



## FINCON 2018

19th Annual Insurance Conference

*'India Insurance – The next wave of growth and efficiency'*

Friday, January 19, 2018, ITC Grand Central, Parel, Mumbai

Program as on Date (15.01.18)

10:00 am – 11:00 am	Inaugural Session
	<p><b>The Indian insurance sector has undergone transformative changes over the last few years – FDI increase, IPOs, product innovation, regulatory maturity and technology advancements being the key ones. The key question to ask is what is going to drive the next phase of growth and efficiency in the coming few years?</b></p> <p>Welcome Address by <b>Mr. Rashesh Shah</b>, President, FICCI and Chairman &amp; CEO, Edelweiss Group</p> <p>Theme Address by <b>Mr. Amitabh Chaudhry</b>, Chairman, FICCI Committee on Insurance and Managing Director &amp; CEO, HDFC Standard Life Insurance Co Ltd</p> <p>Theme Presentation on 'India Insurance – The next wave of growth and efficiency' by <b>Mr. Alpesh Shah</b>, Senior Partner and Director, The Boston Consulting Group</p> <p>Special Address by <b>Mr. V K Sharma</b>, Chairman, Life Insurance Corporation of India</p> <p>Inaugural Address by <b>Mr. T S Vijayan</b>, Chairman, Insurance Regulatory and Development Authority of India (IRDAI)</p> <p>Vote of thanks &amp; Session to be moderated by <b>Ms. Jyoti Vij</b>, Deputy Secretary General , FICCI</p>
11:00 am – 11:30 am	Networking Break Tea/Coffee

11:30 am – 12:45 pm	<b>Session I – Value Management in a Post Listing World</b>
	<p>2017 has been a landmark year for the Indian insurance sector with a number of the leading insurers coming out with their IPOs. Soon insurance will become a dominant theme on Indian stock exchanges. What are the implications for insurers?</p> <ul style="list-style-type: none"> <li>• What is the effect of being listed on business</li> <li>• What are the regulatory and compliance responsibilities of being listed</li> <li>• What are the key management changes for insurers post listing</li> <li>• How are listed and to-be listed insurers thinking about value creation?</li> </ul> <p>Session moderated by <b>Mr. Alpesh Shah</b>, Senior Partner and Director, The Boston Consulting Group</p> <p><b>Panelists</b></p> <ul style="list-style-type: none"> <li>• <b>Ms. Alice G Vaidyan</b>, Chairman cum Managing Director, GIC Re</li> <li>• <b>Mr. Arijit Basu</b>, Managing Director &amp; CEO, SBI Life Insurance Co Ltd</li> <li>• <b>Mr. Aashish Agarwal</b>, Executive Director, CLSA</li> <li>• <b>Mr. G Murlidhar</b>, Managing Director, Kotak Mahindra Life Insurance Co Ltd</li> <li>• <b>Mr. Rajesh Sud</b>, Vice Chairman and Managing Director, Max Life Insurance Co Ltd</li> <li>• <b>Mr. Sachin Wagle</b>, Managing Director &amp; Head of India Financials and India Capital Markets, Morgan Stanley</li> <li>• <b>Mr. Sakate Khaitan</b>, Senior Partner, Khaitan Legal Associates</li> </ul>
12:45 pm to 01:45 pm	Lunch break
01:45 pm – 03:00 pm	<b>Session II – Building a Digital Insurance Business</b>
	<p>Digital transformation is challenging the traditional way of doing insurance business, and there are several successful global examples of digital insurers. The Indian insurance industry is also at a stage where new digital challengers are entering the sector and the leading insurers are also investing in digital to stay competitive</p> <ul style="list-style-type: none"> <li>• Is India ready for the digital/online insurer model?</li> <li>• What are the learnings from global digital insurers?</li> <li>• What are the white spaces and underpenetrated segments that digital insurers can help penetrate?</li> </ul> <p>Session moderated by <b>Mr. Pranay Mehrotra</b>, Partner and Director, The Boston Consulting Group</p> <p><b>Panelists</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Ashish Vohra</b>, Executive Director &amp; CEO, Reliance Nippon Life Insurance Company Ltd</li> <li>• <b>Mr. Sandeep Bakhshi</b>, Managing Director &amp; CEO, ICICI Prudential Life Insurance Co Ltd</li> <li>• <b>Mr. Satish Pillai</b>, Managing Director &amp; CEO, TransUnion CIBIL</li> <li>• <b>Mr. Trevor Bull</b>, Managing Director &amp; CEO, AVIVA Life Insurance Company Ltd</li> <li>• <b>Mr. Yashish Dahiya</b>, Chief Executive Officer &amp; Co-founder, PolicyBazaar.com</li> <li>• <b>Mr. Tapan Singhel</b>, Managing Director &amp; CEO, Bajaj Allianz General Insurance Co Ltd*</li> </ul>

