

Endorsed by



ASSOCIATION  
OF SOUTHEAST  
ASIAN NATIONS



ASEAN INSURANCE  
EDUCATION COMMITTEE

Organised by



Singapore College  
of Insurance

# 6<sup>th</sup> SAIL

ASEAN SCHOOL OF ADVANCED  
INSURANCE LEADERSHIP

A concept by SCI

KUALA LUMPUR, MALAYSIA  
10 - 13 NOVEMBER 2024

REGISTER  
HERE



21 CPD  
HOURS





# 6<sup>th</sup> SAIL

ASEAN SCHOOL OF ADVANCED  
INSURANCE LEADERSHIP

A concept by SCI

## Programme Overview

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



## 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 INTAKE OF SAIL

### **1<sup>st</sup> Intake - December 2012**

Bangkok, Thailand

---



Theme:

**Corporate Governance and Risk Management for Insurers**

### **2<sup>nd</sup> Intake - December 2013**

Da Nang, Vietnam

---



Theme:

**Corporate Risk Management**

### **3<sup>rd</sup> Intake - November 2014**

Bandar Seri Begawan, Brunei

---



Theme:

**Capital Adequacy**

### **4<sup>th</sup> Intake - September / October 2019**

Bali, Indonesia

---



Theme:

**Leading in a TechRevolution Age**

### **5<sup>th</sup> Intake - October / November 2021**

Online: Live

---



Theme:

**Leading in a Post-Covid World**

# DAY-BY-DAY PROGRAMME

|                            | Day 01<br>Sunday<br>10 Nov 2024   | Day 02<br>Monday<br>11 Nov 2024                              | Day 02<br>Tuesday<br>12 Nov 2024                 | Day 03<br>Wednesday<br>13 Nov 2024     |
|----------------------------|---|--|--|--|
| 9.00 a.m.<br>to 1.00 p.m.  |   | Successful Leadership Skills for Transformational Leadership | Planning For Future Of Insurance Business        | Sustainability Farm Visit              |
| 1.00 p.m.<br>to 2.00 p.m.  | Lunch Break   |  |  |  |
| 2.00 p.m.<br>to 5.30 p.m.  |   | Communicating Effectively As A Leader                        | Future Skills For A Changing Insurance Landscape | Sustainability In Insurance (Part II)  |
| 5.30 p.m.<br>to 6.30 p.m.  | Case Study  |  |  | Closing Dinner and Networking Cocktail |
| 6.30 p.m.<br>to 9.00 p.m.  | 1. Welcome Address by Guest-of-Honour<br><br>2. Welcome and networking dinner |  |  |  |
| 9.00 p.m.<br>to 11.00 p.m. | Cocktail session/ drinks  |  |  |  |





Day **Monday**  
02 **11 November 2024**

---

**9.00 a.m. - 1.00 p.m.**

## **SUCCESSFUL LEADERSHIP SKILLS FOR TRANSFORMATIONAL LEADERSHIP**

Successful transformational leadership is grounded in a set of critical skills that enable leaders to drive significant change and inspire their teams. At the core is effective communication, which allows leaders to convey their vision clearly and motivate others with compelling narratives. This is complemented by high emotional intelligence, which helps leaders understand and manage their own emotions while empathizing with and inspiring their team members. Adaptability and creativity are also crucial; transformational leaders must navigate evolving challenges and foster innovative solutions. Strong decision-making abilities ensure that leaders make informed choices that advance their strategic objectives. Building a culture of trust and empowerment is another key skill, as it encourages team members to take initiative and invest in the shared vision. Finally, a dedication to continuous learning enables leaders to remain agile and knowledgeable, adapting their strategies in response to new information and shifting circumstances. These skills together help transformational leaders drive progress and create a positive, impactful environment.

