

Endorsed by



ASSOCIATION
OF SOUTHEAST
ASIAN NATIONS



ASEAN INSURANCE
EDUCATION COMMITTEE

An initiative of the



Singapore College
of Insurance

5th SAIL ASEAN SCHOOL OF ADVANCED INSURANCE LEADERSHIP

LEADING IN A POST-COVID WORLD

ONLINE LIVE

27
CPD
hours

REGISTER

Opening Registration Date: 19 July 2021
Closing Registration Date: 15 October 2021

90% Net Fee Funding and Training Allowance Grant for Singaporeans and Singapore PRs sponsored by Financial Institutions and FinTech Firms.

4th ASEAN
INSURANCE
SUMMIT

26
OCT

10am to 5pm (SGT)

28
OCT

29
OCT

01
NOV

10am to 6pm (SGT)

Note: There is a break between day 1 and day 2.

Includes ASEAN Insurance Summit Entry Ticket on 26 October 2021

FOR SINGAPORE-BASED PARTICIPANTS#, GROSS FEE PAYABLE
PER PARTICIPANT IS: **S\$588.50 (INCLUSIVE OF 7% GST)**

For Singapore Citizens/Singapore Permanent Residents, physically based in Singapore, who are sponsored by a financial institution (FI), the FI will pay the Net Course Fee of **S\$93.50** (which includes 7% GST) subject to Clawback Provision.

Clawback Provision: The SCI will clawback the funded portion from the FI which sponsored the participant should the participant withdraws halfway or does not fulfil the course requirements.

The Training Allowance Grant (TAG) will be claimed by the sponsoring FI directly from IBF after the eligible participant successfully completes the course.

OVERSEAS PARTICIPANTS FEE:
USD400.00

For Overseas Participants
To qualify for zero-rating of the course fee for overseas participants, you must be residing outside of Singapore and attending the course in a business capacity and not in personal capacity.

GUEST-OF-HONOUR

Mr Christian W. Wanandi
Secretary-General
ASEAN Insurance Council



OVERVIEW OF PROGRAMME

The ASEAN School of Advanced Insurance Leadership (SAIL) programme is intended as a prestigious, advanced programme that will serve as an extension to the successful ASEAN School for Young Insurance Managers (AYIM), which is aimed at building and nurturing a pool of future leadership talent for the ASEAN insurance markets. Since 2010, the ASEAN Insurance Council and the ASEAN Insurance Education Committee had been deliberating on an appropriate advanced-level leadership programme that will build on the foundation provided by the AYIM programme and serve as a step-up programme for the AYIM alumni as well as other high-potential insurance managers groomed for leadership positions.

With this objective in mind, the SAIL programme, conceptualised and managed by the Singapore College of Insurance (SCI) on behalf of the ASEAN Insurance Education Committee seeks to equip insurance managers and leaders with the pertinent knowledge and deep insights into the key management issues of the day, which will enable them to make impactful strategic decisions and to provide critical leadership and management expertise for the insurance companies that they work for.

The SAIL programme is structured in a modular format that comprises four cutting-edge modules, with each day focusing on a specific topic or issue that is of current concern to senior industry leaders. The 5th intake SAIL programme will focus on "LEADING IN A POST-COVID WORLD".

THEME* FOR EACH DAY

Day
01

ASEAN Insurance
Summit: Building
A More Resilient
and Sustainable
ASEAN

Day
02

Impact Of New
Technologies
On Operating
Models

Day
03

Strategy On
Sustainability

Day
04

Business Growth
Strategy –
Post-Covid

TARGET AUDIENCE

Alumni of the AYIM programme; senior management of insurance organisations (encompassing life, general and reinsurance) in the ASEAN markets; as well as high-potential managers identified for senior leadership positions in their companies. The candidate must have a strong command of English.