03:00 pm – 04:00 pm	<b>Session III – Digitisation of Core Operations</b>
	<p>Global insurers are increasingly leveraging recent technological developments for digitizing business models, especially artificial intelligence and machine learning. Multiple successful examples have emerged in solving problems of great interest related to pricing, claims, fraud detection, underwriting, customer experience etc.</p> <ul style="list-style-type: none"> <li>• How are Indian insurers leveraging digitisation to completely re-imagine their business processes</li> <li>• How will selling and servicing insurance change in the near future?</li> </ul> <p>Session Moderated by, <b>Mr Jitesh Shah</b>, Partner, The Boston Consulting Group</p> <p><b>Panelists</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Ashish Kumar Srivastava</b>, Managing Director &amp; CEO, PNB Metlife Insurance Co. Ltd</li> <li>• <b>Mr. K G Krishnamoorthy Rao</b>, Managing Director &amp; Chief Executive Officer, Future Generali India Insurance Co Ltd</li> <li>• <b>Mr. Neelesh Garg</b>, Managing Director &amp; CEO, Tata AIG General Insurance Co Ltd</li> <li>• <b>Mr. Pushan Mahapatra</b>, Managing Director &amp; CEO, SBI General Insurance Co Ltd</li> <li>• <b>Mr. Rahul Kanodia</b>, Vice Chairman &amp; CEO, Datamatics Global Services Ltd</li> <li>• <b>Mr. Roopam Asthana</b>, Chief Executive Officer &amp; Whole Time Director, Liberty Videocon General Insurance Co Ltd</li> </ul>
04:00 pm – 05:00 pm	<b>Session IV – Evolving Distribution Dynamics</b>
	<p>Insurance industry globally is being forced to introspect what you sell and how you sell, there is a large need for innovation in products and channels. In India, several factors have impacted the distribution dynamics in the recent past – banca open architecture, commission guidelines, new channels, products, digital distribution etc. How is distribution expected to evolve in the near future?</p> <ul style="list-style-type: none"> <li>▪ What are the challenges for traditional insurers and what is expected to change</li> <li>▪ Global insurers are increasingly leveraging partnerships / eco-systems for distribution, what can we expect in India</li> <li>▪ What are the new channels for insurance distribution that can become significant</li> <li>▪ Can traditional insurance products be sold through new innovative channels or what changes are needed to products</li> </ul> <p>Session Moderated by <b>Mr. Pranay Mehrotra</b>, Partner and Director, The Boston Consulting Group</p> <p><b>Panelists</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Girish Kulkarni</b>, Managing Director &amp; CEO, Star Union Dai-ichi Life Insurance Company Ltd.</li> <li>• <b>Mr. Hemant Bhargava</b>, Managing Director, Life Insurance Corporation of India</li> <li>• <b>Mr. Kshitij Jain</b>, Managing Director &amp; CEO, EXIDE Life Insurance Company Ltd.</li> <li>• <b>Mr. Munish Sharda</b>, Managing Director &amp; CEO, Future Generali Life Insurance Company Ltd.</li> <li>• <b>Mr Vikas Seth</b>, Chief Executive Officer, Bharti Axa Life Insurance Company Ltd*</li> </ul>