

8th Asia Conference on Healthcare and Health Insurance

24-25 April 2012

Trident Hotel, Nariman Point, Mumbai, India

“The Wealth in Healthcare: Meeting Needs of Masses with Sustainable Returns”

Register by
3 Apr 2012 for
Early Bird Discounts!

Opening Address

Mr Debasish Prusty

Private Secretary to Minister of State for Finance,
Ministry of Finance (MOF), Government of India



Organised by:

ASIA
INSURANCE REVIEW

Sponsor:

 **ApolloMunich**
HEALTH INSURANCE

Supported by:


Insurance Brokers
Association of India

Media Partner:

MIDDLE EAST
INSURANCE REVIEW

Register online at www.asiainsurancereview.com

Follow us on:



8th Asia Conference on Healthcare and Health Insurance

24 - 25 April 2012, Trident Nariman Point, Mumbai, India

Medical Insurance in Asia is seeing an outstanding growth – Demand is Hot! Opportunities are plenty for insurers in the healthcare sector with potential for growth in the scale, scope, and insurance coverage. However, with soaring medical costs and governments trying to move the cost of healthcare to the private sector and individuals, these opportunities come with challenges. Who will bear the ultimate costs of healthcare with such a sophisticated array of treatment being offered?

Can the insurance industry tackle these challenges and see healthy growth with underwriting profits and sustainability? Can insurers give the public access to expensive healthcare through affordable and comprehensive insurance coverage? Is it a numbers game that can be managed? What is the role of governments to ensure that healthcare schemes are sensible and accessible to all who need them despite the income gap, while being sustainable in the long-term?

This 8th Healthcare conference organised by *Asia Insurance Review* will have the bold theme of “*The Wealth in Healthcare: Meeting Needs of Masses with Sustainable Returns*”. The Conference in Mumbai will tackle hot topics ranging from providing effective and sophisticated healthcare facilities for a population that has a wide income gap to serving the ailing and the aged as well as the more sophisticated high net worth segments. The range will include healthcare funding, regulatory environments, improving health procedures and outcomes and how to balance healthcare financing with underwriting and cost control whilst ensuring top quality of service as well as looking at managing health services and fraud control.

The two-day conference will provide an overview of the trends and developments in Asia and the world as well as look at the strategies in implementing healthcare programmes with partners and TPAs, innovative products in healthcare, managing cost and efficiency support, technological advances in the medical field and creative distribution channels to reach out to all segments.

**SIGN UP before 3 April 2012
to save up to US\$500!**

Who Should Attend

- Life & General Insurance & Reinsurance Companies
- Government Bodies & Health Authorities
- International Aid Agencies & Emergency Evacuation Companies
- Hospitals
- Medical and Pharmaceutical Companies
- Healthcare Providers and Professionals and Third Party Administrators
- Managed Care Service Providers
- Management Consultants
- Risk Managers
- Claims Specialists
- Technology experts, Lawyers and Employers dealing with Health and Healthcare Issues

Key Topics

- Overview of Key Healthcare Issues and Developments in Asia and around the World
- New Customers, Uninsured Segments and Opportunities in Medical Insurance
- Imperatives to Build a Profitable Health Insurance Business
- Underwriting Strategies – Getting the Underwriting Right from Day One
- Healthcare Financing and Cost Issues – Perspectives of Insurers, Reinsurers and Providers
- Fraud Issues in Insurance – Pitfalls to Look Out For!
- Panel on Insurers and Healthcare Providers: Bridging the Gap between wants and needs and moving towards a partnership
- Healthcare in the Coming Century

8th Asia Conference on Healthcare and Health Insurance

24 - 25 April 2012, Trident Nariman Point, Mumbai, India

PROGRAMME

Day One: Tuesday, 24 April 2012

- 8.00 am Registration & Coffee
- 9.00 am **Welcome Address by Chairman of Conference**
P C James, Chair Professor (Non-Life), National Insurance Academy
- 9.15 am **Opening Address**
Debasish Prusty, Private Secretary to Minister of State for Finance, Ministry of Finance (MOF), Government of India
- 9.30 am **Keynote Address: Overview of Key Healthcare Issues and Developments in Asia and Around the World**
- 10.00 am **Special Address: Innovation in Health Insurance: Need of the Hour**
Gaurav D Garg, Managing Director & CEO, Tata AIG General Insurance Company
- 10.30 am Tea Break

