

5TH GLOBAL BANCASSURANCE SUMMIT

The Digital Bridge to An Exponential Growth

12th - 13th SEPTEMBER

EUROSTARS HOTEL

BERLIN, GERMANY

EUROEVENTS

Partners: *enowa.*

 ANIVO

ALLEN & OVERY

McKinsey
& Company


KYRIAKIDES GEORGOPOULOS
Law Firm

penni.io

 riskine

 INSURTECH
HUB MUNICH

SUMMARY

The banking and insurance sector has been experiencing a rapid growth and development in today's challenging and changing economic environment. As a result of the merging global financial markets, enhanced and rapid flow of information, development of new technologies as well as expansion and evolution of banking as well as non-banking activities, the insurance industry has been experiencing enhanced and improved channels of distribution.

The 5th Global Bancassurance Summit will bring together leading bancassurance experts, to share their best practices and experiences in the industry. The first day of this summit will focus on the latest trends in bancassurance and building strong and sustainable business model as a prerequisite for long term success. Our renowned speakers will share the most relevant components which are necessary to boost growth, to enhance profitability, and to improve customer experience.

The second day of the summit will focus on reviewing real case studies on the use of Artificial Intelligence as well as advanced technologies such as analytics & big data, and their impact on customer retention.

Furthermore, we will hear the Insurtech insights and how they are becoming a game changer and reshaping the world of Bancassurance. The secret of successful alliances will be elaborated in one of our panels, where the participants will discuss how banks and insurance companies can cooperate and create customer value as a prerequisite for success!

Join us in Berlin for the bancassurance event of the year!

Yours Sincerely,

Meriem Seghir

Senior Conference Producer

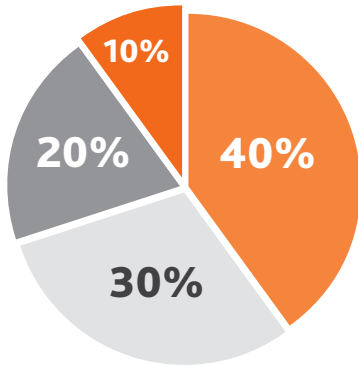


STAY CONNECTED



WHAT TO EXPECT:

- ✓ Bancassurance transformation
- ✓ Latest Challenges and Trends
- ✓ Fashion Distribution Models
- ✓ Digitization
- ✓ Methodologies and Strategies for a sustained growth
- ✓ Customer Experience & Customer Retention
- ✓ Digital Channels (Sales & Marketing)
- ✓ Personalization in Bancassurance
- ✓ AI Power
- ✓ The use of Big Data & Advanced Analytics
- ✓ CyberSecurity
- ✓ Secret of Successful Alliances
- ✓ InsurTech Impact



40% Banks
30% Insurance
20% Solution Providers & Consultancy
10% Others

 100+
DELEGATES

 30+
COUNTRIES PRESENT

 10+
HOURS OF
NETWORKING

20+ 
SPEAKERS

80% C-LEVEL & BOARD
LEVEL AUDIENCE

 18+
HOURS OF CONTENT

- Keynote Presentation
- Panel Discussions
- Networking Sessions
- Interactive Meetups

