

The Most Influential Insurance Event in China 中国最具影响力的行业盛典

5+ Forums

30+ Speeches

80+ Insurers, Reinsurers

300+ Attendees

60+ Medias



2nd Insurance Innovation Congress China 2017

2017年第二届中国保险业创新国际峰会

March 8-10th, 2017 | Shanghai, China
3月8-10日 | 中国上海

Innovate & Disrupt for Growth
创新 · 颠覆 · 增长

5

Forums Collocated
论坛同步

+

1

Pre-Conference
Workshop
会前研讨会



保险制度变革 Change of Insurance System

十三五
The 13th Five-Year Plan

偿二代
China's C-ROSS

营改增
Replacing Business
Taxi with VAT



保险产品创新 Insurance Product Innovation

个人收税优惠型健康险
Individual Tax Preferential
Health Insurance

养老保险+投资管理
Pension Insurance + Investment
Management

互联网保险
Internet Insurance

责任险
Liability Insurance

国际相互保险
Global Mutual
Insurance



保险投资多样化 Insurance Investment Diversification

房地产投资
Investment in Real Estate

股权投资
Equity Investment

PPP项目
PPP Project

全球资源配置
Global Resource Allocation

另类投资
Insurance Alternative
Investment

私募基金
Insurance Private
Fund



保险+金融科技 Insurance + Financial Technology

区块链
Blockchain

车联网
UBI

物联网
IoT

人工智能
Artificial Intelligence

基因诊疗
Genetic Testing

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2nd Insurance Innovation Congress China 2017

2017年第二届中国保险业创新国际峰会 March 8-10th, 2017 | Shanghai, China

It is the best of times, it is the worst of times, it is the age of disruption, it is the age of conventions, it is the epoch of growth, it is the epoch of decline, it is the season of light, it is the season of darkness, it is the spring of hope, it is the winter of despair, we have everything before us, we have nothing before us, we are all going direct to success, we are all going direct the other way - in short, the period for insurance is all about innovation. We either innovate for growth or stay for nothing.

这是最好的时代，这是最坏的时代；这是变革的年代，这是守旧的年代；这是增长的时期，这是衰退的时期；这是光明的季节，这是黑暗的季节；这是希望之春，这是失望之冬；我们面前应有尽有，我们面前一无所有；我们正踏上成功之路，我们正走向失败之门—简而言之，此时保险之要义，尽在创新。要么创新增长，要么错失良机。



Innovate & Disrupt for Growth —2nd Insurance Innovation Congress China 2017 2017年第二届中国保险业创新国际峰会——创新 · 颠覆 · 增长

Insurance Product and Market Innovation: 保险产品与市场创新:

- ♥ Extension of Insurance Industry Chain
延长保险产业链
- ♥ Construction of Insurance Ecosystem
保险生态圈建设
- ♥ Individual Tax Preferential Health Insurance
个人税收优惠型健康保险
- ♥ House-for-Pension Scheme
以房养老计划
- ♥ Individual Tax Deferred Commercial Pension Insurance
个人税收递延型商业养老保险
- ♥ Liability Insurance
全球责任险
- ♥ Internet Insurance
互联网保险
- ♥ Catastrophe Insurance
巨灾保险
- ♥ Mutual Insurance
相互保险
- ♥ New Rising Products and Services
新兴风险管理产品与服务

Insurance Asset Management Innovation: 保险资产管理创新:

- ♥ Insurance Alternative Investment
保险另类投资
- ♥ Insurance Equity Investment
保险股权投资
- ♥ The Investment of Global Real Estate
全球房地产市场投资
- ♥ Insurance Investment in PPP Projects
保险资金投资PPP项目
- ♥ Cooperation between Trust and Insurance
信保合作
- ♥ Insurance Private Fund
保险私募基金
- ♥ Insurance Capital Go Global
保险资金全球化配置
- ♥ Pension Fund Investment Management
养老基金投资管理
- ♥ Post Insurance Investment Management
保险资金的投后管理

Internet Insurance & Insurance Technology Innovation: 互联网保险 & 保险科技创新:

