



13th Conference on Insurance

“India Insurance 2020”

12th January 2010,

Hotel Taj Lands End, Mumbai

09:30 a.m. – 10:30 a.m.

Opening Session: “Insurance and the economy –2020”

- 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.
 - Insurance as a long term habit
 - Imperatives for India

**Welcome Address by
President, FICCI**

**Special Address by
Mr. V. Vaidyanathan, Chairman, FICCI’s
Insurance & Pensions Committee and CEO
& Mg. Director, ICICI - Pru Life Insurance
Co. Ltd. ©**

**Keynote Address by
Mr. J. Hari Narayan, Chairman, IRDA ©**

**Concluding Remarks
Dr. Amit Mitra, Secretary General, FICCI©**

10:30 a.m. – 10:45 a.m.

Tea Break

10:45 a.m. - 12:15 p.m.

Session 1: Convergence of Insurance with broader financial services

- Banking, insurance and asset management, how these converge and stand apart at the same time.
- Access and distribution across financial intermediaries
- 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?
- Impact and role of taxation (Direct Tax code)
- Any other subject of topical interest

Chair: Mr. Tarun Bajaj, Joint Secretary, Pension & Insurance, Ministry of Finance, Government of India ©

Keynote Address by: Mr. T S Vijayan, Chairman, LIC of India ©

Panel of Speakers:

- ❖ **Mr. Alpesh Shah**, Partner & Director, The Boston Consulting Group (BCG) ©
- ❖ **Mr. Bhargav Dasgupta**, Mg. Director & CEO, ICICI Lombard General Insurance Co. Ltd. ©
- ❖ **Mr. Cyril Shroff**, Managing Partner, Amarchand & Mangaldas & Suresh A Shroff & Co
- ❖ **Mr. Gaurang Shah**, Managing Director, Kotak Life Insurance ©
- ❖ **Senior Representative**, Ernst & Young Pvt Ltd

Q&A

12:15 p.m. - 01:45 p.m.

Session 2: “Life Insurance 2020”

- 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?
 - What can the industry do for talent management? What are the HR challenges and skill development requirements?

Chair: Mr. S.B. Mathur, Secretary General, Life Insurance council ©

Keynote Address by: Mr. Ajay Srinivasan, CEO Financial services, and Director, Corporate Strategy and Business Development, Aditya Birla Group

Panel of Speakers:

- ❖ **Mr. D. K. Mehrotra**, Mg Director, LICof India
- ❖ **Mr. Deepak Sood**, CEO, Future Generali India Insurance
- ❖ **Mr. Harpal S. Karicut**, CEO, Canara HSBC Oriental Bank of Commerce Life Insurance Company Limited ©
- ❖ **Mr Mahadev Nagendra Rao**, Mg. Director and CEO, SBI Life Insurance Co. Ltd.
- ❖ **Mr. Rajesh Relan**, Managing Director Metlife India Insurance Co Pvt Ltd
- ❖ **Mr. T.R. Ramachandran**, Mg. Director & CEO, Aviva Life Insurance Co. India Pvt. Ltd.
- ❖ **Mr. Nitin Chopra**, CEO, Bharti AXA Life Insurance Co Ltd
- ❖ **Mr. Rajesh Sud**, CEO, Max New York Life Insurance Co Ltd
- ❖ **Mr. G. V. Nageswara Rao**, Mg. Director & CEO, IDBI Fortis Life Insurance Company

Q&A

01:45 p.m. – 02: 30 p.m.

Lunch Break

02:30 p.m. - 04:00 p.m.

Session 3: “General Insurance 2020”

- 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-tariffication
- 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?
- What can the industry do for talent management? What are the HR challenges and skill development requirements?

Chair: Mr. S.L. Mohan, Secretary General, General Insurance Council ©

Panel of Speakers:

- ❖ **Mr. G Srinivasan**, CMD, United India Insurance Company
- ❖ **Mr. Gaurav Garg**, CEO, Tata AIG Non Life Insurance Co ©
- ❖ **Mr. Hemant Kaul**, CEO, Bajaj Allianz General Insurance Co. Ltd.©
- ❖ **Mr. M. Ramadoss**, Chairman & Mg. Director the Oriental Insurance Co. Ltd.

Q&A

04:00 p.m. – 5:30 p.m.

Session 4: “Micro Insurance 2020”

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

Panel of Speakers:

- ❖ **Mr. D. Shivakumar**, Managing Director, Nokia
- ❖ **Ms Mirai Chatterjee**, Director -Social Security, SEWA©
- ❖ **Mr.Vijay Mahajan**, Chairman & Managing Director, BASIX©
- ❖ **Mr.Sandeep Bakshi**, Deputy Mg. Director, ICICI Bank Ltd.
- ❖ **Mr. Saurabh Tripathi**, Partner & Director, BCG ©

Q&A

05:30 p.m. - 06:00 p.m.

Valedictory Session

- Presentation on way forward by **Mr. Alpesh Shah**, Partner and Director, The Boston Consulting Group (BCG) ©
- Valedictory Address by **Mr. J. Harinarayan**, Chairman, IRDA ©
- Vote of thanks by **Mr. V. Vaidyanathan**, Chairperson, FICCI's Insurance & Pensions Committee and CEO & Mg. Director, ICICI -Pru Life Insurance Co. Ltd. ©

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Rest all speakers invited