

# Australian Insurance Summit

## Preparing for growth

13th August 2010 - Sydney Convention & Exhibition Centre

**6 CIP points  
for attendees!**

Event Partner:



### Early Bird Rate

Book before the 27th July 2010  
for only \$1,000 + GST

#### Speakers include:

- Senator the Hon Nick Sherry, Assistant Treasurer
- Bill Evans, *Chief Economist, Westpac*
- Stuart Bingham, *Senior Actuarial Advisor, APRA*
- David Smith, *Chief Executive Officer, Zurich*
- Heinrich Eder, *Managing Director, Munich RE*
- Nicholas Scofield, *General Manager Corporate Affairs, Allianz*
- Joan Fitzpatrick, *Chief Executive Officer, ANZIIF (The Institute)*
- David Roddis, *Head of Corporate Intermediary and Risk, Guild Insurance*
- Stefan Golling, *General Manager Non-Life, Munich RE*
- Mark Milliner, *Chief Executive Officer, Personal Insurance, Suncorp*
- Darren Maher, *General Manager Corporate, CGU*

#### Topics include:

- Government address and regulation updates
- Industry leaders panel session
- Economic and profitability forecasts
- Emerging risk markets and growth areas
- Compliance and corporate governance
- Industry best practice
- Operational effectiveness case studies
- Global warming / Climate change risk and response
- Creating value out of risk
- IT and innovation developments

Event Organiser:

**elitemedia**  
INDUSTRY SUMMIT SPECIALISTS  
www.elitemedia.com.au

To register or for more information please contact:

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# Emerging risk markets and growth areas

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**Chairperson: Sivam Subramaniam, Editor in Chief,  
Asia Insurance Review & Middle East Insurance Review**

## 8.50am Summit opens

### 9.00am Federal Government Address to the insurance industry

**Senator the Hon Nick Sherry, Assistant Treasurer**

### 9.20am Economic assessment: State of the nation

- Current market standing
- What the numbers tell us
- Where the graphs are moving
- Assessing Australia's insurance market statistics
- Global market standing and impact
- GDP, unemployment and inflation implications
- Equity markets now and beyond

**Bill Evans, Chief Economist, Westpac**

### 10.00am APRA's review of capital standards for life and general insurers

- Objectives of project
- Timetable
- Common framework
- GI specific proposals

**Stuart Bingham, Senior Actuarial Advisor, APRA**

## 10.40am Morning Tea

### 11.00am Industry leaders panel: Sowing the seeds of growth

- Handling claims post a disaster
- How to add business value in today's market
- What do today's customers really want?
- Talent, attraction, training and retention developments
- How might the fee structure evolve
- Show me the innovation in insurance

**Moderator: Joan Fitzpatrick, Chief Executive Officer, ANZIIF (The Institute)**

**David Smith, Chief Executive Officer, Zurich**

**Mark Milliner, Chief Executive Officer, Personal Insurance, Suncorp**

**John Nagle, Chief Operating Officer, Lumley Insurance**

**Darren Maher, General Manager Corporate, CGU**

**Nicholas Scofield, General Manager Corporate Affairs, Allianz Australia**

**Heinrich Eder, Managing Director, Munich RE**

### 12.00noon Value adding risk management services

- How should risk management be viewed
- Real risks associated with professional practice
- Valuable lessons learnt
- Opportunities available to minimise risk

**David Roddis, Head of Corporate Intermediary and Risk, Guild Insurance**

### 12.30pm Building a powerful value chain

- New risk management understandings
- Sustainable industry services
- Understanding financial analysis and modelling
- Developing strategic performance orientated business models

**Stephen Woolley, Partner, PricewaterhouseCoopers**

## 1.00pm Lunch

### 2.00pm Staying ahead of climate change

- Understanding current weather patterns
- What this means for you
- Potential cyclical weather outcomes
- Current expectations of future floods, fires and catastrophes

**Paul Holper, Manager, Australian Climate Change Science Program, CSIRO**

### 2.30pm Legal essentials in the insurance sector

- Managing regulatory change
- Regulation update and impact
- The regulation of professional indemnity cover
- The Insurance Contracts Act changes

