

Endorsed by



Organised by



6th SAIL

**ASEAN SCHOOL OF ADVANCED
INSURANCE LEADERSHIP**

A concept by SCI

Created for Leaders Who Don't Just Adapt – They Shape the Future.



Pullman Kuala Lumpur City Centre | 14 – 16 October 2025

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Programme Overview

In a time of accelerating change and complexity, strong leadership is more critical than ever. LEAD FORWARD is an immersive leadership development program crafted specifically for mid to senior-level leaders in the insurance sector across the region. This program equips you with the tools, insights, and future-ready skills to lead with impact – today and tomorrow.

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.



Who Should Attend?

This program is built for:

Senior Managers & Executives | High-Potential Leaders | Insurance & Financial Industry Professionals | Change Agents & Strategy Leaders

If you're driving innovation, scaling operations, or preparing for your next executive role – this program is for you.

What You Will Learn

Starting, Growing, and Profiting in Financial Services

Proven strategies to launch, expand, and drive profitability in a competitive market.

Successful Leadership for Transformational Times

Build the resilience, agility, and presence needed to lead through change and uncertainty.

Executive Communication that Inspires

Strengthen your communication to align teams, influence stakeholders, and lead with clarity.

Strategic Planning for the Insurance Industry's Future

Understand key industry shifts and develop proactive strategies to stay ahead.

Future Skills for a Disruptive Insurance Landscape

Gain critical leadership competencies for the digital, data-driven, and increasingly complex future.

Why You Should Join SAIL 2025

✔ Real-World Insights from a Renowned Insurance Leader

At the heart of SAIL is the opportunity to learn directly from a seasoned, high-calibre insurance leader with a proven track record in navigating global complexity. You'll gain exclusive access to their personal strategies, leadership philosophies, and decision-making frameworks — insights forged in boardrooms, crises, and cross-border markets. This is not theory from a textbook — it's hard-won wisdom delivered by someone who has led from the front in the insurance industry.

✔ Actionable Frameworks and Strategies

SAIL equips you with practical tools you can apply immediately in your role. The program delivers structured, actionable frameworks — from risk-based strategic thinking to stakeholder engagement and business transformation planning. Each concept is designed with applicability in mind, ensuring you walk away with more than inspiration: you gain a toolkit for real-world leadership and strategic execution.

✔ Focused on Industry Challenges

Unlike generic leadership programs, SAIL is laser-focused on the unique dynamics, pressures, and regulatory complexities of the insurance sector. The content is grounded in current industry realities, including digital transformation, sustainability mandates, regulatory shifts, and talent challenges.



Day-by-Day Programme

DAY 01 | Tuesday, 14 October 2025

- 9.00 a.m. to 9.30 a.m. Welcome Address by Guest-of-Honour
- 9.30 a.m. to 1.00 p.m. Successful Leadership Skills For Transformational Leadership
- 1.00 p.m. to 2.00 p.m. Networking Lunch
- 2.00 p.m. to 5.30 p.m. Communicating Effectively As A Leader
- 5.30 p.m. to 7.30 p.m. Case Study
- 8.00 p.m. to 10.00 p.m. Welcome and Networking Cocktail and Dinner

DAY 02 | Wednesday, 15 October 2025

- 9.00 a.m. to 1.00 p.m. Planning For Future Of Insurance Business
- 1.00 p.m. to 2.00 p.m. Networking Lunch
- 2.00 p.m. to 5.30 p.m. Future Skills For A Changing Insurance Landscape
- 5.30 p.m. to 7.30 p.m. Case Study

DAY 03 | Thursday, 16 October 2025

- 9.00 a.m. to 1.00 p.m. Experiential Visit
- 1.00 p.m. to 2.00 p.m. Networking Lunch
- 2.00 p.m. to 6.30 p.m. Sustainability In Insurance
- 6.30 p.m. to 9.00 p.m. Networking Cocktail and Dinner

Interactive Sessions

DAY 01 | Tuesday, 14 October 2025

9.00 a.m. to 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.

Rohit C Nambiar



1.00 p.m. to 2.00 p.m.

Networking Lunch

2.00 p.m. to 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.

Rohit C Nambiar



5.30 p.m. to 7.30 p.m.

Case Study

8.00 p.m. to 10.00 p.m.

Welcome and Networking Cocktail and Dinner

Note: Learning sessions subject to further changes.

9.00 a.m. to 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.

Rohit C Nambiar



1.00 p.m. to 2.00 p.m.

Networking Lunch

2.00 p.m. to 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.

Rohit C Nambiar



5.30 p.m. to 7.30 p.m.

Case Study

Note: Learning sessions subject to further changes.

DAY 03 | Thursday, 16 October 2025

9.00 a.m. to 1.00 p.m. **EXPERIENTIAL VISIT**

1.00 p.m. to 2.00 p.m. **Networking Lunch**

2.00 p.m. to 6.30 p.m.

SUSTAINABILITY IN INSURANCE

Sustainability in insurance is becoming a critical focus as the industry faces increasing pressure to address environmental, social, and governance (ESG) issues.

By integrating sustainability into their core strategies, insurance companies not only align with global efforts to combat environmental challenges but also build resilience and trust with their stakeholders.

