

# 9th Asia Conference on Pensions and Retirement Planning

2 – 3 September 2013, Marina Mandarin, Singapore

Theme: "Rethinking Retirement Planning – The Time To Act Is Now"

Register by  
12 Aug 2013 for  
Early Bird Discounts!



## Keynote Address

**Mr Don Yeo**

Deputy Chief Executive Officer,  
Corporate Development,  
Central Provident Fund Board Singapore



## Special Address

**Mr Raffaele Della Croce**

Lead Manager,  
OECD Long Term Investment project,  
Organisation for Economic Co-operation  
and Development



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**P**ensions is a hot issue and the pensions debate rages on. With Asia facing the ageing population challenges, and people living longer and outliving their savings, healthcare for the old is also becoming a critical issue in retirement planning. Is there a way forward for employers, employees and governments to co-operate closely to find lasting solutions? With rising affluence, the cost of pensions and provision for retirement are ever increasing as the people expect not only a secure but high quality of life for retirement.

- What are the real feasibilities of the pensions market?
- How can it respond meaningfully to these massive challenges?
- What needs to be done to ensure that the financial crisis and investment market volatility aside, the pensions policies of today are stable and will not add to the yoke of future generations?
- Is there light at the end of the tunnel?
- What reforms are urgently needed?

*Asia Insurance Review's* 9th Asia Pensions Conference will map out the sustainable solutions to these tough questions to make pensions safe, sound, and responsive to the needs of the retirees of the day with longevity being stretched. While reviewing lessons from the best of the class in wealth management and pension reforms, the two-day Conference will look at a road map for the future of pensions including from the regulatory, financial, technology, risk management, risk mitigation and operational standpoints as well as looking at the dynamic role of the individual, employers and governments in the pensions' search for a panacea.

## Who Should Attend

- Life Insurers, Reinsurers and Brokers
- Pension Funds Operators and Management Houses
- Banks
- Consultants
- Lawyers
- Insurance, Banking, Securities and Pension Associations
- Agents and Financial Planners
- Government Bodies and Regulators in Financial Services Sector
- Securities Houses
- Wealth Managers
- Asset & Fund Managers
- IT Companies providing Software Administration or Products for Pension Funds
- Employers, HR Personnel and those involved in managing pensions
- Service providers to the pensions market



**Register Today & Enjoy Early Bird Discounts!**

**Secure Your Seats Now at this important conference with the theme:  
"Rethinking Retirement Planning – The Time To Act Is Now!"**

## Key Speakers



**Art Bacci**

Head, Hong Kong Group,  
**Principal International**



**Laurent Pochat-Cottilloux**

Managing Director,  
**AXA Healthcare Management  
(Asia Regional Centre)**



**Vanessa Wang**

Managing Director, Region  
Head of Pension Services  
Securities and Fund Services,  
**Citi Asia Pacific**



**Jan-Erik Hunn**

Health & Public Service,  
Global Managing Director,  
Human Services,  
**Accenture**



**Josef Pilger**

Asia Pacific Pension Practice  
Leader,  
**EY**



**Greg Solomon**

Head of Client Management  
L&H for South-East Asia,  
Hong Kong & Taiwan,  
**Swiss Re**



**Alan Oates**

Greater China Business  
Leader, Retirement,  
**Mercer**



**Alan Merten**

Director, Asia Pacific,  
Insurance Consulting,  
**Towers Watson**

**Panel Discussion on the Current  
Pension Practices in Asia  
and the Challenge to meet the  
changing retirement needs  
& Future of pensions with  
sustainable solutions with a 360  
degree vision!**

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## PROGRAMME

### Day One: 2 September 2013, Monday

- 8.00 am Registration & Coffee
- 9.00 am **Opening Address**
- 9.05 am **Keynote Address: Uniquely Singapore – A Secure Retirement Through Lifelong Income, Healthcare Financing and Home Financing**  
*Don Yeo, Deputy Chief Executive Officer, Corporate Development, Central Provident Fund Board Singapore*
- 9.20 am **Special Address: Long-term Investment Issues in Insurance, Pensions and Sovereign Wealth Funds**  
*Raffaele Della Croce, Lead Manager, OECD Long Term Investment project, Organisation for Economic Co-operation and Development (OECD)*
- 10.00 am **Free Control – The Ultimate Solution to Private Pensions**  
*Art Bacci, Head – Hong Kong Group, Principal International*
- 10.45 am Tea Break

### International Healthcare in Retirement Planning

- 11.15 am **Retirement Planning: High Net-Worth and International Healthcare Insurance Products in Asia**  
*Laurent Pochat-Cottilloux, Managing Director, AXA Healthcare Management (Asia Regional Centre)*
- 11.50 am **What Retirement Planning Giveth, Healthcare Costs Taketh Away? Making Sure the Healthcare Needs of Retirees are Looked After**  
*Greg Solomon, Head of Client Management L&H for South-East Asia, Hong Kong & Taiwan, Swiss Re*
- 12.30 pm Lunch
- 2.00 pm **Retirement Planning & Medical Travel**  
  - Health tourism; Retired people in Singapore;
  - Role of private insurance in making payment portable;
  - Government's initiatives to internationalise Medisave; the foreign treatment options and their relative selling points – apart from price – to older people*Prof David Reisman, Professor of Economics, Nanyang Technological University of Singapore*