**Peter Mann, Partner, Clayton Utz**

### 3.10pm Exploring reinsurance and the global landscape

- Global trends in prices, terms & conditions
- Outlook for Australia
- Natural catastrophes – the yearly 100y events?
- Emerging risks – what's next?
- Future challenges – globally and locally

**Stefan Golling, General Manager Non-Life, Munich RE**

## 3.40pm Afternoon Tea

### 4.00pm Social media: The internet and the new distribution channel

- The impact of the internet on General Insurance
- Exploring new delivery channels
- Reaching new customers online
- Who's out there and how can they be reached?
- How the internet will change distribution and value

**Peter Williams, Chief Executive Officer, Deloitte Digital**

### 4.30pm Achieving competitive advantage through efficient transaction processing (claims, underwriting, new business, policy amendments)

- What improvements are needed in transaction processing
- The impact of poor transaction processing on your business
- Handling peak transaction volumes
- How to reduce the cost of transaction processing

**Jeff Smith, Director, The Spencer Partnership**

## 5.00pm Close of Summit

To secure your place please contact:  
**Ph: 03 9596 9882**

# Innovation in insurance

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## Photo Gallery



## Testimonials

*"Great overview of key issues facing industry and areas we need to focus on to grow / protect our businesses."*

**BT Financial Group**

*"A worthwhile forum"*

**Associated Marine**

*"A helpful summit. Provides a range of views from key stakeholders on the outlook for the insurance industry."*

**Zurich**

*"An outstanding program of thought provoking and valuable insights. The Australian Insurance Summit is a mandatory event for anyone seeking to be at the forefront of innovation in the rapidly transforming insurance industry."*

**Google**

*"Good cross section and market update of the insurance industry."*

**SPP**

*"Informative and relevant."*

**Preview Pty Ltd**

This summit is for insurance professionals in all sectors and levels of the global insurance industry including:

- General and commercial insurance
- Brokers
- Insurance risk and capital management professionals
- Reinsurance
- Chief Financial Officer's and Risk Managers
- Insurance law specialists
- Funds management

## Conference Sponsorship & Exhibition Opportunities

Do you have a product or service that serves the Finance and Insurance industry?

If you do, call us now on **03 9596 9882** to request a sponsorship pack!

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Mr  Mrs  Miss  Ms  Dr  Hon (Please tick)

First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Job title: \_\_\_\_\_

Company name: \_\_\_\_\_

Address: \_\_\_\_\_

State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

### Registration fees for this summit

Please tick the following category of registration

- |   |        |             |               |
|---|--------|-------------|---------------|
| <input type="checkbox"/> Early Bird fee - book by 27th July 2010                            | \$1000 | + GST \$100 | Total: \$1100 |
| <input type="checkbox"/> Full registration fee  | \$1300 | + GST \$130 | Total: \$1430 |
| <input type="checkbox"/> ANZIIIF member \$50 discount                                       |        |             |               |
| <input type="checkbox"/> Book four delegates and the fifth attends free (above rates apply) |        |             |               |
| <input type="checkbox"/> Please contact me about sponsorship opportunities                  |        |             |               |

### Method of payment:

(Please note all registrants will receive a tax invoice)

- Crossed cheque payable to Elite Media Group Pty Ltd  
 Visa  Mastercard  American Express (Please note a 3% credit card surcharge will apply)

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### Venue:

Darling Drive, Darling Harbour, Sydney, NSW Ph: 02 9282 5000

## 4 EASY WAYS TO REGISTER

Telephone Elite Media Group on +61 3 9596 9882

Mail back this completed form to:

Elite Media Group Suite 6, 75 Bay Street, Brighton, VIC, 3186

Fax this form completed to us on + 61 3 9596 9885

Book online at [www.elitemedia.com.au](http://www.elitemedia.com.au)

Cancellation policy: In the event you are unable to attend this summit a replacement delegate may be sent in your place. Should you wish to cancel your registration Elite Media Group will refund your registration fees less an administration fee of \$250 +GST per registered delegate, providing Elite Media Group receives the cancellation in writing by fax or letter at least 25 working days prior to the summit. Cancellations received in writing within 25 days of the summit will result in a 50% refund and a copy of the summit papers. Unfortunately Elite Media Group may need to alter the programme prior to the event and reserve the right to do so without notice. Elite Media Group also reserves the right to cancel or postpone this summit and if doing so a delegate payment refund will be issued.

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Event Organiser:

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