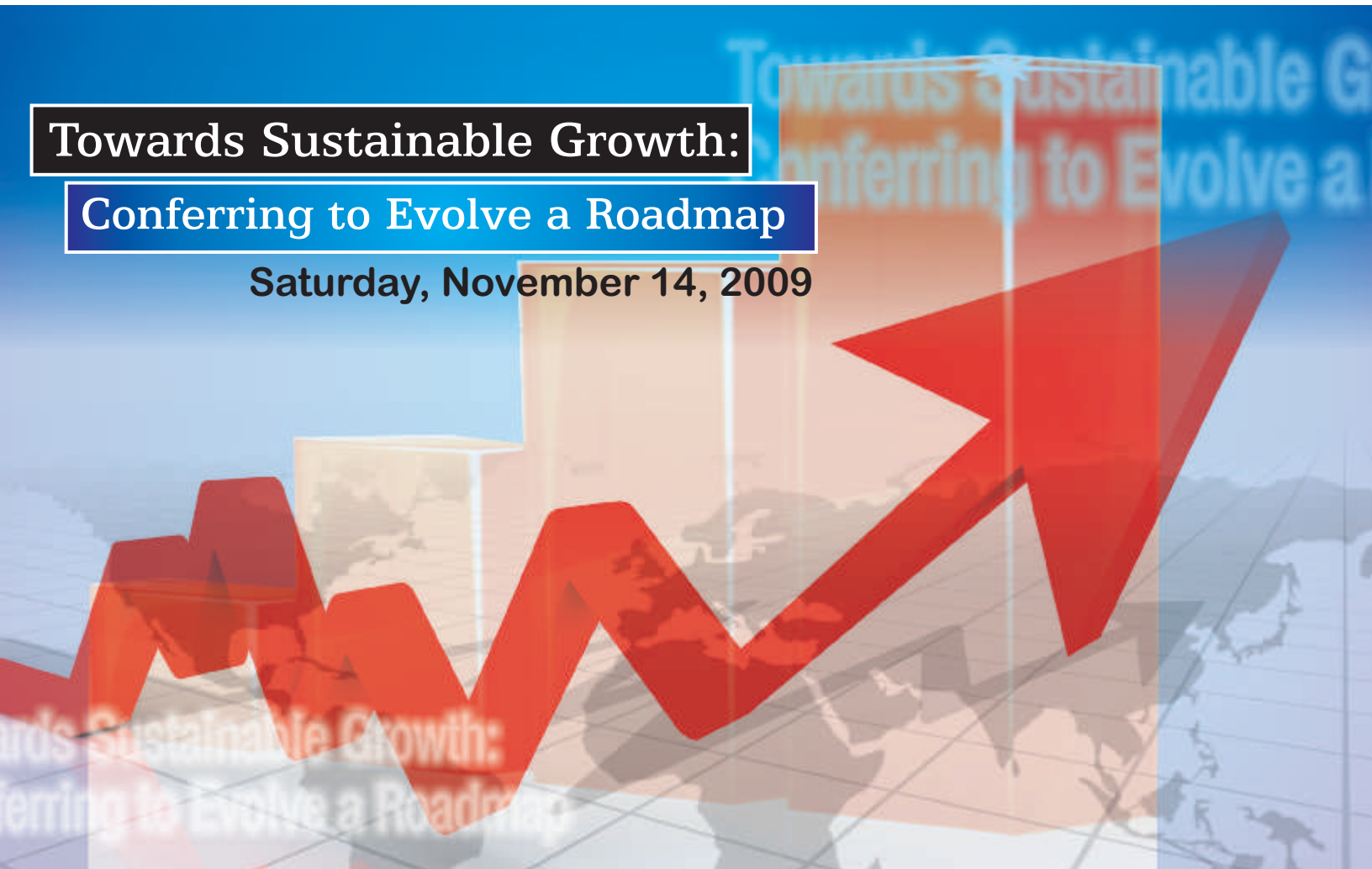


Towards Sustainable Growth:

Conferring to Evolve a Roadmap

Saturday, November 14, 2009



Venue:

**SCOPE Complex Auditorium
7, Lodhi Road, New Delhi-110003**

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BIMTECH INSURANCE SUMMIT 2009



Background

The year gone by has prompted the insurance industry to take stock of all that impacts their balance sheets in a manner that we have not seen the last eight years since the industry was opened up. We can see right-sizing happening all around. CFOs are coming to terms with the double whammy of underwriting losses and dwindling investment income. HR is constantly looking at People cost, having recently broken the news of scrapping of bonus and much lower levels of increments. Proverbial pink-slips are being handed out as never before, recruitments are undergoing a microscopic scrutiny and contractual employment is being looked at as a serious option. IT heads have been asked to seek no-frills solutions for the requirements that are unavoidable and defer those which aim at capacity-building for high growth projections. Business heads are revisiting their PowerPoint presentations, trying to figure out what went wrong and how best to project numbers for this year. Underwriters are weeding out loss-leading businesses and ensuring strict implementation of underwriting norms. Claims Managers are no more benevolent and are exploring all possibilities of cutting servicing costs. Roll out plans for expansion of distribution network have been put on hold and multilocational operations within geography are being consolidated.