---

**1.00 p.m. - 2.00 p.m. • Lunch Break**

**2.00 p.m. - 5.30 p.m.**

## **COMMUNICATING EFFECTIVELY AS A LEADER**

Effective communication is a cornerstone of strong leadership and involves several essential practices. First, clarity is vital; leaders must articulate their messages in a straightforward manner to ensure that their ideas are understood by all team members. Active listening plays a critical role as well, allowing leaders to fully grasp the concerns and feedback from their team, which fosters trust and collaboration. Non-verbal communication, such as body language and facial expressions, should align with verbal messages to avoid mixed signals. Additionally, adapting communication styles to suit different individuals and situations enhances engagement and comprehension. Providing constructive feedback in a respectful and supportive manner helps in personal and professional growth. Finally, maintaining open channels for ongoing dialogue encourages a culture of transparency and continuous improvement. Effective communication not only conveys information but also builds relationships and drives team success.

---

**5.30 p.m. - 6.30 p.m. • Case Study**



Day **Tuesday**  
**03** **12 November 2024**

---

**9.00 a.m. - 1.00 p.m.**

### **PLANNING FOR FUTURE OF INSURANCE BUSINESS**

Planning for the future of the insurance business requires a multifaceted approach to navigate evolving challenges and seize emerging opportunities. First, embracing technological advancements, such as artificial intelligence and data analytics, is crucial for enhancing underwriting processes, improving risk assessment, and personalizing customer experiences. Investing in cybersecurity measures is essential to protect sensitive data and maintain customer trust amidst increasing cyber threats. Additionally, understanding and adapting to regulatory changes and compliance requirements will ensure that the business remains in good standing and avoids legal pitfalls. Developing flexible, scalable business models that can quickly adapt to market shifts and customer needs is also key. Fostering innovation through partnerships and exploring new distribution channels can open up new revenue streams and expand market reach. Finally, a focus on sustainability and social responsibility can enhance brand reputation and appeal to increasingly conscientious consumers. Strategic planning in these areas will help insurance businesses stay competitive and resilient in the face of future challenges.

---

**1.00 p.m. - 2.00 p.m. • Lunch Break**

**2.00 p.m. - 5.30 p.m.**

### **FUTURE SKILLS FOR A CHANGING INSURANCE LANDSCAPE**

As the insurance landscape evolves, future skills will be critical for navigating the changing environment. Firstly, proficiency in data analytics will become increasingly important, enabling professionals to leverage big data for more accurate risk assessment and personalized services. Expertise in emerging technologies, such as artificial intelligence and machine learning, will be vital for automating processes and enhancing decision-making. Strong digital literacy will also be necessary to adapt to new platforms and tools that streamline operations and improve customer interactions. Additionally, skills in cybersecurity will be crucial to safeguard sensitive information against growing cyber threats. Effective communication and adaptability will help professionals manage and respond to rapid changes in regulations and market demands. Lastly, a deep understanding of regulatory compliance and ethical considerations will ensure that businesses remain compliant and maintain trust with their clients. Developing these skills will be essential for thriving in the evolving insurance industry.

---

**5.30 p.m. - 6.30 p.m. • Case Study**



Day **Wednesday**  
**04** **13 November 2024**

9.00 a.m. - 1.00 p.m.

## SUSTAINABILITY FARM VISIT

1.00 p.m. - 2.00 p.m. • Lunch Break

2.00 p.m. - 6.30 p.m.

## SUSTAINABILITY IN INSURANCE (PART II)

Sustainability in insurance is becoming a critical focus as the industry faces increasing pressure to address environmental, social, and governance (ESG) issues. Insurers are integrating sustainability into their core strategies by evaluating and mitigating the environmental impact of their operations and investments. This includes adopting green underwriting practices, such as offering policies that promote sustainable practices or investing in renewable energy projects. Insurers are also focusing on social responsibility by improving diversity and inclusion within their workforce and ensuring fair treatment and support for customers. Governance practices are being enhanced to ensure transparency and ethical behavior in business operations. Additionally, insurers are increasingly engaging with climate risk modeling to better assess and manage the potential impacts of climate change on their portfolios. By prioritizing sustainability, insurance companies not only align with global efforts to combat environmental challenges but also build resilience and trust with their stakeholders.