PAST INTAKES OF SAIL

SAIL 1ST INTAKE

Bangkok, Thailand

Dec 2012

Theme: Corporate
Governance and
Risk Management
for Insurers

SAIL 2ND INTAKE

Da Nang, Vietnam

Dec 2013

Theme: Corporate
Risk Management

SAIL 3RD INTAKE

Bandar Seri
Begawan, Brunei

Nov 2014

Theme: Capital
Adequacy

SAIL 4TH INTAKE

Bali, Indonesia

Sep/Oct 2019

Theme: Leading in
a TechRevolution
Age

DAY-BY-DAY PROGRAMME

DAY 1

TUESDAY, 26 OCTOBER 2021

4th ASEAN INSURANCE SUMMIT BUILDING A MORE RESILIENT AND SUSTAINABLE ASEAN

TIME	PROGRAMME
10.00 AM TO 11.30 AM	<ol style="list-style-type: none">1. Welcome Address by Secretary-General, ASEAN Insurance Council, Mr. Christian W. Wanandi2. Keynote Address & Official Opening of AIS by Guest-of-Honour Mr Marcus Lim, Assistant Managing Director (Banking and Insurance), Monetary Authority of Singapore3. Special Address – H.E. Satvinder Singh, Deputy Secretary-General of ASEAN for ASEAN Economic Community4. Launch Ceremony: ASEAN School of InsurTech, Analytics & Innovation & The ASEAN Professional Insurance Diploma5. ASEAN Qualification Reference Framework Development and Implementation6. Launch of ASEAN Pulse 2021 by Malaysian Reinsurance Berhad7. ASEAN Green Research Hackathon Prize Award Ceremony
11.30 AM TO 1.00 PM	<ol style="list-style-type: none">8. Session 1: Making ASEAN More Climate Resilient Panel 1: CEO Panel: Greening The Recovery For ASEAN9. Session 2: Managing Insurance Gaps For Resilience Panel 2: Technical Panel
1.00 PM TO 2.00 PM	Lunch Break
2.00 PM TO 5.00 PM	<ol style="list-style-type: none">10. ASEAN Insurance Regulators' Forum Strengthening Financial Resilience – A Regulatory Perspective11. World Economic Forum - AIC Forum Building A More Resilient and Sustainable ASEAN Together12. Closing Address by Chairman, ASEAN Insurance Council, Mr. Sara Lamsam

DAY 2

THURSDAY, 28 OCTOBER 2021

IMPACT OF NEW TECHNOLOGIES ON OPERATING MODELS

We will cover a range of new technologies impacting the operating models of insurance. The key topics are as follows: the Digital Transformation Journey; Introduction to Data and Data Analytics; Artificial Intelligence and its application in insurance; Blockchain and its applications in Insurance; The Future of Ecosystems and the Future of Insurance. Case-studies are used to assist participants to understand and apply the knowledge gained. Insurance examples are used. No prior knowledge of technology is needed.

TIME	PROGRAMME
10.00 AM TO 11.00 AM	1. InsurTech Landscape in ASEAN <ul style="list-style-type: none">• Overview of InsurTech companies in ASEAN• ASEAN InsurTech trend and development 2. Why Digital transformation <ul style="list-style-type: none">• Benefits to the customer• Disruptive changes to the traditional distribution approach• Benefit to the insurance value chain
11.00 AM TO 12.00 NOON	3. Data Science vs Data Analytics <ul style="list-style-type: none">• What is the difference between Data Science and Data Analytics• An overview of Data Analytics for Insurance for business insights in alignment with business objectives• Introduction to Data Storytelling / Visualisation• Select appropriate visualisation techniques and information displays to convey data and findings• Incorporate interactive graphics, visuals and technical features into the data presentation
12.00 NOON TO 1.00 PM	Lunch Break
1.00 PM TO 4.30 PM	4. AI / Machine Learning Adoption in Insurance <ul style="list-style-type: none">• Introduction of various AI / machine learning techniques and key terminologies• Use cases to apply AI / machine learning in insurance and their impact• Applied AI algorithm explanation and case study (Fraud detection, operation efficiency, claim management and customer analysis) 5. How Blockchain help in Insurance Companies <ul style="list-style-type: none">• Understand blockchain technology/ distributed ledger technology• Blockchain Across Insurance Value Chain• Blockchain Empowered Insurance Industry Databases• The future of Blockchain in Insurance
4.30PM TO 6.00PM	6. The Future Ecosystems <ul style="list-style-type: none">• The 5G+ Ecosystems and Smart Nations• Impact of Sustainability• Insurance Solutions into Future Ecosystems• Introduction to Virtual Assets Insurance 7. Concluding Remarks: The Future of Insurance <p>The Vision of Invisible Insurance – what we need to do now to achieve the vision</p> 8. Case Study



