

Conference on Insurance

Theme: "India Insurance 2020"

Date: 12th January 2010

Venue: Hotel Taj Lands End, Mumbai

About the Conference

The Insurance sector has indeed grown from strength to strength, yet there are several policy issues that need special attention. FICCI conference in its 13th year aims to discuss and debate the current issues and challenges faced by the industry and set a roadmap to enable the Indian Insurance Industry become globally competitive. **The conference will attempt to sketch the emerging landscape of the Insurance Industry and the shape it will take a decade from now.**

The Conference is the most comprehensive forum available for insurance professionals. More than 300 industry experts gather to examine trends and strategize for the future of insurance penetration, product development, distribution and administration.

FICCI Insurance and Pensions Committee

FICCI's 13th Conference on Insurance is being spearheaded by FICCI's Insurance and Pensions Committee. This committee is currently chaired by **Mr. V. Vaidyanathan**, CEO & Mg. Director, ICICI Prudential life insurance Co. Ltd. and co-chaired by **Mr. S.L. Mohan**, Secretary General, General Insurance Council.

Why Participate.....???

- ❖ Obtain regulatory updates from the Government and Regulator
- ❖ Interact with the policy makers & practitioners on the issues and challenges faced by the industry
- ❖ Understand various business strategies and models
- ❖ Learn from real life case studies
- ❖ Researched Presentation on Insurance sector by the Key consultancy organization
- ❖ Network with the best in the industry

Target Audience:

The Conference is designed for all organizations and agencies with an interest in and commitment, to tackle the challenges in the Insurance arena. The following categories would benefit by being a part of the event.

- | | |
|---|---------------------------------------|
| ❖ Life Insurance industry | ❖ Non-Life Insurance industry |
| ❖ Banking and Financial Services Sector | ❖ Micro Financial Institutions (MFIs) |
| ❖ Non Banking Finance Companies (NBFCs) | ❖ Insurance Brokers |
| ❖ Insurance Agents | ❖ Third Party Administrators |
| ❖ International Insurance Companies foraying into India | ❖ Policy makers and Regulators |
| ❖ Technology Providers | ❖ Consultants and Analysts |
| ❖ Corporates | ❖ Educational Institutes |

Et al.....

FICCI 13th Conference on Insurance is known for its top quality agenda that is formulated through constant research and in consultation with top financial experts. The Boston Consulting Group (BCG), the world-renowned consultancy, is the Knowledge Partner for this year. BCG in consultation with industry has helped design the agenda of the event.

PROGRAMME

Opening Session:	"Insurance and the Economy 2020"
	<ul style="list-style-type: none"> ❖ Indian insurance- exciting, but a long road ahead. ❖ Insurance- what it will mean for india 2020, role in development ❖ Infrastructure; securities, et al. ❖ Steps we may need to take along the way-the short and the long. <ul style="list-style-type: none"> ■ Insurance as a long term habit ■ Imperatives for India
Plenary Session 1:	"Convergence of Insurance with Broader Financial Services"
	<ul style="list-style-type: none"> ❖ Customer point of view - banking, insurance and asset management, how these converge and stand apart at the same time. ❖ Access and distribution across financial intermediaries (Swarup Committee recommendations on Agency and Commission model) ❖ Difficult to make, difficult to sell. How can we make it easy to administer. ❖ What is role of product innovation in life insurance? Is the industry ready for the next stage of innovations beyond ULIPs? ❖ Impact and role of taxation (Direct Tax code)
Plenary Session 2:	"Life Insurance 2020"
	<ul style="list-style-type: none"> ❖ What is the roadmap to profitability for life insurers? What is behind the numbers? Will expenses and income always be parallel lines? ❖ Role of consumer education- all talk, or is it for real? ❖ Innovations in distribution to drive cost effective reach? What alternate distribution channels likely to emerge in India? ❖ What are the innovations in operating model(s) to manage expenses and hence drive to profitability? <ul style="list-style-type: none"> ■ What can the industry do for talent management? What are the HR challenges and skill development requirements?
Plenary Session 3:	"General Insurance 2020"
	<ul style="list-style-type: none"> ❖ Where are we in the non-life industry? How do we ride the industry back to its days of profitability, and specifically underwriting profitability? ❖ How can the industry increase the penetration of non life insurance products? ❖ Role of consumer education ❖ Innovations required in products, processes and distribution to increase penetration to mass customers? How can technology be leveraged for the same? ❖ What are the product innovations possible? Post full de-tarification ❖ What are the innovations in distribution to drive cost effective reach? What are the alternate distribution channels likely to emerge in India? Is the Indian market ready for "direct"? Phone, internet, mail, ... ❖ What are the innovations in operating model(s) to manage expenses and hence sustain profitability? <ul style="list-style-type: none"> ■ What can the industry do for talent management? What are the HR challenges and skill development requirements?
Plenary Session 4:	"Micro Insurance"
	<ul style="list-style-type: none"> ❖ Potential of reaching out to the wider population – life as well as non life ❖ The opportunity and the challenges ❖ Models tried and working – in India; globally ❖ Do we understand rural Insurance? Do we have dynamic model that can help deliver at existing cost structure? ❖ What Infrastructure is required for rural Insurance? Lessons learned from various industries

