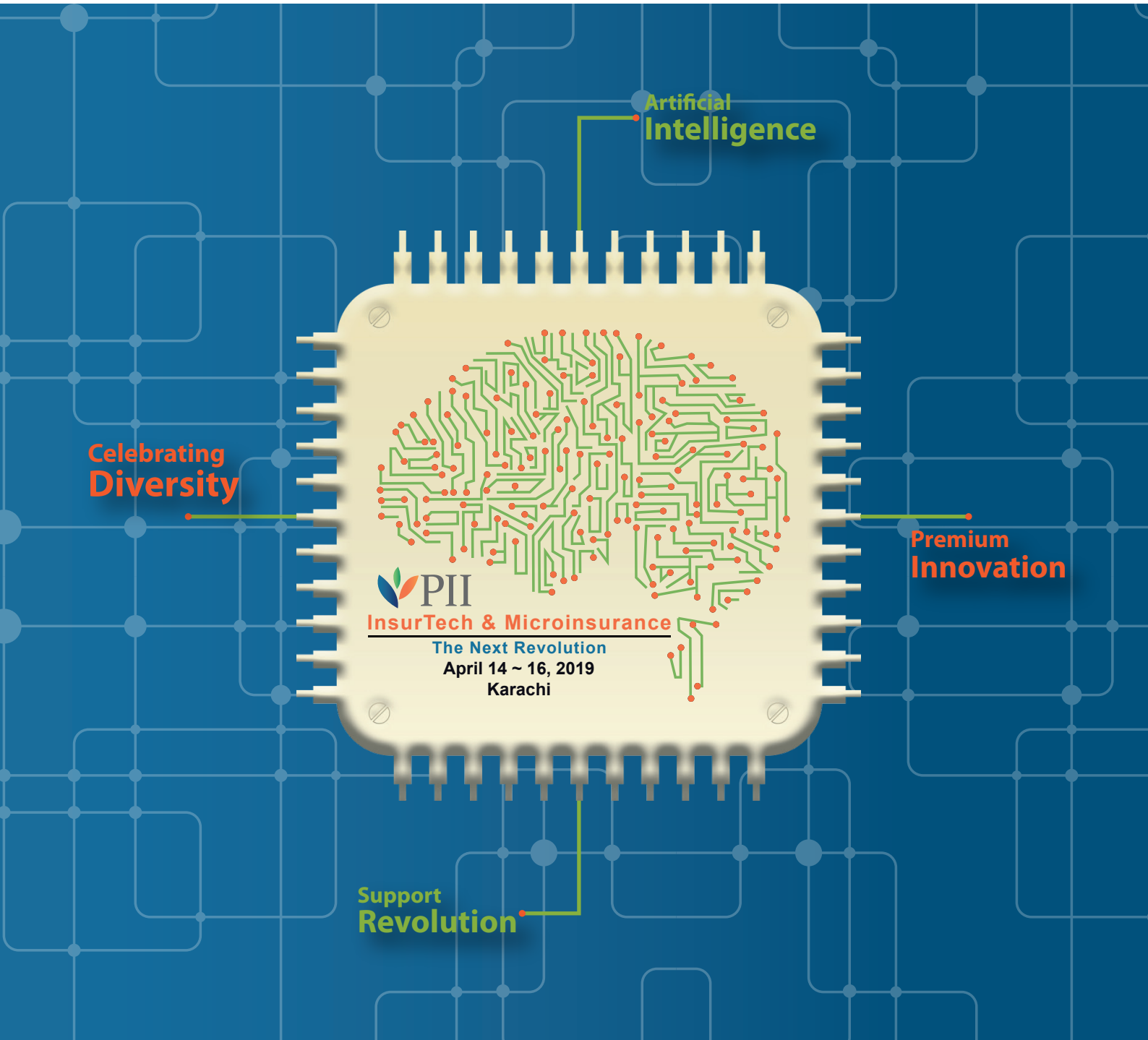




# **InsurTech & Microinsurance**

## **The Next Revolution**

April 14 ~ 16, 2019  
Karachi



Artificial Intelligence

Celebrating Diversity

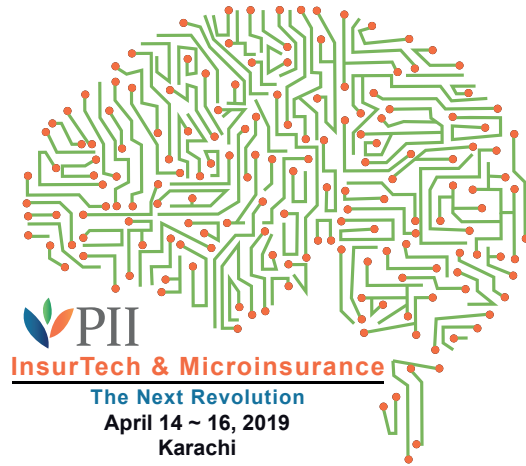
Premium Innovation

Support Revolution

PII  
InsurTech & Microinsurance  
The Next Revolution  
April 14 ~ 16, 2019  
Karachi



Conference Announcement



**PII brings together internationally renowned speakers and an opportunity to experience Pakistan's hospitality**

On behalf of the organizing committee we welcome you to the International Conference on 'InsurTech & Microinsurance' being held from April 14 ~ 16, 2019 in Karachi, Pakistan.

The Insurance industry is already facing and is likely to experience increasing disruption than most other sectors as tech innovations have greater impact on data analytics. Secondly, insurance is about selection and pricing of risks. The IoT, Wi-Fi mobility and big data will change the type of data insurers use, how they assess the risk, how they price the risk and how they deal with the customers. Microinsurance and its delivery depend on technology to fully realize the potential of social benefits it brings to the masses especially in a country like Pakistan. Thus, the topic of this Conference.

Pakistan Insurance Institute believes that this subject needs to be addressed with all stakeholders and this Conference aims to bring together renowned foreign and local speakers / moderators from Alfalah Insurance, Allianz Re, Aon, CHUBB, EFU Life, Guy Carpenter, Jubilee Life, Kashf Foundation, Milvik, Munich Re, Planet N, SCOR, Swiss Re and Trust Re. It is an ideal opportunity for delegates from insurance companies, broker firms, banks, microfinance institutions, national corporations and loss adjusters to discuss and find ways and means to understand the impact of technology advancement and expand the outreach towards increasing insurance penetration.