Opportunities & Profits in Healthcare

- 11.00 am **New Customers, Uninsured Segments and Opportunities in Medical Insurance**
Antony Jacob, Whole Time Director & CEO, Apollo Munich Health Insurance Company
- 11.45 am **Imperatives to Build a Profitable Health Insurance Business**
 - Value chain from consumer research
 - Product design, distribution dynamics, analytics
 - Claims management*Milan Naik, Country Head - Marketing & Institutional Sales, Liberty Videocon Insurance*
- 12.30 pm Lunch
- 2.00 pm **Underwriting Strategies – Getting the Underwriting Right from Day One**
Healthcare Financing and Cost Issues – Perspectives of Insurers, Reinsurers and Providers
Joëlle Ghanimeh, Life & Health Underwriter, Arab Reinsurance Co
- 2.30 pm **Managing Abuse & Fraud in Health Insurance**
Alam Singh, Asst. Managing Director, India Health Practice, Milliman
- 3.00 pm Tea Break

Innovation in Healthcare

- 3.30 pm **Role of mHealth (Mobile Health) and Innovation in Healthcare**
 - Where is healthcare heading?
 - Healthcare for the masses – Creating awareness and reducing health disparities through the use of mobile technologies
 - Higher Income Groups - Leveraging innovations in technology for healthy living, disease management and home health
 - Changing the way healthcare is delivered*Adi Codaty, Vice President, International Markets, UnitedHealthcare International*
- 4.00 pm **Health Insurance: Beyond Financial Indemnification – A Max Bupa Perspective**
Dr Alok Khullar, Senior Vice President & Head, Healthcare Purchasing & Relationship Management, Max Bupa Health Insurance Company Limited
- 4.30 pm Close of Day One

Day Two: Wednesday, 25 April 2012

- 9.00 am **Public private interaction and simplification of health products**
Friedhelm Schnitzler, Vice President, Insurance R&D Center, Samsung Fire & Marine Insurance Co
- 9.45 am **Serving the HNW Market in China and India – The Opportunity and the Challenge**
Steven Conway, Regional Manager, Asia, InterGlobal Insurance Co
- 10.30 am Tea Break
- 11.00 am **Challenges in providing health insurance cover to an ageing population**
Dr Sidharth Kachroo, Head of Health, Munich Re
- 11.45 am **Medical Science and Health Insurance: The Value of Health – Economic and Clinical data to influence reimbursement guidelines**
Speaker from St Jude Medical
- 12.30 pm Lunch

Global Experiences

- 2.00 pm **Health Insurance for NRI' of the Middle East – The Untapped Opportunities**
Dr Dennis Sebastian, Chairman, Medical Committee of the Bahrain Insurance Association & Assistant Director – Medical Reinsurance, Arab Insurance Group
- 2.30 pm **Special Highlight: Catastrophes and Health Insurance: Health Scares in Earthquake and Floods**
 - Lessons from Tohoku and the Thai Floods

Panel Discussion

- 3.00 pm **Panel on Insurers and Healthcare Providers: Bridging the Gap Between wants and needs and moving towards a partnership**
Healthcare in the Coming Century
 - *Ashok Kumar Nanjundan, Representative, Hannover Re India*
 - *Sanjay Kedia, Director, IBAI and CEO & Country Head, Marsh India Insurance Brokers*
- 4.00 pm Tea Break & Close of Conference

8th Asia Conference on Healthcare and Health Insurance

24 - 25 April 2012, Trident Nariman Point, Mumbai, India

FAX to: (65) 6512 5335

Conference Registration Form

To: Ms Wee Ling, Asia Insurance Review
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583
DID: (65) 6372 3167 • email: weeling@asiainsurancereview.com
www.asiainsurancereview.com

PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof

First Name: _____ Last Name/ Surname: _____

Nationality _____

Passport No _____

Job Title _____
Company _____

Address _____

_____ Country _____

Tel: () _____

Cellular: () _____

Fax: () _____

email: _____

REGISTRATION

Early Bird (valid till 3 Apr 2012)

Subscribers US\$980

Non-Subscribers US\$1,280*

(*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

Full registration fees MUST be paid before the valid dates for admittance at conference.