- ♥ Blockchain for Insurance
区块链技术
- ♥ Internet of Things (IoT)
物联网
- ♥ Cloud Computing
云计算
- ♥ Genetic Testing Technology
基因检测技术
- ♥ Artificial intelligence
人工智能
- ♥ Smart Wearable Devices + Insurance
智能可穿戴设备+保险
- ♥ Telematics
车联网技术
- ♥ Insurance Digitalization
保险数字化
- ♥ Cyber Security and Digital Trust
网络安全与数字互信
- ♥ Insurance Disruption
保险分销

Event at a Glance 议程概览

March 8th 三月八日	Pre-Conference Workshop 会前研讨会	13:00-17:30 Blockchain Technology and Its Potentials for Insurance 区块链技术在保险市场中的潜力
March 9th 三月九日	09:00-10:00 Opening Forum 开幕论坛	10:00-17:30 Insurance Product and Market Innovation Forum 保险产品与市场创新论坛
March 10th 三月十日	09:00-18:00 Sub-Forum 1: Insurance Asset Management Innovation Forum 分论坛1: 保险资产管理创新论坛	Expert Panel: Innovate against the Challenging Investment Reality- New Trends and Strategic Suggestions for Insurance Investment 专家论辩: 创新投资, 挑战逆势- 保险投资的新趋势与战略建议
	09:00-18:00 Sub-Forum 2: Internet Insurance & Insurance Technology Innovation Forum 分论坛2: 互联网保险 & 保险科技创新论坛	Panel Discussion: Technology Innovation Re-shapes Insurance Future 小组讨论: 科技创新重塑保险未来



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Pre-Conference Workshop 会前研讨会 (2017-3-8, 13: 30-18:00)

Pre-Workshop

会前研讨会

Blockchain Technology and Its Potentials for Insurance

区块链技术在保险市场中的潜力

Quite a few voices are calling the emerging blockchain technology the greatest revolution since the advent of the Internet. And it also been widely recognized that blockchain is an enormous disruptive force for insurance. The technology is ready for exploration by insurers and it has already been applied in insurance, while its exploitation is still a long way off.

越来越多的人认为区块链是互联网诞生以来最伟大的技术革新，同时也将成为颠覆保险业的一股强大力量。保险业已经开始探索区块链技术，已有了应用实例，但对该技术的开发才刚刚开始。



1500 Block Chain in Insurance: Opportunity or Threat? 区块链技术在保险中的应用：机遇还是威胁？

- Blockchain's potential use cases for the insurance industry
区块链技术可能运用到保险业的几个方面
- Conditions and limitations in applying blockchain
运用区块链技术的条件和限制
- Outlook on next steps for the insurance industry and individual insurance companies
针对保险业和保险公司下一步应对策略的建议

Tiana Laurence, CMO, Factom

蒂安娜·劳伦斯，首席市场官，公证通

1600 Networking Coffee Break 茶歇

- 待定

Weichen, CEO, Zhong An Technology

陈玮，首席执行官，众安科技

1730 Outlook on Blockchain Development and Application in China's Insurance Market 区块链技术在保险市场的发展与应用展望

- Current status of blockchain research and development in China's insurance sector
- 区块链技术在保险领域的研究发展现状
- Prospects of blockchain application in insurance in the near future
- 区块链技术在保险领域应用展望
- The major challenges to develop blockchain in China
- 中国发展区块链技术主要挑战
- Opportunities for insurance players to use blockchain
- 区块链带给保险业参与者的机遇

Ling Tong, Chief Architect, Ant Financial

童玲，首席架构师，蚂蚁金服

1830 Chairman's Closing Remarks & the End of the Workshop 主席总结陈辞&研讨会结束

1300 Workshop Registration 研讨会注册

1350 Opening Address & Chairman's Message 论坛开始&主席致辞

1400 Global R&D Progress on Blockchain 全球区块链技术研究与发展进展

- What a blockchain is?
区块链是什么？
- Progresses achieved and further focuses of blockchain research
区块链技术研究进展与进一步研究重点
- The applications of blockchain in financial sector so far and successful case studies
区块链技术在金融领域的应用以及成功的案例分享
- Blockchain application in insurance worldwide so far
区块链技术在保险领域的全球应用情况