The organizing committee has planned a gala dinner featuring cultural taste followed by a lively entertainment programme. Golf and shopping trips are also planned for foreign delegates who prefer outdoor activities.

We look forward to hosting you and are committed to make your stay in Karachi comfortable and memorable.

Tahir Ahmed  
Chairman  
Pakistan Insurance Institute

Taher G. Sachak  
Chairman  
Conference Committee

# PROGRAM

Sunday April 14, 2019

08:00 p.m. Welcome Dinner

Poolside, Movenpick

Monday April 15, 2019

08:15 a.m. Registration

09:00 a.m. Recitation from Holy Quran

09:05 a.m. National Anthem & Documentary

09:15 a.m. Welcome Address

Mr. Tahir Ahmed  
*Chairman, Pakistan Insurance Institute*

09:30 a.m. Address by Guest of Honour

Mr. Farrukh H. Sabzwari  
*Chairman, Securities & Exchange Commission of Pakistan*

09:45 a.m. Address by Guest of Honour

Mr. Younus Dagha  
*Secretary, Ministry of Commerce, Govt. of Pakistan*

10:00 a.m. Keynote Address

Mr. Nadeem Hussain  
*Founder and Coach, Planet N Group of Companies*

## Working Session I

10:30 a.m. Evolving in a Dynamic Risk Ecosystem

Mr. Christoph Spichtig  
*Chief Underwriting Officer, Treaty P & C, SCOR Reinsurance Asia Pacific*

## 11:00 a.m. - 11:15 a.m. Tea Break

11:15 p.m. To be advised

Mr. Olivier Steger  
*Regional Manager UAE & Pakistan, Swiss Re*

11:45 a.m. Enterprise Risk Management -Cyber Insurance - Chubb experience

Mr. Nikolay Dmitriev  
*Regional Director P & C, Eurasia & Africa, Chubb*

12:15 p.m. Panel Discussion (Q & A)

Mr. Taher G. Sachak (Moderator)  
*Managing Director & Chief Executive, EFU Life Assurance*

## 01:00 p.m. - 02:15 p.m. Lunch & Prayer Break

## Working Session II

02:15 p.m. Redefining Micro-Insurance

Mr. Kamal Tabaja  
*Group Chief Operating Officer, Trust Re*

02:45 p.m. Mainstreaming Micro-Health Insurance: Lessons from Kashf Foundation

Ms. Roshaneh Zafar  
*Founder & Managing Director, Kashf Foundation*

## 03:15 p.m. - 03:30 p.m. Tea Break

03:30 p.m. Allianz: Experiences of a 128-year-old global insurer in a world of young techies and fast changing risks