Raymond Cheung

FACULTY

Raymond Cheung has 20 years' experience as actuary, risk professional, consultant and entrepreneur. He is the founder of Alpha Millennia Technology providing digital insurance and deep-tier supply chain financing services in South East Asia. Previously, he was Grab's Regional Insurance Head spread-heading InsurTech initiatives for eight ASEAN countries. Before that, he was the Chief Risk Officer for 2 insurance companies in Singapore. Raymond is also an independent director for 2 listed companies in Singapore. Raymond holds the Bachelor of Business (Actuarial Science major) with NTU. He is an Associate member of the Institute & Faculty of Actuaries, UK and the Singapore Actuarial Society.

DAY 3

FRIDAY, 29 OCTOBER 2021

STRATEGY ON SUSTAINABILITY

TIME	PROGRAMME
10.00 AM TO 12.00 NOON	<p>1. Environmental, Social and Governance (ESG) for Insurers (Life and General Insurance)</p> <p>This segment covers Environmental, Social and Governance (ESG) for Insurers, both in life and general insurance. It will help participants to understand ESG and why it matters, the role of government in promoting ESG Initiatives as well as the environmental risk considerations and opportunities for insurers. We also examine the social risk considerations and opportunities for insurers; the governance risk considerations and opportunities for insurers, as well as the role of financial institutions and enterprises in implementing ESG. Case-studies and insurance company examples are used to assist participants to understand and apply the knowledge gained.</p> <p>a. ESG and why it matters</p> <ul style="list-style-type: none"> • What is ESG? • Environmental Risk: Climate Change, Pollution, Deforestation and Biodiversity Risk • Social Risk: Human capital, Health & safety, Diversity and Inclusion • Governance Risk: Corporate governance, Ethics and Board Responsibility • Why do ESG matter to FIs and Enterprises – the issue of sustainability <p>b. The Role of Government in Promoting ESG Initiatives</p> <ul style="list-style-type: none"> • A Global Issue requires A Global Effort • United Nation PSI Principles for Sustainable Insurance Initiative • IAIS Sustainable Development Goals (SDGs) • EU Paris Agreement <hr/> <p>c. Environmental Risk Considerations for Insurers</p> <ul style="list-style-type: none"> • Roles and Responsibilities in Environmental Risk Management • Environmental Risk Culture • Environmental Risk Assessment • Stress Testing and Scenario Modeling for Environmental Risk • Underwriting and Decision Making on Environmental Risk for Insurance • Environmental Risk Monitoring and Disclosure <p>Case Study: Environmental Risk Management for Life and General Insurers</p>
12.00 NOON TO 1.00 PM	Lunch Break
1.00 PM TO 2.00 PM	<p>1. Environmental, Social and Governance (ESG) for Insurers (Life and General Insurance) (Cont'd)</p> <p>d. Social Risk Considerations for Insurers</p> <ul style="list-style-type: none"> • Social Risk Management of people, workers and local communities • Social Risk Applications in Employment Issues • Social Risk Applications in Health and Safety Issues <p>e. Governance Risk Considerations for Insurers</p> <ul style="list-style-type: none"> • Corporate Governance <ul style="list-style-type: none"> - Lesson learnt from past governance failures - Board's roles, responsibilities and oversight - What an Effective Governance Framework looks like • Consumer Protection <ul style="list-style-type: none"> - Governance, Ethics and Customers - Treating Customer Fairly (TCF) Initiatives: Fair Dealing Principles - Managing Customer Risk: Know-Your-Customer (KYC) process <p>f. ESG Opportunities for Insurers</p> <ul style="list-style-type: none"> • Environmental Opportunities for Insurers • Social Opportunities for Insurers • Governance Opportunities for Insurers • Example(s) of Sustainability Reports of Insurance Companies • Concluding Remarks: ESG Strategy for a Financial Institution

2.00 PM TO
4.00 PM

2. Managing The Transformation Towards Sustainability

ESG topics have taken center stage for insurance companies just recently, as investors, risk manager, and in their own operation. In this webinar, we will discuss ways to manage the complexity introduced by additional ESG stakeholders, potential conflicts of interest and the need to fundamentally transform towards sustainability – a task that stretches across your entire organization and beyond. We will look at use cases in the financial industry as a source of inspiration.

