



FEDERATION OF AFRO-ASIAN INSURERS AND REINSURERS (FAIR)

The Federation of Afro-Asian Insurers and Reinsurers (FAIR) was established in September 1964, to promote co-operation among insurance and reinsurance companies in Africa and Asia, through the regular exchange of information, expertise and the development of business relations. The number of Member Companies in 2017 reached 258 representing 54 Afro-Asian Countries, in addition to the corresponding members from Europe.

25 Afro-Asian Brokerage firms also joined FAIR Brokers Society under the umbrella of FAIR. FAIR has devoted special attention to the formation of Pools to enhance cooperation, increase underwriting capacity and retention of its members. The major Pools include Non-Life Reinsurance Pool, managed by Milli Re, Turkey, Aviation Pool managed by SCR, Morocco, FAIR Oil & Energy Syndicate managed by Trust Re, Bahrain and NAT.

The Life Insurance penetration in most of the African and Asian countries is still too low. Millions of people, even those who have enough disposable income do not hold life policy. Keeping this in mind, "FAIR Life Insurance Professional Group "FLIPG" was established to encourage life insurance Professionals and Managers to sit together to share and discuss the technical and administrative matters which impact their work.



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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. Late Dr. (Smt.) Sarala Birla and Syt. B K Birla, chairperson of B K Birla Group of companies are the founders of the business school. "Excellence and Values" are our guiding principles which are reflected in every activity of the Institute. The founders and patrons, Syt. B. K. Birla and Dr. (Smt.) Sarala Birla have always emphasised adherence to excellence, ethics and values both in their businesses as well as in educational institutions established by them.

In the year 2000, coinciding with the liberalisation of the insurance sector which allowed private and government sector participation. BIMTECH was the first one in the country to start full time management course in insurance. Swiss Re is the strategic partner of BIMTECH. Life Office Management Association (LOMA), USA, is BIMTECH's educational partner. BIMTECH also has a tie-up with Chartered Institute (CII) UK and The Risk Management Society (RIMS) USA. The Institute, being the pioneer in delivering a professional insurance management course in the country, has been observing the changes and developments in business for a long time with keen interest.

BIMTECH Ranked 6th among Private B'Schools and 15th among all (Government +Private) in the National HRD Network (NHRDN) & People Matters B'School Ranking 2016.

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1ST
BIMTECH- FAIR
INTERNATIONAL
SEMINAR

CAPITALIZING UPON THE EMERGING
TRENDS IN AFRO-ASIA REGION:

IN QUEST OF
**PROFITABLE AND
SUSTAINABLE GROWTH**

23rd & 24th APRIL 2019

New Delhi

ORGANISED BY:



IN COLLABORATION WITH:





CAPITALIZING UPON THE EMERGING TRENDS IN AFRO-ASIA REGION:

IN QUEST OF PROFITABLE AND SUSTAINABLE GROWTH New Delhi

Key Topics

- Making Life Insurance Protection Accessible to All
- Health Insurance Protection – An opportunity to Expand Access
- Insurtech: Have they been upto the challenge?
- Reinsurance: Coping up with the worsening Nat Cat environment

Benefits of Attending

F – Fathom

Fathom the protection gap in life insurance in Afro-Asian region

A – Approach

Approach the unreached through innovative ways

I – Internalization

Internalize technology to sustain growth and profitability

R – Reach

Reaching the unpredictable market by reinsurance

Emerging markets in Africa and Asia will play an important role in driving both insurance and reinsurance markets across the globe. The insurance industry worldwide has been witnessing an unprecedented trajectory of changes with the onset of emerging trends in technology, product innovation, strict regulatory compliance, changing needs of population- mainly due to increase in longevity and risk management strategies dealing with catastrophe losses. The yawning protection gap in life, health and property continues to torment the uninsured population all over the world.

Though the global reinsurance industry exhibited great resiliency in the event of mounting catastrophic losses in 2017 largely because of stout capitalization and effective risk management yet the reinsurers have been grappling with ways to arrest the catastrophe losses. Political and geo political risks are the key factors that keep on changing the market constantly and inhibit the insurance growth in the process. One of the biggest threats reinsurance industry is facing today is climate change. This phenomenon emanating from floods and storms, alone gives rise to huge losses every year.

In present competitive landscape of insurance industry, technology is more seen as an essential tool than as a differentiator. All over the world it is felt digitization and automation would define the potential of insurance industry. There is a talk that decision processes can be automated through technology like blockchain, Robotic Process Automation(RPA), Machine learning. However, the cascading effect of technology in accelerating insurance business particularly among the marginalized population is far from the reality. The challenge ahead is how to leverage the technology to penetrate the uncovered population

Further, there are various opportunities for life insurers in emerging countries. The world is going through global pension crisis which could be a great opportunity for life insurers. By looking at their performance and increase in penetration, Afro-Asian countries would flourish and grow by giving competition to developed market in coming years.