Mr. Amer Ahmed  
*CEO, Allianz Reinsurance*

04:00 p.m. Innovation, Agility, Resilience

Mr. George Attard  
*Chief Executive Officer, Asia Reinsurance Solutions, Aon*

04:30 p.m. Panel Discussion (Q & A)

Mr. Javed Ahmed (Moderator)  
*Managing Director & Chief Executive Officer Jubilee Life Insurance Company*

## 8:00 p.m. - 11:00 p.m. Gala Dinner and Musical Evening

Tuesday April 16, 2019

## Working Session III

09:30 a.m. Fostering innovation in Microinsurance – the role of Insurtech and Big Data

Mr. Nicholas Van Der Nest  
*Regional Head - Product Innovation, Asia Pacific, Middle East & Africa Munich Re*

10:00 a.m. To be advised

Mr. John Thorpe  
*Senior Vice President, Asia Pacific, Guy Carpenter & Co. Ltd*

## 10:30 a.m. - 10:45 a.m. Tea Break

10:45 a.m. To be advised

Milvik Pakistan

11:15 a.m. To be advised

To be advised

11:45 a.m. Panel Discussion (Q & A)

Mr. Nasar us Samad Qureshi (Moderator)  
*Managing Director & Chief Executive Officer Alfalah Insurance Company*

12:30 p.m. Vote of Thanks  
12:40 p.m. Memento Presentation  
Lunch

**InsurTech & Microinsurance**  
**The Next Revolution**

**REGISTRATION FORM**

**PERSONAL DETAILS**

Name (Mr/Mrs/Ms) \_\_\_\_\_  
(as per passport)

Company /Organization \_\_\_\_\_

Designation / Position \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zip Code \_\_\_\_\_ Country \_\_\_\_\_

Telephone \_\_\_\_\_ Mobile \_\_\_\_\_ Email \_\_\_\_\_

Passport No. \_\_\_\_\_ Expiry Date \_\_\_\_\_ Issued at \_\_\_\_\_

Nationality \_\_\_\_\_ Invitation for Visa required  Yes  No

Name of accompanying person (Mr/Mrs/Ms) \_\_\_\_\_  
(as per passport)

Passport No. \_\_\_\_\_ Expiry Date \_\_\_\_\_ Issued at \_\_\_\_\_


**REGISTRATION FEE**

Category  Local Delegate - PKR 10,000  Foreign Delegate - US\$ 500

**MODE OF PAYMENT**

Local delegates: Crossed cheque /bank draft in favour of PAKISTAN INSURANCE INSTITUTE  
Foreign delegates: Bank draft (details on request) in favour of PAKISTAN INSURANCE INSTITUTE or cash upon arrival

**HOTEL ROOM RESERVATION & FLIGHT INFORMATION**

Hotel Room*	Room Type	Room Rate# (USD**)	Hotel Booking	
 (Conference Venue) www.movenpick-hotel.com/Karachi	Classic Deluxe Executive	##Single Bed    ##Double/2 Bed USD 135 <input type="checkbox"/> USD 160 <input type="checkbox"/> USD 160 <input type="checkbox"/> USD 185 <input type="checkbox"/> USD 190 <input type="checkbox"/> USD 215 <input type="checkbox"/>	Check in Date: _____ Check out Date: _____ <input type="checkbox"/> Smoking Room <input type="checkbox"/> Non-Smoking Room	
		Karachi Marriott Hotel www.marriott.com.khpk	Deluxe Executive USD 190 <input type="checkbox"/> USD 215 <input type="checkbox"/> USD 230 <input type="checkbox"/> USD 255 <input type="checkbox"/>	<b>Flight Details ^</b> Arrival: Date: _____ Time: _____ Flight No: _____ Departure: Date: _____ Time: _____ Flight No: _____ Airport Transfer: <input type="checkbox"/> One-Way <input type="checkbox"/> Two-Way <input type="checkbox"/> Not Required
		Avari Towers www.avaritowers.com	Traveller Executive USD 160 <input type="checkbox"/> USD 185 <input type="checkbox"/> USD 250 <input type="checkbox"/> USD 275 <input type="checkbox"/>	

Hotel reservation charges/cancellations as per hotel policy

\* Complimentary Breakfast  
## Room rates exclude taxes

# Room rates are subject to change  
^ Complimentary Pick & Drop between Airport & Hotel

\*\* indicative Exchange Rate USD1 = Rs. 140

Register by returning the completed form to the Secretariat Office via email, or through courier latest by March 20, 2019. For hotel reservation, please send the form directly to the hotel selected.