4.00 PM TO
6.00 PM

3. The Evolution Of Insurance Customer Expectations

The needs and demands of retail insurance customers have been steadily evolving away from pure risk transfer and value-for-money to a more complex set of services and higher-order requirements. In this webinar, we will investigate the broader societal shifts, technology drivers and generational differences for this evolution. We will focus on the emerging customer requirements for sustainability and the strategic and operational implications of this evolution and showcase examples for addressing these needs.

FACULTY



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Dr. Carlo Pugnetti

Dr. Carlo Pugnetti is a lecturer at the Institute for Risk & Insurance at the ZHAW. His research focuses on the evolution of customer behaviour in insurance, with particular focus on the changes triggered by technology adoption and generational differences. Prior to joining ZHAW, Carlo served as the CEO of Allianz Global Assistance in Switzerland and in several other functions within the Allianz Group - restructuring the Claims department at Fireman's Fund in the United States, working on strategic issues in Group Development in Munich and leading an international Line of Business from Paris. Carlo began his career as a consultant for Oliver Wyman. Carlo holds a Ph.D. in Risk Analysis and a Master's degree in Electrical Engineering, both from Stanford University.



Lukas Stricker

Lukas Stricker is a lecturer at the Institute for Risk & Insurance at the ZHAW. His research focuses on transformation management and the impact of new technologies on the operations of insurance companies. Prior to joining ZHAW, Lukas ran the international programs operations for Zurich Insurance globally. Current engagements include the role of CEO at a start-up company in the EdTech field as well as board membership in a consultancy boutique specialized on digitalization in the insurance industry. Lukas holds a MSc. In Environmental Sciences from ETH Zurich.

DAY 4

MONDAY, 1 NOVEMBER 2021

BUSINESS GROWTH STRATEGY POST-COVID / IN THE NEW ABNORMAL

We will cover the impact of Covid in depth and co-create a high-level plan to grow our businesses in response to the new context.

TIME	PROGRAMME
10.00 AM TO 12.00 NOON	1. Awareness of Covid Impact / the New Abnormal – What does it mean to the Insurance Industry? <ul style="list-style-type: none">• Key Drivers of Change• Changes for Now vs Changes for Good• Future of Work
12.00 NOON TO 1.00 PM	LUNCH BREAK
1.00 PM TO 6.00 PM	2. Action Plan - Renaissance Organisations - How Organisations of the Future respond to Covid <ul style="list-style-type: none">• Sustainability<ul style="list-style-type: none">Importance of Clear Purpose in time of Crisis• Flourishing Communities within the Insurance Company<ol style="list-style-type: none">1. Employee Experience2. Mental Health & Well-Being3. New Hybrid Ways of Working<ul style="list-style-type: none">- The Workplace of the Future - Physical Office vs Digital HQ- Collaboration- IT Challenges- Communication• Digital Nativity<ol style="list-style-type: none">1. Role of Digital Innovation2. Digital Fluency• Building the Learning Organisation in Insurance Companies

FACULTY



Yash Mehta

Yash Mehta is the Managing Director of Growth-Hive.com, a boutique digital innovation firm. He guides progressive organizations and leaders to reinvent themselves with the digital revolution and innovate at scale with purpose. He has a unique combination of experiences in Management Consulting (with Accenture New York), Investing and General Management (P&L) roles with consumer-centric and financial services companies across US, EU & APJ. He has also provided Digital Strategy & Sales advisory for Financial Planning & Insurance professionals and organizations, including SCI. He is an intermittent triathlete and alumnus of Harvard Business School (GMP) and MIT Sloan (MBA).