### Success Strategies in Pensions

- 2.30 pm **Successful Strategies in Pension Delivery**  
*Josef Pilger, Asia Pacific Pension Practice Leader, EY*
- 3.00 pm **Moving into Wealth Management – Where is the Cream of the Pie in Pensions & Retirement Planning**

### The Drivers of Pension Reforms

- 3.30 pm **Pension Reforms in Asia: The Changing Retirement Scene – Rising Longevity, Changing Lifestyles, Retirement Needs**  
  - Demographic challenges
  - Shifting emphasis on who is responsible
  - Why DC and Lump Sums are failing
  - The risks of DB and annuities can be managed*Danny L Quant, Consulting Actuary, Employee Benefits Asia & Middle East, Milliman*
- 4.00 pm Tea Break
- 4.15 pm **New World of Pensions: The Challenges and Changes in the Asia Pensions Market – Needs, Opportunities and Solutions**  
*Vanessa Wang, Managing Director, Region Head of Pension Services Securities and Fund Services, Citi Asia Pacific*
- 4.40 pm **Variable Annuities – An Analysis of Financial Stability**  
  - Development of the VA markets in the past; Recent changes; Importance of regulation; Assessment of financial stability; Outlook*Michael Winkler, Head of Life, New Reinsurance Company Ltd*
- 5.00 pm – 7.00 pm Cocktail hosted by **Principal Financial Group**

### Day Two: 3 September 2013, Tuesday

- 9.00 am **Rethinking Retirement Planning – Amidst A Dynamic and Evolving Active Ageing Lifestyle**  
*Soh Swee Ping, CEO, Council for Third Age (C3A) Singapore*
- 9.15 am **Designing and Implementing Micro Pension Schemes & Pension Reform Projects in India and Bangladesh**  
*Kavim V Bhatnagar, Pension Specialist (International), World Bank's Strengthening Public Expenditure Management Program, Ministry of Finance, Government of Bangladesh*
- 9.45 am **The Challenge on the Rise of Middle Income Class to the Growth of Pension Fund Industry in Indonesia**  
*Nur Hasan Kurniawan, Head of Pension & Shared Services, Manulife Indonesia*
- 10.15 am Tea Break
- 10.45 am **Global Megatrends that are Reshaping Retirement and Pensions Benefit Delivery**  
*Jan-Erik Humm, Health & Public Service, Global Managing Director, Human Services, Accenture*
- 11.20 am **It's Retirement, But Not As We Know It: A Blueprint for Long-term Workplace Savings in the 21st Century**  
*Alan Oates, Greater China Business Leader, Retirement, Mercer*
- 11.50 am **Wrestling with the Retirement Riddle – The Role of Banks, Insurers and Wealth Managers in Closing the Retirement Gap**  
*Alan Merten, Director, Asia Pacific, Insurance Consulting, Towers Watson*
- 12.30 pm Lunch

### Alternative Strategies & Solutions

- 2.00 pm **Managing the Risks Now of A Future World to Support Business**  
  - Current global low interest rate environment, growing pressure on results & strategies, straining healthcare services, increased retirees and aging population
  - Changing needs of customers; reaction and dilemma of insurers; Implications of the insurance business to match the aging population.*Paul Branchley, Director, Financial Services Advisory, KPMG Services*
- 2.30 pm **Choices of Investments & Strategies for Insurance and Pension Fund – What are the opportunities, challenges and risks?**  
*Eugene Mak, Managing Director, NATIXIS Asia Limited*
- 3.00 pm **Beyond Market Cap Weighting – Investment Opportunities in Alternative Beta**  
  - Exploring how index Alternative Beta strategies play a role in the portfolios of both Pension and Insurance*Kevin Hardy, Singapore Country Head & Head of Beta Strategies for APAC, BlackRock*
- 3.30 pm Tea Break

### Panel Discussion

- 3.45 pm **Panel Discussion on the Current Pension Practices in Asia and the Challenge to meet the changing retirement needs & Future of pensions with sustainable solutions with a 360 degree vision including regulatory, financial, technology, product development, risk management, healthcare, investments etc.**  
  - Mapping out solutions for employers, employees and governments
  - Cost of pensions and provision for future, quality of life, pre-retirement accumulation and post-retirement solutions
  - Overcoming the challenge of increasing longevity
  - Implications for the insurance industry

