

Asia Insurance M&A Conference 2024

11-12 Nov 2024, Regal Hongkong Hotel, Hong Kong



Asia's M&A Advantage: Navigating the Global Landscape and Harnessing Regional Growth Potential

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The Asian insurance sector is at a crossroads. While global M&A activity witnessed a temporary dip in 2023, Asia stands out as a region poised for a resurgence in mergers and acquisitions. This exciting prospect coincides with a confluence of transformative trends reshaping the insurance landscape.

A Surge in Innovation: Technological advancements are fuelling the rise of InsurTech, and M&A plays a pivotal role in this evolution. Insurance companies are actively seeking partnerships and acquisitions to stay ahead of the curve, integrating cutting-edge technologies like AI and data analytics to enhance risk management, personalize customer experiences, and drive growth.

Focus on Risk Mitigation: The insurance industry is witnessing a shift towards prevention. M&A activity is increasingly focused on acquiring expertise in areas like cybersecurity and risk management, allowing insurers to proactively mitigate claims and offer more comprehensive solutions to policyholders.

Strategic Collaborations: While traditional acquisitions remain prevalent, strategic partnerships are gaining traction. This collaborative approach allows insurers to test new markets and technologies with less risk, potentially paving the way for future acquisitions.

The Rise of Specialized Markets: M&A activity is not limited to established players. We are seeing a growing focus on mergers and acquisitions within the broking and MGA sectors, reflecting a desire to expand distribution channels and access specialized markets.

Sustainability in Focus: Environmental, Social, and Governance (ESG) considerations are no longer an afterthought; they are influencing M&A decisions. Companies with strong ESG practices are becoming more attractive targets, highlighting a growing commitment to sustainability within the insurance industry.

The Asian Advantage: Amidst geopolitical uncertainties and broader economic considerations, Asia stands out as a region of relative stability and significant growth potential. This makes Asian insurance companies and InsurTech firms particularly attractive targets for M&A activity.

The Asia Insurance M&A Conference 2024 is designed to be your compass in navigating this dynamic and promising landscape. Join us as we delve into the latest trends, explore best practices, and connect with industry leaders who are shaping the future of insurance M&A in Asia. This event

empowers you with the knowledge, connections, and strategies needed to capitalize on the immense opportunities that lie ahead.

Key Topics

A Transformative Landscape for Asian Insurance M&A

Understanding Market Dynamics & Opportunities: Quantifying the Surge in M&A Activity and Forecasts for Asian Insurance Markets

- Analyzing historical M&A trends in the region
- Exploring growth projections for different segments (life, health, P&C)
- Identifying key drivers influencing future M&A activity

Navigating the Evolving Regulatory Environment Successfully: Potent Strategies for Tracking, Preparing for, and Adapting to Incoming Regulatory Changes

- Discuss the impact of recent regulatory changes in key Asian insurance markets on M&A activity (e.g., Open API initiatives, data localization requirements)
- Analyze how regulatory uncertainty can affect deal structures and timelines in Asian M&A transactions
- Explore strategies for navigating complex regulatory environments to ensure successful M&A outcomes

Managing Cross-border Challenges: Cultural Considerations and Risk Mitigation in Asian M&A

- Discuss the importance of understanding cultural differences during cross-border M&A negotiations in Asia
- Analyze potential risks associated with cross-border deals, such as communication gaps and differing legal systems
- Explore strategies for mitigating cross-border M&A risks through effective communication, cultural sensitivity training, and employing experienced advisors

Technology & Innovation:

InsurTech Integration through M&A: Strategies for Acquiring Cutting-Edge Technologies

- Exploring different M&A models for acquiring InsurTech firms (e.g., full acquisition, minority stake investment)
- Analyzing successful case studies of insurers leveraging M&A to integrate AI, blockchain, and other innovative technologies
- Discussing strategies for post-merger integration to ensure successful technology adoption and cultural alignment