ABOUT AIC, AIEC

ASEAN INSURANCE COUNCIL (AIC)

- A Regional Platform For The Insurance Industry

AIC is an organisation under the ASEAN Secretariat which focusses primarily on the ASEAN insurance industry. Formed as a public-private partnership funded by the private sector and it works closely with the ASEAN Insurance Regulators and related Government Agencies to further the objective of regional co-operation in ASEAN. It was established during the ASEAN Meeting on 4 April 1978 in Jakarta, Indonesia. The objectives of the organisation are to promote and stimulate the development of the insurance industry within ASEAN as well as to build relationships amongst insurance companies in ASEAN. The AIC Board comprises the Presidents of the 15 Life and Non-Life Insurance Associations in ASEAN and a member of ASEAN Plus One, GIAJ from Japan, led by the Secretary-General. There are a number of Working Committees under the AIC; namely the ASEAN Insurance Education Committee (AIEC), ASEAN Council of Bureaux (COB), ASEAN Natural Disaster Research and Works Sharing (ANDREWS), ASEAN Reinsurance Working Committee (ARWC), ASEAN Actuarial Talent Development, and recently ASEAN Agricultural Insurance.

ASEAN INSURANCE EDUCATION COMMITTEE (AIEC)

AIEC was established in Manila in 2004 under the umbrella of the AIC, to help to foster greater regional cooperation among the insurance training institutes in various ASEAN countries, with the aim of developing insurance training programmes that will help to bridge the differences in knowledge, competency and practices in the ASEAN insurance markets, as well as to achieve a common industry standard, that will be aligned to global best practices. All ten ASEAN markets are represented in the AIEC, comprising heads of the insurance training institutes of Indonesia, Malaysia, the Philippines, Singapore and Thailand, as well as a representative each from the Brunei, Cambodia, Lao PDR, Myanmar and Vietnam Insurance Associations.

ABOUT ASEAN INSURANCE SUMMIT (AIS)

Unlike the usual conferences, the AIS was conceived in 2014 by the then Secretary-General of the ASEAN Insurance Council, Mrs Evelina Pietruschka to be a symposium, by which senior insurance industry leaders and practitioners from across ASEAN will have an opportunity to voice and share their perspectives during the panel sessions and contribute to the ASEAN Economic Community (AEC) policy-making process. At the same time, they can keep abreast of the AEC progress and updates on the insurance sector towards the AEC Blue-print 2025. Following the Summit, a Post-Summit Report will be compiled and presented at AIC/ARM meetings as well as to the ASEAN Secretariat.

ASEAN is arguably the most exciting insurance market in the world, with a large and rapidly growing population ready to take advantage of new insurance products and services offered in the post-COVID era. This Summit aims to bring together key stakeholders to share the cutting edge of strategy and policy making.

The 3rd AIS held in Kuala Lumpur in 2018 had a total of over 200 participants; of which 87% of them were C-suite executives or strategic decision-makers from the ASEAN countries, from insurance regulators' offices and other insurance and related service companies. For the 4th AIS, around 1000+ industry leaders, including Chairmen, Board Members and Senior Management of the ASEAN insurance fraternity will attend the Summit, including future young leaders of the industry.

ABOUT SINGAPORE COLLEGE OF INSURANCE

Programme Manager For SAIL

The Singapore College of Insurance (SCI) is a not-for-profit professional training and education body set up in 1974, as part of Singapore's efforts to develop as a financial hub.

For more than 45 years, SCI has remained focused in its efforts to upgrade the technical expertise of insurance and financial services practitioners, and to provide them with professional advancement opportunities, through its series of practice-oriented programmes and internationally-accredited qualifications. Since the late 1970s, the SCI has also played the role of an industry examination body to conduct regulatory examinations for those wishing to join the financial advisory, life and general insurance industries.

GENERAL INFORMATION

DURATION

From 26 October and 28 October to 1 November 2021
(including attending the 4th ASEAN Insurance Summit.

VENUE

Virtual sessions.

PROGRAMME SESSIONS

26 October 2021

Time: 10.00am to 5.00pm (Singapore Time)

28 October to 1 November 2021

Time: 10.00am to 6.00pm (Singapore Time)

Please note that all participants are expected to login to the sessions at least half an hour before the scheduled start time.

TRAINING METHODOLOGY

Online Lectures, Group Discussion with Case Studies to reinforce the learning experience.

CANCELLATION POLICY

Cancellations will not be eligible for any refund.

However, the registered participant may be substituted subject to the approval of the Programme Manager. You must submit your substitution request at least 3 working days in advance.

APPLICATION PROCEDURE

You are encouraged to submit your online Programme Application Form before 15 October 2021.

