TRANSFORMING THE FUTURE OF INSURANCE TODAY

MONDAY, 4 DECEMBER: PRE FORUM WORKSHOP AND INSURTECH INNOVATIONS SHOWCASE TUESDAY, 5 DECEMBER: MAIN FORUM DAY 1 WEDNESDAY, 6 DECEMBER: MAIN FORUM DAY 2 VENUE: SHERATON ON THE PARK, SYDNEY

30+ SPEAKERS | 10+ INSURTECH INNOVATIONS SHOWCASE | 30+ TOPICS SESSION

Disruptive Innovations Rising From InsurTech	Big Data and Analytics in Underwriting, Loss & Claims	Data Analytics in Driving CX
Product and Pricing Innovation in Insurance	Future of IoT in Transforming Insurance	Telematics Usage-Based Insurance
Al to Enhance Claims Assessment, Fraud Prevention and Coverage Validation	Future of Insurance in Mobile Redefines Efficier	

AUSTRALIA'S LEADING INSURTECH AND BIG DATA ANALYTICS EVENT

2ND INSURTECH, BIG DATA ANALYTICS & DISRUPTIVE TRANSFORMING THE FUTURE OF INSURANCE TODAY INNOVATION FORUM



MONDAY, 4 DECEMBER: PRE FORUM WORKSHOP AND INSURTECH INNOVATIONS SHOWCASE TUESDAY, 5 DECEMBER: MAIN FORUM DAY 1

WEDNESDAY, 6 DECEMBER: MAIN FORUM DAY 2 VENUE: SHERATON ON THE PARK, SYDNEY

THE FORUM AT A GLANCE

PRE FORUM WORKSHOP AND INSURTECH INNOVATIONS SHOWCASE: MONDAY, 4 DECEMBER 2017

PRE FORUM WORKSHOP

• Empowering Customer Retention and Acquisition with Insurance Analytics

INSURTECH INNOVATIONS SHOWCASE:

- Platform for InsurTech start-ups to pitch their ideas and innovations to investors and how it would benefit in reshaping the insurance landscape
- Mind-blowing presentation, demonstration, panel discussion and fireside chats that discuss on new opportunities in improving customer service delivery, generate deeper risk underwriting and predict losses and enable sophisticated operational capabilities
- Explore different benefits from the InsurTech landscape from different categories such as aggregator, insurance management, tied agent, peer-to-peer and sales tools

MAIN FORUM DAY 1: TUESDAY, 5 DECEMBER 2017

- The rising of InsurTech and disruptive innovations that impact the Australia Insurance landscape
- Strategies, solutions and challenges in $\ensuremath{\text{investing in InsurTech}}$
- New InsurTech Innovation Showcase
- Discussion on legal and regulatory challenges
- Build a solid platform in improving underwriting, loss valuation, claim management, product & pricing innovation and customer experience through the advantage of Big Data Analytics
- Panel Discussion: How incumbent insurers should drive internal innovations

MAIN FORUM DAY 2: WEDNESDAY, 6 DECEMBER 2017

- Insights on **the future of IoT** in transforming the next generation of Insurance
- The development and benefits of Telematics Usage-Based Insurance (UBI)
- Discover how new technologies such as drones, artificial intelligence and Blockchain technology that redefine the insurance business
- Creating seamless customer engagement through the emerging mobile trends

INTRODUCING KEYNOTE SPEAKERS OF THE FORUM



Vanessa Dobson (Chairperson) Head of Research and Development Munich Re



Dan Taylor General Manager, Innovation TAL Life



Brenton Charnley

Insurtech Sydney

)



Mike Emmett Group Chief Executive O Cover-More Group



Peter Tilocca Chief Underwriter ANZ



Ron Arnold Managing General Partner of IAG Firemark Ventures IAG



Bert Bakker Chief Operating Officer -Actuarial and Analytics Youi Insurance



Eoghan Trehy National Head of Insurance Broking Macquarie Group

With international key experts including:



With international key experts including:



MONDAY, 4 DECEMBER 2017, 2:00PM - 5:30PM

InsurTech Innovations Showcase

SEE INNOVATION IN ACTION WITH 10+ INSURTECH

STARTUP DEMOS 2:00pm - 5:30pm, 4th December 2017

With the high demand from the Australian insurers in looking for new innovations to improve their customer service delivery, generate deeper risk underwriting and predict losses and enable sophisticated operational capabilities, more InsurTech startups have leveraged this opportunity to assist in addressing such challenges.