If life business saw a decline in growth in the first premium, non-life sector had its own challenges in a steep decline in premium income largely attributable to fierce price war resulting from detariffing. Both the sectors have suffered deep dent into their bottom line owing to fall in investment incomes in the volatile market. If the business environment we operate in presently is an indicator, we don't expect to see a major reversal of the trend.

It is the time the industry transitions from a volume-driven focus to a bottom-line driven business strategy. A time when macros of the industry are agreed upon through consensus whilst we pursue our individual objectives. The challenges lying ahead are not company-specific. Since they confront the industry, its time the industry confers together and decide how best to re-orient itself to achieve profitable growth. To identify critical issues and deliberate thereon to finally make course-corrections in the overall interest of the industry.

BIMTECH invites you to a forum to discuss all related issues with the industry leaders and help appreciate the emerging dimensions.



Objective

The Summit aims to help participants' disseminate the information and knowledge gained and implements them in a successful manner in their respective organisations. This would also guide the new entrants as well as the existing companies in the market on how to prepare / alter their Business and Revenue models / plans.

To provide a platform

- For Professionals and consumers of insurance products to address issues relating to the profitability and cost effective operations.
- Intermediaries to address their concerns and expectations in procuring business in a competitive market, the remuneration and services to the policy holders.
- To deliberate the impact of detariffing of non-life business on its profitability and sustainability.
- To discuss the dimension of affordable health insurance for the rural poor.
- To analyze the impact of growing demand of ULIP products in comparison to traditional products-how far will this trend add to the sustainability and profitability of line business in the long run?
- How micro-insurance with group insurance concept will assist in developing the rural insurance market.

Programme Schedule

Registration	09.30 am - 10.00 am
Inaugural	10.00 am - 10.30 am
Keynote Address - By an Industry Stalwart/Senior Bureaucrat	10.30 am - 11.00 am
Tea-break	11.00 am - 11.15 am
Technical Session I (life) - 3 speakers and 1 session Chairman <ul style="list-style-type: none"> Paradigm shift in the insurance market and role of efficient and cost effective distribution channel Role of technology in smoothening the operative efficiency and cost effectiveness in Insurance Business Rural Marketing of Insurance Products can grow fast with the help of Micro Insurance. 	11.15 am - 12.15 pm
Technical Session I (Non-life) - 3 speakers and 1 session Chairman <ul style="list-style-type: none"> Role of re-insurance in the volatile insurance market in containing the losses and adding to the profitability of the insurer Impact of Detariff of Non-Life Business, on its profibility and sustainability, is it a boon or bane? Crop Insurance an Emerging Market for Indian Insurance Industry. 	12.30 pm - 01.30 pm
Lunch	01.30 pm - 02.30 pm
Technical Session II - 4 speakers and 1 session Chairman <ul style="list-style-type: none"> Bancassurance: Role shift from lead-generator to sales-closure Innovative Life Products ULIP vs Traditional Products, its sustainability & viability in the market. Dimension of Affordable Health Insurance for the masses. Role of Disaster Management in Controlling Catastrophic Risk in India. 	02.30 pm - 03.45 pm
Tea-break	03.45 pm - 04.00 pm
Round Table Session - Industry Top Executive discussing strategies they have adopted <ul style="list-style-type: none"> Re-strategizing businesses for Sustainable Growth <p>Increasing revenue per employee, managing costs without compromising quality, enhancing brand awareness, new products with element of guarantee built in for long-term investments, focusing on plans offering life stage solutions, a planned de-emphasis on ULIP products and shift towards conventional insurance plans, the emerging opportunities health insurance, leaner organizational setups etc are some of the contours of re-strategizing that the companies are adopting.</p> <p>This session will give you a peep into the efforts being made by insurance companies to reinvent themselves to face the challenging business environment that they confront.</p>	04.00 pm - 05.00 pm

For Whom

- Insurance Companies
- Insurance Brokers
- Third Party Administrators (Health)
- Asset Management Companies
- Government Officials and regulators
- Asset Managers / Portfolio Managers
- Lead Managers, Treasury managers
- High Net worth Individuals
- Indian and Multinational Banks
- CFO's, CEO's & CIO's & FII's
- Investment Advisors
- Financial Institutions
- Fund Managers
- Investment/Research Analysts
- Financial Planners and Independent Consultants
- Software Solution Companies
- Insurance and other service providers
- Solutions Providers and Service Firms



List of Speakers being contacted

Mr. G.C. Chaturvedi, IAS
Additional Secretary, Banking & Insurance
Govt. of India, New Delhi

Mr. M. Ramadoss
CMD
Oriental Insurance Co. Ltd.

