

NATIONAL INSURANCE SUMMIT 2010



Insurance: Managing the Coming Boom Amidst Multiple Challenges

Date: 23rd October, 2010

Venue: PHD Chamber of Commerce

PHD House, 4/2, Siri Institutional Area,
August Kranti Marg, New Delhi

Magazine Partner :



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About the Conference

BIMTECH organizes Insurance Summit every year to provide a common platform for the stakeholders to reflect collectively on various contemporary issues, share experience and innovations, develop collaborations and synergies that need to be nurtured for growth and development of the insurance sector. The summit provides strategic guidance for policy formulation and future direction of the sector.

Highlights of the Conference

Honorable Shri Namo Narain Meena, *Minister of State for Finance* is expected to inaugurate the conference.

Theme of the Conference

Rising affluence is expected to increase the insurable population significantly by 2015. By then, 100 million people are estimated to be added to the working population. With a huge population base and large untapped market, insurance industry is a big opportunity area in India for national as well as foreign investors. India is the fifth largest life insurance market in the emerging insurance economies globally and is growing at a rate faster than the GDP growth rate 32-34% annually. Similarly the General Insurance Industry has recorded a growth of 15%. This impressive growth is driven largely by liberalization, with new players' significantly enhancing product awareness and promoting consumer education and information. The strong growth potential in the country has also made international players to seek opportunities in the Indian insurance market. Moreover, lack of newer growth opportunities in domestic insurance markets in some developed economies has made the Indian market scenario more attractive for international insurance players.

- **Life Insurance Premium in India is projected to grow to US\$ 90 billion by 2012-13**
- **General Insurance Premium in India is projected to grow to US\$ 11.2 billion by 2012-13**

While these players have opportunities to increase share, key challenges facing them are retention of talent (high churn of employees), no benchmarks available for pricing & outdated risk tables in Life business, changing complexion of ULIPs and other products, IFRS and valuation challenges, reduced commission loads, unprecedented discounting of Property and Motor premia rates, impact of Motor TP Pool and burgeoning expenses of management etc.

With a view to debating and developing insights on current problems and to seek solutions thereto, BIMTECH is organizing **National Insurance Summit 2010: "Insurance: Managing the Growth amidst Multiple Challenges"**.

The deliberations at the summit aim at benefiting all stakeholders involved in the field of insurance either as practitioners or as academicians.



Some of the Invited Speakers

- Mr. R. Gopalan, Secretary – Financial Services, Ministry of Commerce & Industry, GOI
- Mr. S. B. Mathur, Secretary General, Life Insurance Council, IRDA
- Mr. N. N. Joshi, Former Executive Director, LIC of India & Former Chief Rep., ING Insurance
- Mr. K Subrahmanyam, Executive Director – Actuarial, IRDA
- Mr. R. K. Kaul, CMD, The Oriental Insurance Co. Ltd.
- Mr. S. Narayanan, MD, IFFCO Tokio General Insurance Co. Ltd.
- Mr. I. S. Phukela, General Manager, The New India Assurance Co. Ltd.
- Mr. Neeraj Kumar, General Manager, The Oriental Insurance Co. Ltd.
- Mr. Ajay Gupta, General Manager – U/w & Ops, Future Generali India Insurance Co. Ltd.
- Mr. Akhilesh Mishra, GM & Director- Training, IFFCO Tokio General Insurance Co. Ltd.
- Ms. Sujata Dutta, Sr. VP - Marketing & Affinities, DLF Pramerica Life Insurance Co. Ltd.
- Mr. Pradeep Thapliyal, Appointed Actuary, DLF Pramerica Life Insurance Co. Ltd.
- Mr. Dipankar Saikia, Zonal VP - North India, Bharti Axa General Insurance Co. Ltd
- Mr. Anurag Srivastava, Vice President, Tata AIG Life Insurance Co. Ltd.
- Mr. Mohammed Bahauddin Khan, Vice President – Cash Mgmt. (N & E), HSBC Bank
- Ms. Leena Joshi, AVP - Head, Product Development, Tata AIG Life Insurance Co. Ltd.
- Mr. Murtuza Arsiwala, Head – Health Insurance Advisor, Amicus Advisory Pvt. Ltd.
- Mr. Masood Wahab, Chief Manager, The Oriental Insurance Company Ltd.
- Mr. Balwinder Singh, Director, IFRSonline.in
- Mr. Sandeep S Parmar, Consultant
- Prof. Pradeep Srivastava, Professor, Birla Institute of Management Technology

Target Audience

- Insurance Companies
- Investment Advisors
- Financial Institutions
- Insurance intermediaries
- Third Party Distributors
- Investment/Research Analysts
- Financial Planners and Independent Consultants
- Tax and Accounting Executives
- Academicians and Researchers
- Government Officials and Regulator