Join this mind-blowing session to discover how InsurTech startups are able to lift your business differently through its disruptive innovation. Be enlightened by demonstrations from InsurTech startups below to unlock the growing opportunity in your organization.

Catch the future of insurance in real-time with an exciting agenda built around business challenges and innovative solutions. From keynote speeches to fireside chats, panels, showcases, startup pitches, and users cases from entrepreneurs and insurance professionals within the InsurTech ecosystem, join us in the groundbreaking session focused on insurance & technology.

InsurTech Speakers:



Vanessa Dobson (Chairperson) Head of Research and Development Munich Re





Dr Catriona Wallace CEO & Founder Flamingo Venture





Gilberto Spencer CEO MyClaimMate





Michael Graham CEO Mercurien





Ben Webster Co Founder Insured by Us





Chris Bayley CEO & Founder Cover Genius





Brian Siemsen Managing Director & CEO Claim Central Consolidated





Michael FitzGibbon Managing Partner The Waterman Partnership Pty Ltd Founder Poss-E



Transforming the Future of Insurance Today

4 - 6 DECEMBER 2017 | SHERATON ON THE PARK, SYDNEY

2016 PAST PARTICIPATING COMPANIES

The inaugural Insurance Analytics, Predictive Insights And Big Data Forum held in September 2016 was a resounding success, with over 100+ top tier insurance companies coming together for meaningful exchange to catalyze Australia insurance analytics development.

COMPANIES				
 AIA Australia Aon Aurec Bravura Solutions Brightside Bupa Australia Capricorn Mutual Management Catholic Church Insurance CommInsure Commonwealth Bank 	of Australia • Crombie Lockwood (NZ) Ltd • Defence Health • EYC3 Business Solu- tions Pty Ltd • Financial Ombudsman Service (FOS) Australia • Finity Consulting Pty Limited • Gallagher Bassett NZ Ltd	 Hbf IAG icare Independent Consultant Insurance Commission of WA Konekt Liberty International Underwriters MarkLogic MLC 	 MLC I National Australia Bank Limited Munich Re NAB/MLC Pet Osuper Limited RAC Insurance Pty Ltd REST Industry Super Right2Drive Pty Ltd Rightship Pty Ltd Sovereign Insurance Ltd 	 TAL TAL Limited Teachers Health Toyota Financial Services WorkCover Queensland YOUI Insurance Zurich Financial Services
		JOB TITLES		
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- **Business Partner in**

- Information Analysis

- Analyst

HEAR WHAT ATTENDEES GOT TO SAY ABOUT THE 1ST AUSTRALIA'S **INSURTECH, ANALYTICS AND DISRUPTIVE INNOVATION FORUM**



Diverse topics and insightful views from experts in their respective fields.

Compliance Analyst Financial Ombudsman Service (Australia)



· General Manager -

The content presented was relevant, contemporary and insightful.

CIO **Insurance Commission of WA**



The speakers really understood their area of expertise and what the right approach could bring to an organization.