On the environmental front, insurers are evaluating and mitigating the impact of their operations and investments by:

- Adopting green underwriting practices—such as offering policies that encourage sustainable behaviours.
- Investing in renewable energy projects.

In terms of social responsibility, insurers are:

- Improving diversity and inclusion within their workforce.
- Ensuring fair treatment and support for customers.

From a governance standpoint, insurers are focused on:

- Enhancing transparency and ethical behavior in business operations.

Additionally, insurers are increasingly engaging in climate risk modeling to:

- Better assess and manage the potential impacts of climate change on their portfolios.

Alexander Pui



6.30 p.m. to 9.00 p.m. **Networking Cocktail and Dinner**

Note: Learning sessions subject to further changes.



Our Faculty

Rohit C Nambiar Expert Advisory Panel Member, UNICEF

Rohit Chandrasekharan Nambiar (“Rohit”) began his career as an Analyst with AXA in India and grew up the corporate ladder to become the CEO of AXA Affin Life. At 37, he was the youngest CEO then in Malaysia. He has experience working across various departments and has held senior positions in both local and regional capacities within Malaysia, Singapore, Hong Kong, and India.

With his track record of success spanning 18 years in the Insurance Industry, in his last role, he was Group CEO of Tune Protect. Rohit is passionate about fintech, innovation and making insurance simple. He has won numerous awards and accolades in his illustrious career including that of Young Leader of the Year 2019 in the 23rd Asia Insurance Industry Awards 2019.

In his free time, Rohit enjoys blogging about everything insurance, leadership and a spectrum of other insightful topics such as economics, politics, social issues, and sports. He is a graduate from the Bharathiar University, India with a Bachelor of Commerce, and a Fellow Member of the Malaysian Insurance Institute (FMII).



Alexander Pui Senior Vice President, Climate and Sustainability Consulting, Marsh McLennan



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)

The ASEAN Insurance Council (AIC) was established on 4 April 1978 in Jakarta to be a regional platform for insurance leaders, professionals and practitioners to network and share their knowledge as well as their expertise in various areas of insurance business for the development of insurance industry in ASEAN region. AIC is an organisation under ASEAN comprises 15 members of Insurance Associations, both Life and General, from all ASEAN member states including Brunei, Cambodia, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam.



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.



Singapore College of Insurance (SCI)

For over 50 years, SCI has been the trusted partner in shaping talent and building capabilities for the insurance industry. From leading-edge training and professional certifications to tailored talent development programs, we help professionals stay ahead in a fast-changing world. Today, we proudly serve clients across the globe — nurturing a future-ready workforce for the industry's next chapter.

Since 2009, the SCI has also expanded its role to develop talent through programmes, such as the Insurance Management Associate Programme (iMAP) that have succeeded in attracting and placing numerous fresh tertiary talent into the varied functions in the industry. The SCI won the Asia Insurance Industry Educational Service Provider of the Year award in 1997, 2001, 2007, 2016, 2018 and 2022.

The SCI is also the Secretariat for the Asia-Pacific Risk and Insurance Association (APRIA) set up in 1997 to further insurance education, and to promote links between academia and the industry.

Past SAIL Programmes



1st Intake – December 2012

Bangkok, Thailand

Theme:

Corporate Governance And Risk Management For Insurers



2nd Intake – December 2013

Da Nang, Vietnam

Theme:

Corporate Risk Management



3rd Intake – November 2014

Bandar Seri Begawan, Brunei

Theme:

Capital Adequacy



4th Intake – September / October 2019

Bali, Indonesia

Theme:

Leading in a TechRevolution Age



5th Intake – October / November 2021

Online: Live

Theme:

Leading in a Post-Covid World

Administrative Details

Duration

From 14 October 2025 to 16 October 2025

Venue

Pullman Hotel Kuala Lumpur City Centre
Jalan Conlay, 50450, Kuala Lumpur

Programme Sessions

14 October 2025

Time: 9.00am to 10.00pm (Malaysia Time)

15 October 2025

Time: 9.00am to 7.30pm (Malaysia Time)

16 October 2025

Time: 9.00am to 9.00pm (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 30 September 2025.

Priority will be given to participants from ASEAN countries. Applications must be made online at: www.scicollege.org.sg/SAIL2025

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 and overseas participants, gross fee payable per participant:

S\$1,350.00

Overseas Participant Fee:

S\$1,350.00

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
- 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.

SAIL Hotel Accommodation

The organizers have negotiated a preferential rate at Pullman Hotel City Center for all SAIL participants. The rate will be RM430.00+ per night for Single Occupancy, and RM480.00+ per night for Double Occupancy.

Please contact SAIL@scidomain.org.sg for more details, if you wish to enjoy this preferential rate during your stay in Kuala Lumpur.

Room availabilities are on a first-come-first-serve basis. Alternatively, SAIL participants may opt to be accommodated at another hotel of choice. However, please aim to be accommodated at a hotel within 5 to 10 minutes away from Pullman Hotel. This is to reduce the daily commute between the SAIL venue and your accommodation.

Please also take into consideration that the peak hour traffic in Kuala Lumpur will extend your travelling time.

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

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Singapore College of Insurance Limited

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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.