- 4.30 pm Close of Conference



# 9th Asia Conference on Pensions & Retirement Planning

2-3 September 2013, Marina Mandarin Hotel, Singapore

Fax to: (65) 6512 5335

## Conference Registration Form

To: Ms Weeling, Asia Insurance Review  
69 Amoy Street, Singapore 069 888 • Tel: (65) 6224 5583  
DID: (65) 6372 3167 • email: weeling@asiainsurancereview.com  
or register online at [www.asiainsurancereview.com](http://www.asiainsurancereview.com)  
Co. Regn no.: 199 003 818 H • GST Regn no.: M2-009 466 93

### PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof  
First Name: \_\_\_\_\_ Last Name / Surname: \_\_\_\_\_  
Job Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel: ( ) \_\_\_\_\_  
Mobile: ( ) \_\_\_\_\_  
Fax: ( ) \_\_\_\_\_  
email: \_\_\_\_\_

### REGISTRATION

#### Early Bird (valid till 12 August 2013)

Subscribers ☐ US\$980  
Non-Subscribers ☐ US\$1,280\*

#### Normal Registration

Subscribers ☐ US\$1,480  
Non-Subscribers ☐ US\$1,680\*

(\*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

**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/MIR magazine ☐ AIR/MIR Website ☐ Brochure ☐ Email  
☐ Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

Remarks: \_\_\_\_\_

#### Group registration:

**Special Offer for Year 2013** Register two delegates from the same company, and send the third 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: 27 August 2013

For cancellation in writing made before **12 Aug 2013**, 50% of the conference fee will be refunded. No refunds will be made for cancellations after **12 Aug 2013**. However, substitution or replacement of delegates will be allowed.

### PAYMENT

I undertake to indemnify the organisers for all bank charges

- ☐ I enclose a cheque / bankdraft in US Dollars made payable to "ASIA INSURANCE REVIEW"
- ☐ Telegraphic / Wire Transfer to the following account:  
DBS Bank Ltd, 12 Marina Boulevard,  
Marina Bay Financial Centre Tower 3, Singapore 018982  
• US\$ (Account No.: 0001 - 004838-01-9-022)  
• Swift Code: DBS SSGSG
- ☐ Please debit the sum of US Dollars US\$ \_\_\_\_\_ for  
Conference Registration fee from my
- ☐ Mastercard ☐ VISA ☐ American Express

Card Holder's Name: \_\_\_\_\_

Card No.: \_\_\_\_\_

Expiry Date: \_\_\_\_ - \_\_\_\_ (mm-yy) Total Amount: US\$ \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

(Conference fee is inclusive of prevailing GST)

Fax to: (+65) 6845 1020

Please fax Room Reservation Form direct to Hotel

## Hotel Reservation Form

Attn: Ms Felicia Huang, Customer Support Executive  
DID: +65 6845 1202 • Fax: +65 6845 1020  
Email: felicia.huang@meritushotels.com

**Marina Mandarin Singapore**  
6 Raffles Boulevard, Marina Square, Singapore 039594  
Tel: +65 6845 1000

[www.marina-mandarin.com.sg](http://www.marina-mandarin.com.sg)

**Please fill in Guest particulars on Registration Form**

### ARRIVAL DATE

Check in date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETA: \_\_\_\_\_

### DEPARTURE DATE

Check out date: \_\_\_\_\_

Flight: \_\_\_\_\_ ETD: \_\_\_\_\_

### ROOM TYPE / ROOM RATE

- ☐ Deluxe Room at S\$310++ per room per night with 1 daily breakfast & 24hrs internet access

### Room Preferences (subject to availability)

- ☐ Smoking ☐ Non-smoking  
☐ King bedded ☐ Twin bedded

### LIMOUSINE ARRANGEMENT

- ☐ Require ☐ Not require
- ☐ One (1) way limousine transfer (Chrysler Cab) from Airport to Hotel at S\$55.00 subject to 7% GST
- ☐ One (1) way limousine transfer from Hotel to Airport at S\$55.00 subject to 7% GST
- ☐ Return limousine transfer at S\$110.00 subject to 7% GST

Car pick up between 2300hr - 0700hr, a surcharge of S\$10 + 7% will be levied.

All pick-ups can be guaranteed upon credit card details received.

Additional comments/ special requirements: \_\_\_\_\_

- All room rates are subject to 10% service charge; and 7% Goods Service Tax.
- Check-in time is at 14:00 hours; check-out time is at 12:00 hours. Early check-in and late check-out charges will apply.
- All reservations require credit card guarantee and will receive a confirmation number from the hotel via fax or email.
- Guarantee policy: One night charge will be imposed to the credit card upon cancellation made less than 21 days prior to date of arrival. For No-Show, a full duration of the confirmed booking will be imposed.
- All reservations are to be guaranteed upon credit card details received.

### RESERVATION GUARANTEE

#### Credit Card

- ☐ Visa ☐ Mastercard ☐ Amex  
☐ Diners ☐ JCB

Credit Card Number: \_\_\_\_\_

Expiry Date : \_\_\_\_\_ month \_\_\_\_\_ year

Cardholder's name: \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_