming with your entire senior team? Multiple registration discounts are available! For every five participants your company enrolls, you will receive a sixth registration for free. Please contact Mr. Jinhai Guo at [guoj@loma.org](mailto:guoj@loma.org) for more information.

### VENUE INFORMATION



#### Grand Hyatt Bali

Kawasan Wisata Nusa Dua BTDC, Nusa Dua  
Bali, Indonesia, 80363  
62 361 77 1234

Make your reservations under the LIMRA LOMA Strategic Issues Conference (SIC) group block to receive a garden view room for US\$155 single/\$175 double per night, plus applicable taxes. This special group rate is available 3 days before and 3 days after the meeting dates and includes a daily breakfast, wifi, welcome drink during check-in, welcome fruits in room, and complimentary drinking water.

Please note all reservations are subject to availability at the time of your reservation, so book early to avoid disappointment!

**To make hotel reservations:**

Please visit the Grand Hyatt Bali reservation page and use Group Code **G-F481**

## Schedule at a Glance

### SUNDAY, 16 SEPTEMBER

18:00 WELCOME RECEPTION

### MONDAY, 17 SEPTEMBER

7:45 – 8:30 COFFEE & REGISTRATION  
8:30 – 9:15 CONFERENCE WELCOME & OPENING REMARKS  
9:15 – 10:15 OPENING KEYNOTE  
10:15 – 10:45 NETWORKING BREAK  
10:45 – 12:15 PANEL: HEALTHCARE INNOVATIONS  
12:15 – 13:15 LUNCH  
13:15 – 14:00 CONCURRENT WORKSHOPS  
14:00 – 14:15 SESSION CHANGE  
14:15 – 15:00 CONCURRENT WORKSHOPS  
15:00 – 15:30 NETWORKING BREAK  
15:30 – 17:00 GENERAL SESSIONS  
19:00 EVENING DINNER PARTY

### TUESDAY, 18 SEPTEMBER

8:00 – 8:45 COFFEE & REGISTRATION  
8:45 – 9:00 WELCOME BACK & SUMMIT CIRCLE AWARDS  
9:00 – 10:30 GENERAL SESSIONS  
10:30 – 11:00 NETWORKING BREAK  
11:00 – 12:30 PANEL: EMERGING MARKETS  
12:30 – 13:30 LUNCH  
13:30 – 14:30 GENERAL SESSION  
14:30 – 15:30 CLOSING KEYNOTE SPEAKER  
15:30 ADJOURN

# Conference

## Memories From SIC 2016



## 2018 LIMRA and LOMA Strategic Issues Conference 16 – 18 September, 2018 • Grand Hyatt Bali • Bali, Indonesia

### *Confirmed Speakers:*

- **DR. LEROY CHIAO**, Former NASA Astronaut and ISS Commander
- **DOMINIC ZIEGLER**, “Banyan” columnist, The Economist
- **MARK W. CARTER**, Manager, Business Innovation, IBM Global Insurance Industry
- **ROTHA CHAN**, AIP and Chief Agency Officer, Manulife Cambodia
- **THOMAS DIJOHN**, Vice President APAC, daccadoo
- **MARIA GIL**, Strategic Development Officer, Asia Markets, AXA
- **PAUL JONES**, Regional Chief Underwriter, Asia, RGA
- **SCOTT MONTGOMERY**, CEO and Co-founder, WellieQ
- **SIMON PHIPPS**, Head of Asia, Global Development & Blockchain, The Digital Insurer
- **ALISON SALKKA**, Senior Vice President and Director of Research, LIMRA
- **PENNY WAN**, Regional Vice President and General Manager – JAPAC, Amgen
- **WAHYU P. WIBOWO**, Managing Director, Chief Learning and Development, PT Prudential Life Assurance
- **CLARENCE WONG**, Chief Economist Asia, Swiss Re
- **EMILY WOODWARD**, Consultant, Spencer Stuart Hong Kong

***Reserve your seat today — prices increase 17 August!***



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