Carl Wegner, Director of Business Development, Greater China, R3

魏凯，大中华区业务发展总监，区块链联盟(R3)

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DAY
ONE

Thursday March 9th, 2017

0800 Registration & Morning Tea 注册 & 早茶

0850 Opening and Chairman's Welcome Address **Insurance Association of China 中国保险行业协会**
开幕致辞 & 大会主席欢迎致辞 **International Insurance Society (IIS) 国际保险学会**

Opening Forum

开幕论坛

0900 **The Opportunities and Challenges Facing Insurance Industry in the 13th Five-Year Plan**
“十三五”时期保险业面临的机遇与挑战

Shu Feng, Deputy Dean, Beijing Insurance Research Institute
冯澍, 副院长, 北京保险研究院

0920 **The Implementation of China's C-ROSS: Current Status, Further Work and Lessons Learned**
“偿二代”的推行：现状、后续工作与经验教训

- ✧ The implementation of C-ROSS by insurers and reinsurers in terms of risk management system construction, liquidity risk management, skill preparations, and so on
- ✧ The effects of C-ROSS on large-scaled insurers and SMEs
- ✧ Good practices sharing
- ✧ Bad lessons learned and suggestions for improvements

China Insurance Regulatory Commission 中国保险监督管理委员会

0940 **Replacing Business Tax with VAT: the Effects on Insurance Industry**
营改增对保险业的影响

- ✧ The effects of replacing business tax with VAT on insurance industry in general
- ✧ The effects of replacing business tax with VAT on non-life insurers
- ✧ The effects of replacing business tax with VAT on life insurers
- ✧ The effects of replacing business tax with VAT on insurance intermediaries

TBA

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Insurance Product and Market Innovation Forum

保险产品与市场创新论坛

1000 **How will Industrial Policies and Disruptive Technologies Re-shape Insurance Market in China?**
行业政策与技术革新将如何重塑中国保险市场？

China Pacific Life Insurance Company 中国太平洋保险

1030 **Networking Coffee Break 茶歇**

1100 **Extension of Insurance Industry Chain and Construction of Insurance Ecosystem**
延长保险产业链与保险生态圈建设

- ✧ The importance of extending insurance supply chain
- ✧ The approaches and models of insurance industry chain extension: insurance+ healthcare, insurance+ auto industry, etc
- ✧ Construction of insurance ecosystem: what it is, why to disrupt, where to start and how to achieve it
- ✧ The new role insurance should play in the new ecosystem

Jinlun Liu, President & COO Taikang Insurance Group
刘经纶, 总裁&首席运营官, 泰康保险集团

1130 **Individual Tax Preferential Health Insurance: Case Study and Experience Sharing**
个人税收优惠型健康保险：案例分析与经验分享

- ✧ Current practices of individual tax preferential health insurance
- ✧ The differences from traditional health insurance in terms of policy design, sales strategy and claims

- ✧ Implementation experience sharing and suggestions for new comers

PICC Health Insurance Company 中国人民健康保险股份有限公司

1200 **Pension Insurance Innovation: House-for-Pension Scheme & Individual Tax Deferred Commercial Pension Insurance**
养老保险创新：以房养老计划与个人税收递延型商业养老保险

- ✧ The pilot house-for-pension insurance product: introduction, market feedbacks and experience sharing
- ✧ The expansion of house-for-pension scheme: suggestions for the market
- ✧ Strategic suggestions for the promotion of Individual Tax Deferred Commercial Pension Insurance
- ✧ Possible timeline for the implementation of Individual Tax Deferred Commercial Pension Insurance

Yi Peng, General Manager, TaiPing Pension
彭毅, 总经理, 太平养老

1230 **Networking Luncheon 午餐**

1400 **Insurance Product Diversification and Individualization**
保险产品的多样化与个性化

TBA

1430 **Liability Insurance Development Status and Suggestions for China**
全球责任险发展现状与中国建议