Profitability remains under great strain in life as well as non-life insurance sector. All insurers need to control their declining underwriting margins to sustain good profitability levels. Return of Equity (ROE) is still a matter of concern in Afro-Asian regions. Profitability has been majorly hit by falling investment return and unsound underwriting practices. Another issue that is affecting the profitability is capital management. However, in some countries where consolidation has taken place among big players, solvency ratio has been rising consistently in those countries.

Also, despite making much progress in the last couple of decades, Afro-Asian countries are behind the global benchmarks in healthcare. They are facing the threats of lifestyle diseases, existing communicable diseases and infectious diseases like dengue and swine flu. They need to come out not only with innovative products but also products that fulfil the need of the community. Most Afro-Asian country are experimenting with Universal Health Protection coverage. India has introduced Universal Health protection scheme for its marginalised population. This scheme is the biggest health scheme in the world. Can health insurance play a big role in sustainable growth in days to come?

The aim of this seminar is to discuss in detail the various problems and throw up solutions by keeping in mind sustainable growth along with profitability of Afro-Asian countries.

For Sponsorship

Title Partner	Platinum Partner	Gold Partner	Silver Partner
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SEMINAR SCHEDULE – Day 1

DAY 1- 23 rd APRIL 2019	Tuesday
09:00 hrs to 10:00 hrs	Opening Ceremony • Opening Speech by Chairman, Organising Committee • Welcome Speech by Secretary General of F.A.I.R. • Keynote Address by Guest of Honour
10:00 hrs to 10:30 hrs	Fellowship at Coffee Break
10:30 hrs to 12:00 hrs	Making Life Insurance Protection Accessible to All
12:00 hrs to 12:45 hrs	Lunch
12:45 hrs to 14:15 hrs	Health Insurance Protection – An opportunity to Expand Access
14:15 hrs to 14:30 hrs	Fellowship at Coffee Break
14:30 hrs to 16:00 hrs	Insurtech: Have they been up to the challenge?
16:00 hrs to 17:30 hrs	Research Papers

SEMINAR SCHEDULE – Day 2

DAY 2- 24 th APRIL 2019	Wednesday
09:00 hrs to 10:30 hrs	Reinsurance: Coping up with the worsening Nat Cat environment
10:30 hrs to 11:00 hrs	Fellowship at Coffee Break
11:00 hrs to 12:30 hrs	Presentation of Research Papers
12:30 hrs to 13:30 hrs	Lunch
13:30 hrs to 14:30 hrs	Valedictory
14:30 hrs to 15:00 hrs	Vote of Thanks

Technical Research Paper Competition

Related to the Theme/Sub-Themes of the Seminar, Research based Papers Articles/Case Studies are also invited separately from Working Professionals, research scholars/academician as well as from PG-Students. Winner (qualifying quality standard) from two categories will be awarded with a Cash Prize of Rs.10,000/- each, along with Certificate to all the participants.

Entries should be sent to: fair.seminar@bimtech.ac.in



Nominations

Nominations in the prescribed form should reach BIMTECH before:
For Indian Participants: 5th April 2019
For Foreign Participants: 31st January 2019

For Registration, send your mail to fair.seminar@bimtech.ac.in. The seminar fee may be made through RTGS/NEFT/SWIFT or Demand Draft, in favour of Birla Institute of Management Technology. Bank charges shall be borne by delegate.

Accommodation

We have negotiated preferential rates for our participants with **RADISSON BLU HOTEL NOIDA**

Single Occupancy: INR 8,999/- + Taxes
Double Occupancy: INR 9,999/- + Taxes

For Accommodation

Contact:
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Email: nipul.lele@radissonmbd.com

Accommodation in a budget hotel is under consideration and details will be made available shortly.

Seminar Fees:

Participants from India / Nepal / Bhutan	INR Rs. 5,000/- + 18% GST
Other Overseas Participants (Fair Members)	USD\$250/- + 18% GST
Other Overseas Participants (Non-Fair Members)	USD\$300/- + 18% GST

Research Paper Presentation Fees:

Participants from India / Nepal / Bhutan	INR Rs. 2,000/- + 18% GST
Other Overseas Participants (Fair Members)	USD\$200/- + 18% GST
Other Overseas Participants (Non-Fair Members)	USD\$250/- + 18% GST

**no further registration fee*

Bank Details:

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