7.30 p.m. - 10.00 p.m.

## CLOSING DINNER AND NETWORKING COCKTAIL

Join us as we close the SAIL programme with a sumptuous dinner and an opportunity to network amongst the SAIL participants a final time before goodbye.





## FACULTY



**Rangam Bir** is a visionary business leader, who has led several international financial services firms in a career spanning over 26 years across Europe, Asia, Middle East and Africa. Rangam is highly passionate about Culture, Communication, Community and Collaboration to drive innovation and change. He has established a successful track record of building winning businesses in fast growing emerging markets by leading large teams in multicultural and international business environments. As of April 1, 2023,

Rangam was appointed as the CEO of AmMetLife Insurance Berhad (AmMetLife), a joint venture between MetLife and AmBank Group. Prior to joining AmMetLife, Rangam held various chief executive roles in Malaysia. First as Chief Executive Officer of Allianz, and most recently as President and Chief Executive Officer for Gibraltar. Through his transformational leadership, he has led his companies to recognition in digital advancements and employer branding.



**Alexander Pui** is Adjunct Fellow at the Climate Change Research Center (CCRC) at the University of New South Wales. His research interests include the impact of transition and physical climate risk on the financial sector. He is also Senior Vice President, Climate and Sustainability Consulting at Marsh Advisory.

Before his current role, Alex led the group climate analytics practice at the Commonwealth Bank of Australia (CBA) responsible for building out climate physical and transition risk maturity across the bank's mortgage, business and institutional banking divisions. Apart from working with business to develop climate risk management risk indicators and appetite statements, he was instrumental in crafting strategy around emerging risks such as the challenge of insurability of its mortgage book, and spearheaded the bank's climate scenario response to the inaugural APRA climate vulnerability assessment in 2022.

Prior to CBA, Alex was Head Nat Cat and Sustainability (APAC) at Swiss Re Corporate Solutions based out of Tokyo and Singapore, where he managed the underwriting of its property portfolio, and developed bespoke climate risk solutions and innovative parametric insurance solutions. Alex has been recognized as a thought leader within industry through the Risk Leader of the Year award by Risk Management Institute of Australia (RMIA) (2022), and holds a PhD in Applied Statistics from UNSW.

## ABOUT AIC, AIEC AND SCI



### **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.

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.

### **Singapore College of Insurance (SCI)** **- 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 10 November 2024 to 13 November 2024

### Venue

Kuala Lumpur, Malaysia

### Programme Sessions

11 November 2024 to 12 November 2024  
Time: 9.00am to 6.30pm (Malaysia Time)

13 November 2024  
Time: 9.00am to 10.00pm (Malaysia Time)

Please note that all participants are expected to attend all sessions and participate in all activities during the period of the programme

### Training Methodology

Face to face 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 1 November 2024.

Priority will be given to participants from ASEAN countries. Applications must be made online at: [www.scicollege.org.sg/SAIL2024](http://www.scicollege.org.sg/SAIL2024)

To ensure that the 6th 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.

### Fees

**For singapore-based<sup>#</sup> and overseas participants gross fee payable per participant:**

S\$1,471.50 (inclusive of 9% GST)

#### Overseas Participant Fee:

S\$1.350.00 (Approx. US\$1,000)

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 deduction and/or withholding.





## Enquiries

If you have any queries on this programme,  
please contact the SAIL Programme Manager at the Singapore College of Insurance.

---

### Singapore College of Insurance Limited

9 Temasek Boulevard #14-01/02/03  
Suntec Tower Two, Singapore 038989



(+65) 6221 2336



AYIM@scidomain.org.sg



[www.scicollege.org.sg](http://www.scicollege.org.sg)

---

### Singapore College of Insurance Limited

CPE Registration No.: 199408491M

Period of CPE Registration: 26-09-2023 to 25-09-2027

Information presented on this marketing material is correct at the time of publishing. However, changes to the programme contents, dates, time, duration, venue and faculty members can occur owing to unforeseen circumstances. Every effort will be made to inform all participants of such changes on a timely basis.