KNOWLEDGE PARTNER

BCG

The Boston Consulting Group

**FICCI****13th****Conference on Insurance****"India Insurance 2020"**

Sponsorship Opportunities

FICCI 13th Conference on Insurance is a unique platform for the companies promoting new products, innovative services and technology to the existing and new customers. So be a part of this mega event! Reinforce your positioning and marketing strategies and leverage on the growing success of established FICCI's **Conference** by being the leading sponsors.

Principal Partner	Rs. 5.5 Lakh *	Technology Partner	Rs. 4.5 Lakh*
Documentation Package Partner	Rs. 4 Lakh*	Co-Partners	Rs. 3.5 Lakh ***
Lunch Partner	Rs. 3 Lakh **	Associate Partners	Rs. 2 Lakh ***

* Exclusively provided to one sponsor

** Open to a maximum of two sponsors

*** Open to multiple sponsors

For benefits attached to each of the sponsorship categories, please contact Conference Secretariat

Advertisement for Conference Booklet:

Advertise in our Conference Booklet!!

Details of the advertisement are as under:

Category	Amount (INR)	Positive Specification:
Full Page	40,000/-	Bleed Size: 18 cm (Height) x 18 cm (Width)
Inside Back Cover	70,000/-	Print Area: 19.5 cm (Height) x 19.5 cm (Width)
Back Cover	80,000/-	Screen Ruling: 150
Inside Front Cover	70,000/-	

For Advertisement and Sponsorship, please contact

Ms. Shweta Vij

Insurance Conference Secretariat, FICCI

Federation House, 1, Tansen Marg

New Delhi 110 001

Ph: 23738760-70 (Extn. 413 & 324)

23765339(D)/23357391 (D)

Fax: 91-11-23320714, 23721504

Email: finance@ficci.com

Log on to our website:

www.ficci.com

to register and also to see further details.



FICCI

13th

Conference on Insurance

Theme : "India Insurance 2020"

Registration Form

Date: 12th January 2010

Venue: Taj Lands End, Mumbai

Time of Registration: 9.00 a.m. onwards

Delegate Fee for Conference (Per Delegate) Indian Participants

FICCI Members

INR 4000

Non-FICCI Members

INR 5000

Yes, we are interested in participating in the "FICCI's 13th Conference on Insurance"
(Tick whichever is applicable)

FICCI Member

FICCI Non Member

Our DD/Cheque No. dated for Rs.
drawn on

..... in favour of Federation of Indian Chambers of
Commerce and Industry/ FICCI, payable at New Delhi is enclosed.

Delegates

1. Name Designation.

2. Name Designation

3. Name Designation.

4. Name Designation.

Organisation

Address

Tel (with STD/ ISD Code)

Fax (with STD/ ISD Code)

E-mail

Refund Policy: Request received in writing before 1st January, 2010 will be considered for cancellation. A 25 percent handling charge will be deducted from the total amount deposited towards the delegate fee and the rest refunded by cheque. No amount will be refunded after 1st January, 2010

Kindly send in duly filled in Registration Form to: **New Delhi Office**

Ms Shweta Vij / Mr. Gaurav Ahuja

Insurance Division, FICCI

Federation House, 1, Tansen Marg, New Delhi 110 001

Tel : 91-11-23738760-70 (Extn. 413& 324) 91--11-23765339 (D)/23357391 (D)

Fax : 91-11-23320714, 23721504

Email : finance@ficci.com

- Please note that the delegate fee include the conference kits, study material, seminars, and lunches.
- It does not include the air fare, hotel stay or any other incidental expenses