Data-Driven M&A: Leveraging Analytics to Identify Targets and Optimize Deals

- Exploring how big data analytics can identify potential M&A targets with strong growth prospects and technological capabilities
- Discussing the use of data analytics in deal valuation to ensure fair pricing and mitigate potential risks
- Analyzing best practices for integrating data analytics into M&A due diligence and decision-making processes

The Future of Insurance Distribution: M&A Strategies for Reaching New Customers in a Digital World

- Discussing the impact of InsurTech and digital platforms on how insurance products are distributed
- Analyzing M&A opportunities for acquiring or partnering with online distribution channels and digital marketing expertise
- Exploring strategies for leveraging M&A to personalize customer experiences and reach new demographics in the digital age

Risk Management & Sustainability:

Mitigating Risk and Fostering Resilience: How M&A Can Enhance Cybersecurity Resilience in Asian Insurance Industry?

- Discussing the heightened cybersecurity risks associated with M&A transactions in the digital insurance landscape
- Exploring strategies for integrating cybersecurity expertise and best practices into M&A due diligence and risk management procedures
- Analyzing how M&A can be used to acquire technology and talent to strengthen overall cyber defences

Beyond Claims: M&A Strategies for Proactive Risk Management and Loss Prevention

- Discuss the growing trend of M&A activity focused on acquiring expertise in areas like telematics, fraud detection, and risk mitigation
- Analyze case studies of insurers leveraging M&A to develop proactive risk management programs and prevent claim
- Explore how M&A can be used to expand risk management capabilities and improve risk-adjusted returns

Ticking boxes or Creating Long-term Value in M&A Deals? What are Investors and Lenders Looking For?

- Analyze the growing influence of ESG considerations in M&A decision-making within the insurance industry
- Exploring Insurtech Partnerships
- Discuss strategies for integrating environmental, social, and governance practices within the framework of M&A deals
- Explore how M&A can be used to acquire companies with strong ESG track records and enhance overall sustainability performance

Strategic Partnerships & Deal Structures:

Building Bridges, Not Walls: Collaborative M&A Strategies for Shared Growth in Asia

- Discuss the rise of strategic partnerships as an alternative to traditional acquisitions in Asian insurance M&A
- Explore joint ventures, co-creation initiatives, and other collaborative structures for leveraging expertise and resources
- Analyze case studies of successful partnerships between insurers and InsurTech firms in Asia

The Rise of Strategic Partnerships: Exploring Alternative Deal Structures for Asian Insurance M&A

- Discuss the advantages and disadvantages of strategic partnerships compared to traditional acquisitions
- Explore different types of partnerships (e.g., joint ventures, minority investments, technology licensing agreements)
- Analyze how deal structures can be tailored to specific objectives and risk tolerance of M&A participants

Financing the Future: Creative Financing Solutions for M&A Deals in Asian Insurance Markets

- Discuss traditional and non-traditional financing options available for M&A transactions in Asia
- Explore the role of private equity, venture capital, and alternative lenders in financing Asian insurance M&A deals
- Analyze strategies for structuring financing arrangements to optimize deal outcomes and shareholder value

Emerging Markets & Specialized Sectors:

Untapped Potential: M&A Strategies for Entering Emerging Asian Insurance Markets

- Identify key emerging markets in Southeast and South Asia with high growth potential for insurance M&A activity
- Discuss strategies for navigating regulatory environments and cultural nuances in emerging Asian insurance markets
- Analyze M&A opportunities for entering niche markets within these regions (e.g., microinsurance, health insurance)

Beyond Life & P&C: Harnessing M&A Opportunities in Specialized Insurance Sectors Like Health and Cyber

- Explore M&A opportunities in specialized insurance sectors like health, cyber, and property & specialty lines
- Discuss the specific drivers of M&A activity within each specialized insurance sector
- Analyze strategies for identifying and acquiring expertise or technology assets in specialized insurance markets



Post-Merger Integration & Deal Success:

Ensuring Smooth Sailing and Seamless Integration: Best Practices for Post-Merger Integration and Transformation in Asian Insurance M&A