SPEAKERS 2019



CHRISTOPH CARL

Head of Bancassurance Projects
Allianz



DOMINIK STREBEL

Head of Partnership Development
Generali



SEBASTIAN LANGREHR

Head of Digital Bancassurance
Friendsurance



CARLO BARBERA

Director Central
UBI Bank



ANNE FISCHER

Counsel
Allen & Overy LLP



ÂNGELO GUERRA VILELA

Senior Director - Country Head of Digital
Ageas

SPEAKERS 2019



ALEXANDER BOJER

Founder
Anivo



MASSIMO PALMAS

Head of Product Portfolio Management
Swedbank



HANNES GÜRTL

Bancassurance in Southeastern Europe
VIG



THOMAS HEISSMEYER

CSO Insurance
enowa AG



VINEET JAISWAL

Head of Bancassurance
National Bank of Oman



TOLGA GUNES

Head of Bancassurance
Aksigorta



OLIVER NAUTH

Head of Sales & Strategy
Lifestyle Protection

SPEAKERS 2019



DAVOR GAŠPARAC

Head of Group Corporates Division
Erste Group IT



BHARATH VENEPALLY

Head Affinity and Partnerships
RSA



KONSTANTINOS ISSAIAS

Partner
KG Law Firm



MANUEL HOLZHAUSER

Managing Director
InsurTech Hub Munich



FRANCESCO PASSERA

Associate Partner | McKinsey &
Company



ESBEN SEYFFART SØRENSEN

Head of Sales
Penni.io



FABIO ZAMPAGLIONE

Head of Wealth and Welfare
Coordination
UBI Banca



RALF WIDTMANN

Founder & Managing Director
Riskine

DAY I

08:20 Registration & Welcome Coffee

08:50 Opening Remarks From the Chairman

CARLO BARBERA, Director Central, **UBI Bank**

SESSION I: PRODUCT OVERVIEW AND SCOPE OF BANCASSURANCE

09:00 - 10:30

- » **BANCASSURANCE OVERVIEW: BEST PRACTICE, TRENDS AND INNOVATION** 09:00-09:30

MASSIMO PALMAS, Head of Product Portfolio Management, **Swedbank**

- » **PRODUCT DEVELOPMENT DRIVEN BY CUSTOMER SATISFACTION** 09:30-10:00

CARLO BARBERA, Director Central, **UBI Bank**

FABIO ZAMPAGLIONE, Head of Wealth and Welfare Coordination, **UBI Bank**

- » **IS DIGITAL BANCASSURANCE SUBSTITUTING OR SUPPLEMENTING TRADITIONAL BANCASSURANCE? A LEGAL VIEW** 10:00-10:30

ANNE FISCHER, Counsel, **Allen & Overy LLP**

10:30 - 11:00 | Refreshments & Coffee Networking Break

SESSION II: RETHINK YOUR DISTRIBUTION MODEL : IT'S A NECESSITY, NOT AN OPTION!

11:00 - 12:30

- » **PARTNERSHIP MODELS ENABLED BY DIGITAL BANCASSURANCE** 11:00-11:30

DOMINIK STREBEL, Head of Partnership Development, **Generali**

- » **DIGITAL BANCASSURANCE STRATEGY: PRACTICAL CASE OF LEVERAGING ON A SUCCESSFUL PARTNERSHIP** 11:30-12:00

ANGELO GUERRA VILELA, Senior Director - Country Head of Digital, **Ageas**

- » **WHY MASTERING THE OMNI-CHANNEL GAME IS A CRUCIAL THING?** 12:00-12:30

HANNES GÜRTEL, Bancassurance in Southeastern Europe **VIG**

12:30 - 13:30 | Lunch Break

Great opportunity to interact with market leaders in a relaxing environment

SESSION III: BOOSTING BANCASSURANCE GROWTH: KEY TOOLS

13:30 – 16:30

- » **ANIVO: BANCASSURANCE AS A SERVICE - A NEW APPROACH THAT WORKS** 13:30-14:00

ALEXANDER BOJER, Founder, **Anivo**

- » **AUGMENTING BANCASSURANCE GROWTH THROUGH EFFECTIVE CUSTOMER SEGMENTATION** 14:00-14:30

VINEET JAISWAL, Head of Bancassurance
National Bank of Oman

- » **RETHINKING BANCASSURANCE - INSURANCE IN THE ECOSYSTEM BANK** 14:30-15:00

- ✓ Successful model HDI Germany Bancassurance
- ✓ Our path to digital transformation
- ✓ Smart business models for the future

OLIVER NAUTH, Head of Sales & Strategy
Lifestyle Protection

15:00 -15:30 | Refreshments & Coffee Networking Break

- » **BANCASSURANCE ECOSYSTEM : A PERSPECTIVE INTO VARIOUS MOVING PARTS IN BANCA ASSURANCE PARTNERSHIP MODEL** 15:30-16:00