Application and Development Manager Crombie Lockwood (NZ)



Real world examples of how big data is used in different organizations

Product Manager - Life Insurance **Bravura Solutions**

This forum is a platform that will gather

Insurance providers of all sizes

- InsurTech & FinTech Start-ups
- Brokerage firms
- Technology & Solution Providers
- Venture Capital Firm
- Investment Firm
- Private Equity
- Data Analytics Solution Provider
- Management consultants and researchers



In the roles of

9

Board level as well as senior management level as below would be beneficial from attending this forum:

- Analytics Manager
- Data Management/Data Analytics
- Underwriter
- Information Security/Information Technology Manager
- Claims Manager
- Pricing Manager
- Marketing Manager
- · Consumer Insights/ Customer Analytics Manager
- Operations Manager
- Product Innovation/Product Development Manager
- Head of Digital Transformation
- Fraud Manager

Participants Seniority

60% of participants will be Director Levels & Above



VP / Director / General Manager

20%

Board / C-Level / President / Director / MD

20%

Head of Department

20% **†**

MAKE THE MOST OF 2ND INSURTECH, BIG DATA ANALYTICS & DISRUPTIVE INNOVATION FORUM

Transforming the Future of Insurance Today

4 - 6 DECEMBER 2017 | SHERATON ON THE PARK, SYDNEY

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We work with clients of all sizes - even those dipping their toe into the insurance world. We're small and nimble enough to provide the type of approach that start-ups need, when they're, well... starting. We are also a 'data-first' company with the courage to embrace new technology to provide innovative solutions.

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Leading-edge cloud insurance software that enables you to easily create, manage and distribute products either directly (D2C), or via an agent or broker network. Launch products, respond to customer needs and optimize experiences in record time. Make changes in minutes, and benefit from a commercial model completely aligned to success of policy sales.

Generate more sales, reach new customers and create real distance between you and your competitors.

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MAKE THE MOST OF 2ND INSURTECH, BIG DATA ANALYTICS & DISRUPTIVE INNOVATION FORUM

Transforming the Future of Insurance Today

4 - 6 DECEMBER 2017 | SHERATON ON THE PARK, SYDNEY

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National Insurance Brokers Association. Since 1982 NIBA has been a driving force for change in the Australian insurance broking industry. It has supported financial services reforms, encouraged higher educational standards for insurance brokers through NIBA and other education providers, and introduced a strong, independently administered and monitored Insurance Brokers Code of Practice for members.

The member firms all hold an Australian financial services (AFS) licence, issued by the Australian Securities and Investments Commission (ASIC) under the Corporations Act, which enables them to deal in or advise on Risk Insurance products.

NIBA members include large multinational insurance brokers, large Australian-owned insurance brokers, and more than 300 small to medium sized insurance broker businesses located in the cities, towns and regions across Australia.

At international level, NIBA is a member of the Council of Asia Pacific Insurance Brokers Associations (CAPIBA) and the World Federation of Insurance Intermediaries (WFII).

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Founded by Brice Dunwoodie in 2003, CMSWire has drawn together an audience of digital marketers, collaboration experts and information managers.

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The **Australian Security Magazine** is the country's leading government and corporate security magazine. Printed bi-monthly, the magazine is distributed at leading industry conferences, and to many of the biggest decision makers in the security industry and sold in selected stores. It is a highly respected and sought after publication, incorporating investigative journalism, provoking editorial and up-to-date news, trends and events for all Australasian security professionals.

Visit: www.australiansecuritymagazine.com.au

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- · Positioning your company as a thought-leader
- · Reaffirming your position in the industry

Please contact *Catherine Werner* at +65 6716 9996 or email <u>catherine@claridenglobal.org</u> to discuss potential exhibition and sponsorship opportunities or to customize your own package.

Benefits as Media Partner and Supporting Organization at 2nd InsurTech, Big Data Analytics & Disruptive Innovation Forum.

- Enhance your corporate profile and visibility within your industry Your company's logo will be emblazoned on our brochures and distributed to insurance visionaries across Australia
- · Affiliation with internationally recognized commercial event organizer

Clariden Global events are widely known and trusted throughout Asia for giving best value to senior industry executives. We partner with selected media and supporting organizations, capable of delivering the highest caliber of expert knowledge and key industry insights to the target market.

If you meet the criteria mentioned above and would like to explore the opportunity to partner with us for the 2nd InsurTech, Big Data Analytics & Disruptive Innovation Forum, please contact *Kevin Young* at +61 3 9909 7310 or email <u>kevin@claridenglobal.org</u>.