Programme Schedule

■ Registration and Fellowship	09:00 am – 09:30 am
■ Growth Prospects and Challenges in the Insurance Sector	Inaugural Session 09:30 am – 10:30 am
■ Tea / Coffee Break	10:30 am – 11:00 am
■ New Product Development <ul style="list-style-type: none">• Re-designing ULIP's• Traditional Life Plans - Recreation	First Session (Life) 11:00 am – 12:00 pm
■ <ul style="list-style-type: none">• Refining Motor Insurance• National Health Scheme Retooling	First Session (Non-life) 12:00 pm - 01:00 pm
■ Lunch	01:00 pm – 02:00 pm
■ Challenges in Cost Alignment <ul style="list-style-type: none">• Implications of IFRS Implementation• Reigning in Costs	Second Session 02:00 pm – 03:00 pm
■ Challenges in Distribution <ul style="list-style-type: none">• Rethinking Agents Role and Compensation• Will Internet Deliver?	Third Session 03:00 pm – 04:00 pm
■ Tea / Coffee Break	04:00 pm - 04:30 pm
■ A Peep into the Future	Round Table 04:30 pm – 05:30 pm

Registration Details

The interested delegates are requested to fill up the enclosed registration form. The payments may be made through a demand draft (DD) in favour of the "Birla Institute of Management Technology", payable at New Delhi.

Registration Fee:

Students	: 500 INR
Alumni	: 1000 INR
Academicians & Researchers	: 1500 INR
Corporate	: 2000 INR

The above fee does not include accommodation, local / outstation travel. No refund will be allowed for cancellations made. For 3 or more participants from the same company / institute, a 10% discount will be given.

Outstation participants needing accommodation and transport (on payment) may contact the Summit Convenor.

For registration visit www.bimtech.ac.in.

Sponsorship Opportunity

The Summit provides an excellent opportunity for organizations / companies to promote their product & services to the focused audience besides networking during tea/coffee and lunch/dinner intervals. The sponsorship details are as under:

CATEGORY	AMOUNT	BENEFITS
Summit Partner	2 Lac	All benefits as stated below 1-8
Principal Sponsor	1 Lac	All except 1 & 8
Co-Sponsor	50000	2, 3, 4, 5 & 6
Lunch Sponsor	50000	2, 3, 4 & 6 plus branding of company at the lunch venue as lunch sponsor
Associate Sponsor	25000	2, 3, 4 & 6
Kit Sponsor	25000	2, 4 & 6 plus logo of the sponsor will be displayed on the kit

1. Status of '**Summit Partner**' the Partner's name and logo will be prominently displayed at the Summit venue.
2. **Branding of Company's Logo** on the main backdrop at the Summit.
3. **One full-page Advertisement (Colour)** in Souvenir to be released at the Summit.
4. **Logo in the newspaper advertisement.**
5. **Insertion of Company's brochure** and publicity material into the documentation pack.
6. **Delegate passes** to attend the Summit.
7. **Special Seating arrangements** for the delegates nominated by the Partner organization.
8. **Display of Company's banner** inside the Summit hall.

Stalls

Stalls measuring 3x2 meter each are available for Rs. 50,000/-, with facilities like wall partition, covering, carpet, one table, two chairs, spotlight, waste paper basket, etc. Companies may send their requirement for larger space to be quoted on request.

Details of Release of an Advertisement in Souvenir

- Back Cover (Colour) Rs 50,000/-
- Inside Covers (Colour) Rs 40,000/-
- Full Page (Colour) Rs 15,000/-
- Full Page (Black and White) Rs 10,000/-

Specifications

- Full Page (Non-Bleed): 18cm width / 24cm height
- Double Spread or Centre Spread (Non-Bleed): 38cm width / 24cm Height
- Quality: High-quality PDF / EPS / CDR with 300 DPI

Note: It is imperative that Partner / Sponsorship details and Advertisement material are received by us latest by October 10, 2010. The support options are strictly on first cum first served basis.



About BIMTECH

Birla Institute of Management Technology was established in 1988 under the aegis of the Birla Academy of Art and Culture, and supported by Birla group of companies. Dr. (Smt.) Sarala Birla, chairperson of Birla Academy and Syt. B K Birla, chairperson of B K Birla Group of companies is the founders of the business school. It has progressed from moderate start in 1988 to the 21st Rank on an all-India basis, 9th amongst the Private B-Schools by MBA Universe.com and Nielsen - Business Today Survey 2010 and 2nd amongst Private B-Schools in North India.

For further details, please contact,

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