BHARATH VENEPALLY, Head Affinity and Partnerships, **RSA**

- » **PENNI CONNECT** 16:00-16:15

ESBEN SEYFFART SØRENSEN, Head of Sales, **Penni.io**

- » **THE DIGITALIZATION TRILEMMA** 16:15-16:30

MANUEL HOLZHAUER, Managing Director,
InsurTech Hub Munich

16:30 **Chairman's summary & closing remarks**

16:40 **End of Conference Day I**

DAY II

08:20 Registration & Welcome Coffee

08:50 Opening Remarks From the Chairman

CARLO BARBERA, Director Central, UBI Bank

SESSION IV: THE NEW DIGITIZED WORLD OF BANCASSURANCE

09:00 – 14:00

» **PERSONAL AND DIGITAL – CUSTOMER CENTRIC
BANCASSURANCE** **09:00-09:30**

CHRISTOPH CARL, Head of Bancassurance Projects, **Allianz**

» **HOW AI IS TRANSFORMING BANCASSURANCE
STRATEGIES?** **09:30-10:00**

TOLGA GUNES, Head of Bancassurance, **Aksigorta**

» **ONE-STOP-SHOPPING: REACHING NEW MARKETS WITH
A FULLY-AUTOMATED END2END PAYMENT PROTECTION
SOLUTION** **10:00-10:30**

THOMAS HEISSMEYER, CSO Insurance, **enowa AG**

10:30 - 11:00 | Refreshments & Coffee Networking Break

» **THE USE OF BIG DATA & ADVANCED ANALYTICS**

11:00-11:30

SEBASTIAN LANGREHR, Head of Digital Bancassurance,
Friendsurance

» **OPPORTUNITIES AND THREATS OF COOPERATION
BETWEEN INSURTECHS AND BANKS/INSURANCE
INSTITUTIONS** **11:30-12:00**

DAVOR GAŠPARAC, Head of Group Corporates Division, **Erste
Group IT**

» **DIGITAL REFINEMENT: NEW OPPORTUNITIES FOR
GROWTH IN BANCASSURANCE CHANNELS** **12:00-12:30**

FRANCESCO PASSERA, Associate Partner, **McKinsey Company**

12:30 - 13:30 | Networking Lunch

Great opportunity to interact with market leaders in relaxing
environment

» **BANCASSURANCE IN GREECE** **13:30-14:00**

KONSTANTINOS ISSAIAS, Partner, **KG Law Firm**

» **TBC** **14:00-14:30**

RALF WIDTMANN, Founder & Managing Director, **Riskine**

SESSION V: PANEL DISCUSSION :
HOW TO STAY ON THE GROWTH
PATH

14:30 – 15:00

WHY DIGITIZATION IS A CORE INGREDIENT
OF GROWTH?
HOW TO MEET YOUR CUSTOMER EXPECTATION?

OLIVER NAUTH, Head of sales & Strategy, **Lifestyle Protection**

15:00 Conclusions & Remarks from the Sessions

15:15 End of Conference

enowa®

The German consultancy enowa uses its deep insights from more than 25 years of industry expertise together with modern technologies and methods of software engineering to master the digital transformation of insurance companies along their value chain. With specialized services, enowa enables insurance companies to execute sustainable digitalization strategies: from conception of project implementation through rollout.

In addition, enowa offers specific standard software solutions such as RESY – the standard policy management system for payment protection insurance.

With more than 200 employees in Germany and more than 300 employees worldwide, enowa is a medium-sized, international partner for medium-sized and large companies in the insurance industry. The company's headquarters are in Rottendorf near Würzburg, Germany. German offices are located in Munich, Hamburg, Dusseldorf and internationally in Basel (Switzerland), Vienna (Austria), Shanghai (China) and Baltimore, Philadelphia, Los Angeles (USA).

www.enowa.ag



Founded in Zurich in 2015, the Insurtech Anivo provides insurance companies, banks, telecommunications providers and ecosystems with a technology platform for rapid market introduction and highly efficient distribution of innovative insurance products.

If required, Anivo develops new insurance solutions together with the involved project partners. The implementation and international roll-out of complex insurance products is based on AnivoCore, the company's own multitenant white label distribution platform. A service team of proven insurance experts is able to provide highly efficient customer advice and sales using

state-of-the-art video technology. Products, operating software and processes are optimized during ongoing operations.

The Anivo Bancassurance solution enables banks to easily expand their service portfolio with innovative insurance products. With Anivo, established insurers can place new insurance products on the market within a few weeks without burdening their own IT resources, thus significantly shortening their innovation cycles.

ALLEN & OVERY

At a time of significant change in the legal industry, Allen & Overy is determined to continue leading the market as we have done throughout our 88-year history.

To support our clients' international strategies, we have built a truly global network now spanning 44 offices in 31 countries. We have also developed strong ties with relationship law firms in over 100 countries where we do not have a presence.

This network makes us one of the largest and most connected law firms in the world, with a global reach and local depth that is simply unrivalled.

McKinsey & Company

We help organizations across the private, public, and social sectors create the change that matters. We have always helped our clients identify and set the direction toward their most important goals. Today, we go further: working together to turn these ambitious goals into reality.

From the C-suite to the front line, we partner with our clients to transform their organizations in the ways that matter most to them. This means embedding digital, analytics, and design into core processes and mind-sets; building capabilities that help organizations and people to thrive in an ever-changing context; and developing excellence in execution to ensure

that actions translate into outcomes, quickly and sustainably.

With exceptional people in 65 countries, we combine global expertise and local insight to help you create the change that truly matters.



KYRIAKIDES GEORGOPOULOS
Law Firm

For more than 50 years KG has been the preferred choice for US and European international law firms seeking local legal counsel in Greece capable for delivering legal services at the most demanding international standards of professional quality and client service. We continue to develop and sustain multi- generational relationships with high-profile partners in major international and global law firms, as well as the exchange of expertise and intellectual capital that only such enduring relationships can produce.