PRE FORUM WORKSHOP AND INSURTECH INNOVATIONS SHOWCASE

4 DECEMBER 2017 | SHERATON ON THE PARK, SYDNEY

PRE FORUM WORKSHOP AND INSURTECH INNOVATIONS SHOWCASE - 4 DECEMBER 2017

<u>Timetable:</u> Pre Forum Workshop will run from 9:00 - 12:30 with a mid morning and luncheon breaks. InsurTech Innovations Showcase will run from 14:00 - 17:30 with a mid afternoon refreshment break. Registration begins 30 minutes before each workshop commences.

Pre Forum Workshop: 09:00 - 12:30

EMPOWERING CUSTOMER RETENTION AND ACQUISITION WITH INSURANCE ANALYTICS

The term "Insurance analytics" has long referred almost exclusively to the technical work of actuaries, risk managers and pricing specialists. More recently, analytics and machine learning technologies have been deployed in support of marketers, who seek higher conversion rates per advertising dollar by targeting customers most likely to respond to offers.

Workshop Leader: James Ward Managing Director Epistemology



Building on these capabilities, the next generation of Insurance analytics:

- Combines the worlds of the actuary, pricing analyst and marketer into a single technical model servicing all needs, while focusing directly on the customer and customer experience, thus empowering customer retention and boosting acquisition while ensuring profitability
- Delivers an ability not only to detect and predict existing sales opportunities, but to manifest these where they did not previously exist
- Creates a paradigm and supporting platform for end-to-end automation of the Insurance value chain, driven by Artificial Intelligence and interfaced by Chatbots

Come along to share how this exciting transformation is taking place in your own Insurance business, and to learn how others have risen to the challenge with various approaches.

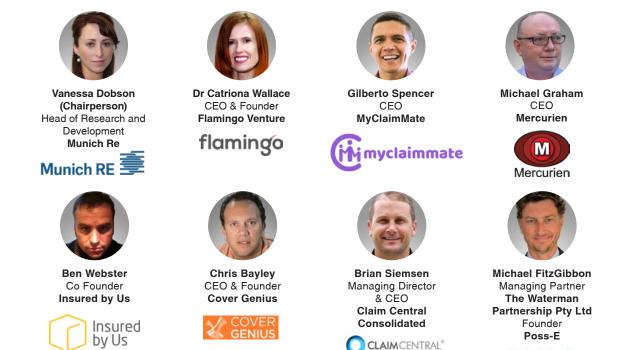
INSURTECH INNOVATIONS SHOWCASE: 14:00 - 17:30

With the high demand from the Australian insurers in looking for new innovations to improve their customer service delivery, generate deeper risk underwriting and predict losses and enable sophisticated operational capabilities, more InsurTech startups have leveraged this opportunity to assist in addressing such challenges.

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InsurTech Speakers:



POSS-

5 - 6 DECEMBER 2017 | SHERATON ON THE PARK, SYDNEY

	MAIN FORUM DAY ON	E - 5 DEC	CEMBER 2017
09:00	Welcoming Speech, Opening Remarks & Thank You Sponsor Speech by Forum Producer	13:30	Utilizing Big Data, Predictive Analytics and Machine Learning to Improve Underwriting, Loss & Claims
09:05	Forum Introduction and Day 1 Highlights by Chairperson		 How big data and machine learning can be used to improve underwriting How AI can improve claims processing and help to
	Vanessa Dobson Head of Research and Development Munich Re		 spot fraud Leveraging existing data and analytics to generate deeper risk insights Automating Underwriting Processes
09:15	Disruptive Innovations Rising From InsurTech		Peter Tilocca
	 New waves of opportunities InsurTech will bring to the Australia Insurance Top Insurtech Trends to Watch How InsurTech being to parrow Australia's 	14:15	Chief Underwriter ANZ Advanced Analytics in Product and Pricing
	 How InsurTech helps to narrow Australia's underinsurance gap 		Innovation in Insurance
	Brenton Charnley CEO & Co-Founder Insurtech Sydney		 Impact of advanced data in the advancement of product and pricing innovation Transforming into "next-generation" insurance business through applying big data in business growth
10:00	Harnessing The Start-Up Opportunity		 Using Big Data in predicting risk and enhance pricing mechanism for insurance product
	What is the opportunity?What needs to be in place?Why is it so hard?		 Usage-based Insurance (UBI) - Introducing premium by usage through real-time monitoring and visualization
	Ron Arnold Managing General Partner of IAG Firemark Ventures IAG		Dr. Tony Carter Chief Underwriting Officer, Risk Analyst and Statistician SLE Worldwide
10:45	Morning Refreshment & Networking	15:00	Afternoon Refreshment & Networking
11:00	Emerging Technology Spotlight: Showcasing New InsurTech Innovations	15.15	Converting Analytics, Automation and InsurTech solutions into value for Insurers
	 Mobile Health E-brokers/Real-time Online Insurance Quoting Predictive Analytics 		 Evaluating the benefits of InsurTech solutions Driving the best return on investment Preparing for the opportunities of the future
	 Automated Underwriting Digital Customer Experience & Engagement Samantha Clarke Co-Founder and Director Advice RegTech 		Michael FitzGibbon Managing Partner The Waterman Partnership Pty Ltd Founder Poss-E
11:45	Legal and Regulatory Challenges Presented by InsurTech	16:00	Leveraging Data Analytics in Driving Greater Customer Experience
	 Data privacy Ethical considerations including vulnerable customers Regulators approach to InsurTech 		 Using Big Data Analytics in assisting Insurer for better customer segmentation Using customers data history to offer a better package
	Paul Muir Director Compliance Advocacy Solutions Pty Ltd		packageUnderstand historical data to managing new risks accurately
12:30	Lunch & Networking		Bert Bakker Chief Operating Officer - Actuarial and Analytics Youi Insurance

5 - 6 DECEMBER 2017 | SHERATON ON THE PARK, SYDNEY

16:45 **Panel Discussion: How Incumbent Insurers Should** Drive Internal Innovations

- Sustaining Innovation Culture
- Organizational Change
- Adapting to Disruptive Innovation
- Phasing out Legacy Systems
- Developing New Capabilities: Analytics, Distribution and Products

Samantha Clarke Co-Founder and Director Advice RegTech

Brian Siemsen Managing Director & CEO Claim Central Consolidated

James Ward Managing Director Epistemology

Eoghan Trehy National Head of Insurance Broking Macquarie Group



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17:30 Closing Remark by Forum Chairperson

17:35 Champagne Networking Session



Enjoy a glass of champagne whilst networking with other likeminded individuals on topics that are of most interest to you and fellow delegates.

5 - 6 DECEMBER 2017 | SHERATON ON THE PARK, SYDNEY

MAIN FORUM DAY TWO - 6 DECEMBER 2017

09:00 Forum Introduction and Day 2 Highlights by Chairperson

Robert Kinkade Co-Founder CX360

09:10 Fireside Chat: The Future of IoT in Transforming Insurance

- Insights on insurance companies that are transforming with connectivity IoT
- What is the current state of deployment on IoT in insurance industry?
- · How IoT Is changing the way insurer operates?
- Discuss the emerging trends of IoT in Insurance

Simon Beitz Former Head of Innovation Labs Suncorp

09:55 Driving Profitable Growth with Insurance Telematics

- · Trends in insurance Telematics across the globe
- · What is the insurer proposition?
- Harnessing customer acquisition and retention through telematics programs
- What makes a customer proposition that drives profitable growth?
- Other uses of telematics infrastructure roadside, safety, parental, education, gamification
- Challenges Analytics, pricing, privacy & data
- Where are we heading in Australia & NZ?