Only registrations FULLY PAID FOR by the early-bird deadline will be eligible for the discount.

I came to know about this conference through:

AIR/MIR magazine AIR/MIR Website Brochure Email

Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

Remarks: _____

Group registration:

Special Offer for Year 2012: Register two delegates, and send the third delegate to attend the conference free of charge!

(Valid only for delegates from the same company in the same country)

Registration fee includes participation at Conference plus tea breaks and lunches.

All meals are prepared without pork, lard and beef.

Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

Closing date for registration: 18 April 2012

For cancellation in writing made before **3 Apr 2012**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **3 Apr 2012**.

PAYMENT

I enclose a cheque / bankdraft in US Dollars made payable to "ASIA INSURANCE REVIEW"

Telegraphic / Wire Transfer to the following account:

The Development Bank Of Singapore, 6 Shenton Way,
DBS Building, Singapore 068 809

- US\$ (Account No.: 0001 - 004838-01-9-022)
- Swift Code: DBS SSGSG

Please debit the sum of US Dollars US\$ _____ for Conference Registration fee from my

Mastercard VISA American Express

Card Holder's Name: _____

Card No.: _____

Expiry Date: ____ - ____ (mm-yy) Total Amount: US\$ _____

Signature: _____ Date: _____

(Conference fee is zero-rated for GST)

Fax to: 91 (22) 6632 5000

Please fax Room Reservation Form direct to Hotel

Room Reservation Form

Attn: Ms Madura Raut, Group Co-ordinator,
Trident Nariman Point

DID: 91 (22) 6632 6502, Fax: 91 (22) 6632 5000
Email: GroupCo-ordinator.Mumbai@oberoihotels.com

Trident, Nariman Point, Mumbai

Mumbai 400 021, India

Tel: 91 (22) 6632 4343

www.tridenthotels.com

Code:
AIRDel

Please fill in Guest particulars on Registration Form

ARRIVAL

Arrival Date: _____

Flight: _____ Time: _____

DEPARTURE

Departure Date: _____

Flight: _____ Time: _____

No. of Rooms: _____ No. of Persons: _____

ROOM TYPE

- Premier Room at INR9,000.00 plus taxes
- Premier Ocean View at INR10,000.00 plus taxes
- Double occupancy supplement of INR1,250.00 plus taxes
- Non-Smoking Smoking
- King-Sized Bed Twin Bed

- Room rates are subject to 10% government luxury tax, 5.15% service tax and 15.59% on breakfast. In case of any changes in taxes the same shall be applicable.
- Room rates include complimentary buffet breakfast at Frangipani.
- Check-in time 1400hrs, Check-out time 1200hrs.
- Reservations with check-in prior to 0700hrs are held from the previous evening and are billed from the previous evening itself.
- For check in between 0700hrs to 1200hrs, half day rate would be charged for the early check in.
- All check-out till 1800hrs will be charged at half day rate and after 1800hrs a full day charge.

TRANSPORTATION

- Not required
- Airport to Hotel via Toyota Corolla at INR3037nett
- Hotel to Airport via Toyota Corolla at INR3037nett

NO SHOW

Rooms which are not cancelled by the guest will be charged for the full number of nights booked.

CREDIT CARD DETAILS

Guaranteed By

- Visa MasterCard Diners
- JCB Others _____

Credit Card Number: _____

Expiry Date : _____ month _____ year

Cardholder's name: _____

Signature of Cardholder: _____

Kindly provide credit card details to guarantee your booking.

Hotel Confirmation:

Confirmation # : _____

Booking confirmed by: _____

Date: _____