- Discuss the importance of developing a comprehensive post-merger integration plan to address cultural differences, operational complexities, and technological harmonization
- Analyze best practices for communication, change management, and talent retention during the post-merger integration process
- Explore strategies for fostering collaboration and knowledge sharing between merged entities

Extracting Maximum Value: Strategies for Measuring and Maximizing Success in Asian Insurance M&A

- Discuss key metrics for measuring the success of M&A transactions in the Asian insurance sector (e.g., synergy realization, cost savings, market share growth)

- Analyze strategies for identifying and mitigating potential value leaks after the merger or acquisition is complete
- Explore long-term value creation plans for maximizing shareholder returns and achieving strategic objectives

Practical and Real-Life Case Studies: Analyzing Successful M&A Deals in the Asian Insurance Sector

- Present in-depth case studies of successful M&A transactions in the Asian insurance market, highlighting the strategies employed and the factors contributing to their success
- Analyze the challenges faced during these deals and how they were overcome
- Provide valuable insights and lessons learned from successful M&A transactions that can be applied by participants in future deals

Who Should Attend

- **CEOs, CFOs, and Senior Strategic Managers from Insurance and Reinsurance Companies Involved in the Future Direction of Their Company**
- **Reinsurance and Insurance Brokers**
- **Regulators**
- **Lawyers**
- **Investment Bankers, Accountants, and Specialists from Mergers and Acquisitions Businesses**
- **Private Equity Investors and Venture Capitalists**
- **Management Consultants and M&A Advisors**
- **Technology Firms**



Asia Insurance M&A Conference 2024

11-12 Nov 2024, Regal Hongkong Hotel, Hong Kong

Registration Email: weeling@asiainsurancereview.com

Registration

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REGISTRATION

Early Bird (valid till 11 October 2024)	Normal Registration
Subscribers <input type="checkbox"/> US\$1,280	Subscribers <input type="checkbox"/> US\$1,780
Non-Subscribers <input type="checkbox"/> US\$1,580*	Non-Subscribers <input type="checkbox"/> US\$1,980*

(*Free One Year Subscription to Digital Edition of Asia Insurance Review & AIR eDaily)

Full registration fees MUST be paid before the valid dates for admittance at conference.

Only registrations FULLY PAID FOR by the early-bird deadline will be eligible for the discount.

I came to know about this conference through:

- AIR/MEIR magazine AIR/MEIR Website Brochure Email
 Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

Group registration: Special Offer for Year 2024

Register three delegates from the same company, and send the fourth delegate to attend the conference free of charge!

(Valid only for delegates from the same company in the same country)

Registration fee includes participation at Conference plus tea breaks and lunches. All meals are prepared without pork, lard and beef.

Special Dietary Requirements

- I would like to have vegetarian meals during the Conference.

Closing date for registration: 4 November 2024

For cancellation in writing made before **30 October 2024**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **30 October 2024**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges

- Telegraphic / Bank Transfer to the following account:
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Marina Financial Centre, 12 Marina Boulevard,
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Hotel Reservation:
Email : rhk.rsvns@regalhotel.com

Hotel Contact

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Regal Hongkong Hotel
88 Yee Wo Street, Causeway Bay, Hong Kong
Tel: +852 2890 6633

Hotel Booking Link: <https://www.booking.regalhotel.com>

- Please note that the rates quoted in the above hotel booking link are subject to 10% service charge and prevailing government tax (if applicable).
 - Remember to enter the **Group Code: Asia M&A** when booking your hotel room.
- For detailed terms and conditions, as well as a breakdown of daily rates, please refer to the Rate Plan Details and Daily Rate Breakdown tabs in the hotel booking link.
 - Room availability (Superior and Deluxe) is not guaranteed and will be subject to confirmation at the time of reservation.
 - All overseas guests are encouraged to book your rooms by **25 September 2024**.

For speaking, sponsorship and partnership opportunities, email: ritu@asiainsurancereview.com