Jon Tindall Consultant Finity Consulting

finity

10:40 Morning Refreshment & Networking

10:55 Cyber Risk in a Hyper Connected World

- Info Security and Customer Data Who Cares?!
- · Threats, Risks, Trends ... and Trust
- From Prevention to Resilience
- Lessons From Cyber Insurance

Jeffrey Gonlin

Head of Underwriting and Product Development Emergence

11:40 Offshore Capabilities - Shane Devlin GM of Technology at EML

- Opportunities and Risks when considering Offshore team growth
- Communication & Management Tools to empower and measure staff
- · Where to start and how to scale
- Data Security, Regulation and common roadblocks

Daniel Breese General Manager of Business Development AS White Global

ASWHITE

12:00 Drones in Assisting Insurer for better Inspection to speed up claims

- Case Studies: IAG mobilized drones to inspect damaged properties from a bushfire from Victoria's Great Ocean Road
- Using drone in mitigating risk associated with unsafe physical site
- Deploy drone inspection in reducing cost and reliance on human labor.
- · Speed up claim process with faster inspection process

Scott Lindsay Head of Supply Chain IAG

12:30 Lunch & Networking

13:30 Robotic Process Automation (RPA)

- · What is RPA
- · Where it can be applied in Insurance Companies
- Walk through of a use case from the UK insurance industry

Tim Ryan Founding Partner Innovior

innovior

14:00 Deploying Al across the Insurance Value Chain

- How AI can transform the customer experience and step-change productivity from sales through to claims
- Focusing on the right use cases
- Successfully implementing AI solutions in the corporate environment

Dan Taylor General Manager, Innovation TAL Life

14:45 Panel Discussion: Blockchain Plus Emerging Technology that Redefines Efficiency, Competitiveness & Sustainable Growth for Insurance

- Transformation on physical contract to power contract
- Smart Contracts could help in managing claim in a transparent, responsive and irrefutable manner
- Utilizing Smart Contracts in reducing Fraud in Insurance
- Emerging Technology on Automation

Panelists:

Niki Ariyasinghe Director Of Partnerships R3

Hugo O'Connor Co-founder, Head of Innovation Bit Trade Australia Pty Ltd

15:30 Afternoon Refreshment & Networking

Shane Devlin General Manager of Technology EML r3.

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15:45 Smart phones - the Technophobes Tale

- · Look at the history of smart phones
- Changing usage both
- · Future impacts on Insurance

Luke Warner Co-Founder OneClaim

16:15 Seamless Digital Customer Engagement

- · Digital communication
- Claims transformation
- Mobile technologies

Mike Emmett Group Chief Executive Officer Cover-More Group

Cover-More

16:45 Closing Remark by Forum Chairperson







4 - 6 December 2017 | Sheraton on the Park, Sydney

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Please tick to select your Foru	Im packages. You may tick more than one.)

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Telephone:	Fax:	
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FORUM FEES

Forum Packages	Super Early Bird Fee (If payments and registrations are received by 11 Sep 2017)	Early Bird Fee (If payments and registrations are received by 9 Oct 2017)	Final Early Bird Fee (If payments and registrations are received by 6 Nov 2017)	Regular Fee
FOR INSURANCE COMPANIES, BA	NKS, FINANCIAL	INSTITUTIONS AN	ID INVESTMENT	COMPANIES:
A: 2-day Forum Only (Including InsurTech Innovations Showcase)	AU\$1,995	AU\$2,295	AU\$2,395	AU\$2,495
B: 2-day Forum + Workshop (Including InsurTech Innovations Showcase)	AU\$2,495	AU\$2,795	AU\$2,895	AU\$2,995
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<u>PLEASE NOTE</u>: The forum fee includes lunch, refreshments and forum documentation. Payments are required with registration and must be received prior to the forum to guarantee your place.

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Group discount of 10% for the 2nd participant from the same organization. For limited time only by 6 November 2017, register 3 participants and the 4th

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Group Discount will only be applicable to the package of the lowest value.

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Sheraton on the Park, Sydney

4 - 6 December 2017

161 Elizabeth St, Sydney NSW 2000, Australia

Tel: +61 2 9286 6000

Website: http://www.sheratonontheparksydney.com/?SWAQ=958C

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