Priority will be given to participants from ASEAN countries. Applications must be made online at: www.scicollge.org.sg/SAIL2021

To ensure that the 5th SAIL applicants meet the admission criteria, as well as to maintain a diversified distribution of participants, all registrations received will undergo a screening process. The Programme Manager reserves the right to reject any applications.

TRAINING ALLOWANCE GRANT (TAG)

The Training Allowance Grant (TAG) will be extended for employees sponsored by eligible financial institutions and FinTech firms in Singapore by one year to 30 June 2022 at a rate of \$10 per training hour. This will apply to IBF recognised courses that commence on or after 1 July 2021 till 30 June 2022 and must be completed no later than 30 September 2022. TAG will be claimed by the sponsoring financial institution directly from IBF, based on the training hours of 27 hours for SAIL, after the eligible participant successfully completes the course.

FEES

(Includes ASEAN Insurance Summit invite ticket on 26 October 2021.)

FOR SINGAPORE-BASED PARTICIPANTS#

GROSS FEE PAYABLE PER PARTICIPANT:

S\$588.50 (INCLUSIVE OF 7% GST)

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The SCI will clawback the funded portion from the FI which sponsored the participant should the participant withdraws halfway or does not fulfil the course requirements.

OVERSEAS PARTICIPANT FEE:

USD400.00

FOR OVERSEAS PARTICIPANTS

To qualify for zero-rating of the course fee for overseas participants, you must be residing outside of Singapore and attending the course in a business capacity and not in personal capacity.

The fee must be paid in full upon application.

PAYMENT MODES:

- Telegraphic Transfer
- Cheque/Bank Draft
- Online Credit Card

All Overseas Participants, except for Overseas Participants who pay SCI using credit cards, will be invoiced an administrative charge of S\$35.

For Overseas Participants paying by telegraphic transfer, please note that all sums under this invoice payable to the Singapore College of Insurance (SCI) shall be paid free and clear of all taxes (including and not limited to any withholding tax, goods and services tax or other value added tax, digital tax), levies, fees, charges or duties be imposed, levied and/or all deductions. If any deductions and/or withholding is required by law to be made from any payment under this invoice, you or your company shall pay SCI such additional amount and leave SCI with the same amount as it would have been entitled to receive in the absence of any such requirement to make a deduction and/or withholding.

ASEAN Insurance Council (AIC) Members

BRUNEI

Brunei Insurance and Takaful Association

CAMBODIA

Insurance Association of Cambodia

INDONESIA

Asosiasi Asuransi Jiwa Indonesia
 Asosiasi Asuransi Umum Indonesia

LAO PDR

Lao Insurance Association

MALAYSIA

General Insurance Association of Malaysia
 Life Insurance Association of Malaysia

MYANMAR

Myanmar Insurance Association

PHILIPPINES

Philippine Insurers and Reinsurers
 Association, Inc.
 Philippine Life Insurance Association, Inc.

SINGAPORE

General Insurance Association of Singapore
 Life Insurance Association, Singapore

THAILAND

Thai General Insurance Association
 The Thai Life Assurance Association

VIETNAM

Insurance Association of Vietnam

ASEAN Insurance Education Committee (AIEC) Members

CHAIRMAN

Michael F. Relloso
 Philippines

MEMBERS

Christian W. Wanandi
 Secretary-General, AIC

Evelina F. Pietruschka
 Senior Adviser to AIC

Klaus Tomalla
 Brunei, BITA

Huy Vatharo
 Cambodia, IAC

Tati Febriyanti
Erwin Noekman
Ariyanti Suliyanto
 Indonesia, DAI

Dody A.S. Dalimunthe
 Indonesia, AAUI

Nelly Husnayati
 Indonesia, AAJI

Holady Volarath
 Lao PDR, LIA

Shalini Pavithran
 Malaysia, MII

Thaung Han
 Myanmar, MIA

Francisco Papa
 Philippines, IIAP

Karine Kam
 Singapore, SCI

Tadthep Sujitjorn
 Thailand, TII

Ngo Trung Dung
 Vietnam, IAV

ENQUIRIES

If you have any queries on this programme,
 please contact the SAIL Programme
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 Insurance.

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