Allianz 安联保险



1500	Networking Coffee break 茶歇	1730	Panel Discussion: China Insurance Innovation: trends and challenges? 小组讨论：中国保险创新：趋势与挑战
1630	Internet Insurance Product Innovation 互联网保险产品创新		- How to Keep the Nature of Insurance in the Internet+ Environment? - Insurance Product Innovation: Trends and Challenges - The diversification of Investment Channels: How to ensure a perfect asset and liability management? - Industry Upgrading and Reforming: What's the Role of Technology? - How will Intermediaries Reform and Survive with the Aid of Internet ...
	- The rising models of internet insurance - Internet life insurance: current status and development trends - Internet non-life insurance: current status and development trends		
	Zhong An 众安保险		
1600	How to Adjust Pricing Scheme in the Low Interest Environment 如何在低利率环境下调整定价方案	1800	Experience Sharing: American Independent Agents & Brokers System 经验分享：美国独立保险代理人制度
	Yuanhan Zhang, Chief Actuary, China Pacific Insurance 张远瀚，总精算师，中国太平洋保险集团		Independent Insurance Agents & Brokers of America 美国独立保险代理&经纪公司
1630	Practices and Prospects of Catastrophe Insurance in China 中国巨灾保险的实践与前景	1830	Chairman's Closing Remarks & the End of the Conference 大会主席结束致辞 & 大会结束
	TBA		
1700	Mutual Insurance Practices and new trends 相互保险运营经验及新趋势		
	Thierry Weishaupt, International Cooperation Manager, MGEN 魏德力，国际合作部经理，法国教育系统补充医疗保险联盟		

DAY
TWO

March 10th—Friday
Parallel Venue 1 分会场 1

Sub-Forum 1: Insurance Asset Management Innovation Forum 分论坛 1：保险资产管理创新论坛

0800	Registration & Morning Tea 注册&早茶	1000	Experience Sharing: Investment Strategies during Low Interest and Asset Shortage Period and Suggestions to Chinese Players 发达国家低利率周期及资产荒环境下资产投资经验及对中国的建议?
0850	Opening and Chairman's Welcome Address 开幕致辞 & 大会主席欢迎致辞		- Overview of global economic status and its influence - The effect of political factors - Suggestions to Chinese Player
			Allianz 安联
0900	Status Quo of Insurance Asset Management and Forecasts for the Next Year 保险资金运用现状与明年市场预测	1030	Networking Coffee Break 茶歇
	- Overview of insurance asset management in China by this moment - Data analytics and guidable conclusions - Forecasts for the asset management market next year - The potential focuses of asset allocation next year	1100	Insurance Alternative Investment Innovation Trends 保险另类投资的创新方向
	Insurance Asset Management Association of China 中国保险资产管理业协会		- Current market status quo of insurance alternative investment - Debt investment VS Equity investment - Domestic investment & overseas investment - Product liquidity & investment management
0930	Global Economic Conditions and Asset Management Innovation 全球经济现状及资产管理新趋势		Brent Kao, Director, BlackRock 高正辉，董事，贝莱德
	Benjamin Deng, Head of Group Investment Solutions & Derivatives, AIA Group 鄧斌，投资方案&衍生品总监，友邦集团	1130	Insurance Equity Investment Innovation Trends & Risk Management 保险股权投资创新趋势与风险管理
			- Direct equity investment with the integration of insurance ecosystem - Private funds: practices and breakthroughs - Asset-Driving-Liability model VS. Liability -Driving-Asset model - Post-investment management and risk management