Our partners and lawyers are prominent participants in international practice law institutions and networks, such as the International Bar Association, the American Bar Association, the Antitrust Alliance,

the Employment Law Alliance, the European Employment Lawyers Association, the International Fiscal Association, etc. and frequently publish in major international journals and books.

KG is a founding member of South East Europe Legal Group (SEE Legal) – www.seelegal.org, a regional alliance of major law firms from 12 countries in South East Europe, established in 2003. Working together on cross border transactions, SEE Legal is the largest local legal team in South East Europe, with more than 450 lawyers organized in cross - jurisdictional practice groups.

penni.io

Penni Connect is a technology platform built for digital insurance distribution. The legacy integration framework ensures fast speed to market in launching new insurance distribution channels. Penni Connect provides agility and flexibility via APIs so you can respond quickly to the customers' needs.

We know that core insurance systems are a key challenge when transitioning to digital sales. Penni Connect solves that challenge.



Our mission is to create the customer centric advisory of the future with and for our financial industry partners.

riskine develops digital advisory processes for leading insurances and banks. Our digital advisory tools support risk identification, determination of customers' demands and needs and product recommendations through a comprehensive algorithms-based analysis.

The core of our solutions is our technology, which is based on graph databases & algorithms. The interaction of the algorithms in the calculation kernel with the conversation model in the graph databases enables intelligent digital conversations. Due to our innovative solution, we are listed in the prestigious Gartner report "Cool Vendors in Insurance, 2018".



INSURTECH HUB MUNICH

Founded in 2017, the InsurTech Hub Munich e.V.(ITHM) is a non-profit association with currently 14 insurance members (e.g. Allianz, Munich Re, Generali and many others) as well as cross-industry partners Roche and PwC. It is an entrepreneurial platform that attracts, inspires and organizes key players and disruptors across industries and technologies to collaborate on ground breaking, innovative insurance products and services - revolutionizing the future of Insurance. Challenging the status quo, startups, corporates, top universities, research centers, investors and the government have committed to building a safer future together.

ITHM hosts events, frequent networking opportunities, knowledge-sharing workshops or meetups, partners with internationally renowned events, like the DIA Conference – and most importantly, two different international accelerator programs, all to bring innovators and corporates in the insurtech world together. W1 Forward InsurTech Accelerator is designed to make early stage startups market- and investor-ready. Once startups have reached a later stage, InsurTech Europe powered by Plug&Play assists them in the scaling phase. ITHM is one of twelve de:hubs funded by the Digital Hub Initiative of the German Federal Government.



PREVIOUS EVENTS





PREVIOUS SPEAKERS



ERGO



CATTOLICA
ASSICURAZIONI
DAL 1896



SUPPORTED BY



Berlin

Berlin's combo of glamour and grit is bound to mesmerise all those keen to explore its vibrant culture, cutting-edge architecture, fabulous food, intense parties and tangible history.

Bismarck and Marx, Einstein and Hitler, JFK and Bowie, they've all shaped – and been shaped by – Berlin, whose richly textured history confronts you at every turn. This is a city that staged a revolution, was headquartered by Nazis, bombed to bits, divided in two and finally reunited – and that was just in the 20th century! Walk along remnants of the Berlin Wall, marvel at the splendour of a Prussian palace, visit Checkpoint Charlie or stand in the very room where the Holocaust was planned. Berlin is like an endlessly fascinating 3D textbook where the past is very much present wherever you go.

When it comes to creativity, the sky's the limit in Berlin, which is one of Europe's big start-up capitals. In the last 20 years, the city has become a giant lab of cultural experimentation thanks to a spirit that nurtures and encourages new ideas as well as to once abundant space and cheap rent. Although the last two of these are definitely a thing of the past. Top international performers still grace Berlin's theatre, concert and opera stages; international art-world stars like Olafur Eliasson and Jonathan Meese make their home here; and Clooney and Hanks shoot blockbusters in the German capital. Highbrow, lowbrow and everything in between – there's plenty of room for the full gamut of cultural expression.

Berlin is a big multicultural metropolis but deep down it maintains the unpretentious charm of an international village. Locals and expats follow the credo 'live and let live' and put greater emphasis on personal freedom and a creative lifestyle than on material wealth and status symbols. Cafes are jammed at all hours, drinking is a religious rite and clubs keep going through the weekend into Monday. Size-wise, Berlin is pretty big but its key areas are wonderfully compact and easily navigated on foot, by bike or with public transport



EUROEVENTS

Email: operations@euro-events.co

T: +420.234.261.963

M: +420.734.655.262

www.euro-events.co

STAY CONNECTED