Secretariat Office:  
30-B Lalazar Drive, M.T. Khan Road, Karachi-74000  
Tel: (+92-21) 35611063-64 Fax: (+92-21) 35610020  
Email: customerservice@pii.com.pk  
www.pii.com.pk

Signature \_\_\_\_\_



Pakistan is a land of opportunity and abundant resources with a rich and vibrant culture dating back to some of the oldest civilizations of Indus Valley and Mohenjo-Daro.

Emerging from many years of the war on terror, it is now on a stable path to progress, with economic growth of 5.8% and improved investor confidence.

Pakistan has been listed among the next 11 countries that along with the BRICS countries (Brazil, Russia, India, China and South Africa) have a high potential of becoming among the world's largest economies in the 21st century.

Pakistan has one of the fastest growing e-commerce markets in the world. Growth is being accelerated by major investments in power, construction, technology and digital infrastructure, oil and gas, transport, finance and business sectors as well as 'Pakistan's Arts and Crafts' and 'Pakistan's Exports,' namely textile, rice, fruits, vegetables, leather and sports goods. China-Pakistan Economic Corridor (CPEC) is an example of massive investments coming into Pakistan, which is fully poised to revolutionize regional and international trade, making Pakistan the hub of trade for south and central Asia as well as the Gulf States. The impact of the project can be seen in the lives of Pakistani people, as reflected in an improved human development index.

In the last five years, Pakistan's literacy rate has grown by 250%, the largest increase in any country to date. We have a population of over 200 million people with more than 70% below 35 years which is a huge and growing youth market in the region with untapped potential.

Pakistan's strategic location is one of its major strengths. To capitalize on this it has constructed the world's largest warm-water deep-sea port situated in the Arabian Sea at Gwadar, which is expected to give a major boost to Pakistan's economy. Pakistan offers some of the most attractive business, trade and investment opportunities in the region and this is evident from the growing interest by international investors.

The global map is being altered at a much faster rate than anticipated due to the disruption created by digital infrastructure, artificial intelligence, the Internet of Things, and blockchain. Further digital and technological disruption is now set to improve living conditions and enhance economic empowerment. Pakistan's total number of active internet users based on active user data and active use of internet-powered mobile services was recorded at 44.61 million till Jan 2019. Internet users as a percentage of the total population stand at 22% and the total number of active mobile internet users at 43.4 million.

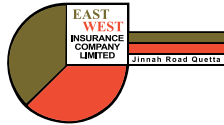
In a Mobile App competition recently held at the World Government Summit in Dubai, Pakistan Citizen's Portal was listed as the second best Government Mobile App in the world. The instant App was designed and developed free of cost by the team from Khyber Pukhtunkhwa.

Pakistan is also well known for its unspoilt natural beauty and stunning landscapes in the Northern areas. It has 5 of the world's 14 highest mountains taller than 8000 meters including K2 and Nanga Parbat. The Karakoram Highway, connecting China and Pakistan, is the highest paved international road in the world. The world's highest polo ground is in Shandur Top, Chitral region at a height of 3700 meters. The Thar desert is among the world's largest sub-tropical deserts.

This winter a sports and skiing gala was held in Malam Jabba which saw participation from over 30 international and national players putting Pakistan firmly on the map for international tourism and promoting local ski talent among the youth.

According to a poll organized by the Institute of European Business Administration, Pakistanis have been ranked the "fourth most intelligent people" across the globe from amongst 125 countries. A 2018 United Nations report on happiness revealed that Pakistanis are the happiest amongst all their neighboring countries, a testament to our resilience and optimism as a nation.

# SPONSORS



J.B. BODA Group



Secretariat Office:  
30-B Lalazar Drive, M.T. Khan Road, Karachi-74000  
Tel: (+92-21) 35611063-64 Fax: (+92-21) 35610020  
Email: [customer.service@pii.com.pk](mailto:customer.service@pii.com.pk)  
[www.pii.com.pk](http://www.pii.com.pk)