

# Australian Insurance Summit

## Preparing for growth

13th August 2010 - Sydney Convention & Exhibition Centre

**6 CIP points  
for attendees!**

Event Partner:



The  
Institute

AUSTRALIAN AND NEW ZEALAND  
INSTITUTE OF INSURANCE AND FINANCE

[www.theinstitute.com.au](http://www.theinstitute.com.au)

### 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:

To register or for more information please contact:

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INDUSTRY SUMMIT SPECIALISTS

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**Ph: 03 9596 9882**

or visit the website [www.elitemedia.com.au](http://www.elitemedia.com.au)

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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?

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# Australian Insurance Summit

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Mr  Mrs  Miss  Ms  Dr  Hon (Please tick)

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

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### Registration fees for this summit

Please tick the following category of registration

- Registration fee \$1300 + GST \$130 Total: \$1430
- ANZIIIF member \$50 discount
- Book four delegates and the fifth attends free (above rates apply)
- Please contact me about sponsorship opportunities

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(Please note all registrants will receive a tax invoice)

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### Venue:

Sydney Convention & Exhibition Centre Darling Drive, Darling Harbour, Sydney, NSW Ph: 02 9282 5000

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Event Organiser:

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