Mr. M.N. Rao
MD & CEO
SBI Life Insurance Company Ltd.

Mr. V. Vaidyanathan
CEO & MD
ICICI Prudential Life Insurance Company Ltd.

Mr. Kamesh Goyal
CEO
Bajaj Allianz Life Insurance Company Ltd.

Mr. T.R. Ramachandran
CEO & MD
Aviva Life Insurance Company Ltd.

Mr. Rajesh Sud
Managing Director & CEO
Max New York Life Insurance Co. Ltd.

Mr. Gurang Shah
CEO
Kotak Mahindra Old Mutual Life Insurance Co. Ltd.

Mr. Kshitij Jain
CEO
ING Vysya Life Insurance Co. Ltd.

Mr. Rajesh Relan
Managing Director
Met Life India Insurance Co. Pvt. Ltd.

Mr. Paresh Parasnis
Principal Officer & Executive Director
HDFC Standard Life Insurance Co.

Mr. Bhargav Dasgupta
MD & CEO
ICICI Lombard General Insurance Co. Ltd.

Mr. N.N. Joshi
Chief Representative
ING Vysya Insurance Co. Ltd.

Mr. S.B. Mathur
Secretary General
Life Insurance Council-IRDA

Mr. S.L. Mohan
Secretary General
General Insurance Council-IRDA

Dr. R. Kannan
Member (Actuarial)
Insurance Regulatory and Development
Authority-IRDA

Mr. G.V. Rao
Former Chairman
The Oriental Insurance Co. Ltd.

Shri B. Chakrabarti
Ex-Chairman cum Managing Director
The New India Assurance Co. Ltd.

Mr. S. Narayanan
M.D. & C.E.O.
IFFCO-Tokio General Insurance Co. Ltd.

Mr. V. Jagannathan
CMD
Star Health & Allied Insurance Co. Ltd.

Mr. Ajay Srinivasan
Managing Director
Birla Sun Life Insurance Co. Ltd.

Mr. Suresh Mahalingam
Managing Director
Tata AIG Life Insurance Co. Ltd.

Mr. Nitin Chopra
C.E.O.
Bharti AXA Life Insurance Co. Ltd.

Mr. Somil Nagpal
Special Officer-Health Insurance, IRDA

Mr. G. Srinivasan
CMD
United India Insurance Co. Ltd.

Mr. N.K.V. Roopkumar
Regional Head
SBI Life Insurance Co. Ltd.

Mr. B. Venu Gopal
Executive Director I.T.
Life Insurance Corporation of India

Mrs. Usha Saghan
Executive Director (Director Marketing)
Life Insurance Corporation of India

Mr. Hemant Bhargav
Chief Executive
LIC Card Services Ltd.

Mr. Vijay Mahajan
CEO, BASIX

Prof. R. Vaidyanathan
Prof. of Finance & Insurance
IIM Bangalore

Mr. N. Balagopal
Executive Chairman
Confederation of NGOs of Rural India



About BIMTECH

Birla Institute of Management Technology (BIMTECH), situated at Greater Noida in National Capital Region, was established in 1988 under the aegis of the Birla Academy of Art and Culture. It is supported by B.K.Birla Group of companies and ranked 7th pan-India, amongst the private B-Schools in India, in the 2009 C-fore Survey of Best Business Schools.

BIMTECH offer full time Post graduate courses in business management, insurance, international banking and retail management. India Centre for Public Policy (ICPP) of the institute is involved in public policy research. One of its thematic areas is regional development and cluster development. It has fully residential complex and affiliations with 29 foreign universities/institutes associations.

The AICTE approved, two-year full time programme, offered by the Centre for Insurance & Risk Management, CIRM has also received the following accreditations –

- **Associate** level by the Insurance Institute of India
- **Prior Learning** by Chartered Insurers Institute, UK

This institute is the **Third Party Examination Centre for LOMA** (Life Officers Management Association, USA) **Certifications**.

For participation, please contact: Summit Co-ordinator

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