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1200	Expert Panel: Innovate against the Challenging Investment Reality- New Trends and Strategic Suggestions for Insurance Investment 专家论辩：创新投资，挑战逆势- 保险投资的新趋势与战略建议 - What are the major challenges for insurance investment? - How to survive and benefit in the low interest reality? - Alternative investment: what are the new trends? - Overseas investment: what are the new trends and challenges? - Risk management: how to ensure safety of insurance investment? ...	1530	Networking Coffee break 茶歇
1230	Networking Luncheon 午餐	1600	Exploration and Development of Insurance Private Fund in China 中国保险私募基金的尝试与发展 <i>Sun Life Everbright Asset Management 光大永明资产管理公司</i>
1400	The Investment Environment and Opportunities of Global Real Estate 全球房地产市场投资环境与机遇 <i>Black Stone Group 黑石集团</i>	1630	Insurance Capital Go Global: the Investment Trends 保险资金全球化配置趋势 <i>An Bang Asset Management Company 安邦资产管理有限责任公司</i>
1430	Insurance Investment in PPP Projects 保险资金投资 PPP 项目 - Current status and prospects of investing in PPP projects - Opportunities and challenges - Strategies and investment models - Risk management	1700	Supporting Measures and Implementation Strategies for Pension Fund Investment Management 养老保险基金投资管理：配套设施与具体办法 <i>Peng Ye, Assistant General Manager & Board Secretary & Head of Finance, Changjiang Pension</i> <i>叶蓬，总经理助理&董事会秘书&财务负责人，长江养老保险股份有限公司</i>
1500	Cooperation between Trust and Insurance: Innovation and Future 信保合作：创新与未来 <i>Chengli Song, Deputy Chairman, Ping An Trust</i> <i>宋成立，副董事长，平安信托</i>	1730	New Thinking on Insurance Investment Models under the Background of New Normal Economic Environment 经济发展“新常态”下对保险资金投资模式的新思考 <i>Dayong He, Partner & Managing director, The Boston Consulting Group</i> <i>何大勇，合伙人兼董事总经理，波士顿咨询</i>
		1800	Post Insurance Investment Management 保险资金的投后管理 <i>For Sponsorship</i>
		1830	Chairman's Closing Remarks & the End of Day Two Conference 主席总结陈辞&第二天会议结束

DAY TWO

March 10th - Friday
Parallel Venue 2 分会场 2

Sub-Forum 2: Internet Insurance & Insurance Technology Innovation Forum 分论坛 2：互联网保险&保险科技创新论坛

0800	Registration & Morning Tea 注册&早茶	1030	Smart Wearable Devices + Insurance 智能可穿戴设备+保险 <i>TBA</i>
0850	Opening and Chairman's Welcome Address 开幕致辞 & 大会主席欢迎致辞	1100	The Application of Genetic Testing Technology in Insurance 基因检测技术在保险中的运用 <i>Priority Health</i>
0900	The Disruptive and Innovative Forces of Blockchain for Insurance 区块链技术对保险的颠覆与革新 - The possible applications of blockchain in insurance - Technical perspectives & business perspectives - Blockchain + P2P insurance, micro insurance, etc - Challenges for implementations <i>David Piesse, Ambassador Chairman, International Insurance Society</i> <i>大卫·皮耶斯，大使主席，国际保险学会</i>	1130	Artificial intelligence: What will it bring to the Insurance Industry? 人工智能：能给保险产业带来什么？ <i>AIG 美亚保险</i>
0930	Internet of Things (IoT) and the Future of Insurance 物联网与保险的未来 <i>Yue Xie, General Manager and CEO, Long Insurance</i> <i>谢跃，总经理兼首席执行官，久隆财产保险有限公司</i>	1200	Panel Discussion: Technology Innovation Re-shapes Insurance Future 小组讨论：科技创新重塑保险未来 - Someone said the future of insurance would be decided by the application of innovative technologies. Do you agree? And why? - Which technologies will disrupt the insurance market deeply in the next 5-10 years? - Besides internet and related IT technologies, what else technology innovations will affect insurance
1000	Networking Coffee Break 茶歇		



1230	Networking Luncheon 午餐
1400	Cloud Computing Innovative Application in Insurance 云计算在保险中的创新性运用 <i>Xing Jiang, Deputy General Manager and CTO, Zhongan Insurance & Chairman, Zhongan Technology</i> <i>朱曙兵, 运维总监, 众安科技</i>
1430	Insurance Digitalization: Challenges and New Trends 保险数字化：挑战与新趋势 <i>Frank Desvignes, CEO & Founder, AXA Lab Asia</i> <i>弗兰克·德斯维格尼斯, 首席执行官&创始人, 安盛亚洲实验室</i>
1500	Telematics- Disrupt for Growth 车联网技术- 颠覆, 增长 <i>The Floow</i>
1530	Networking Coffee break 茶歇
1600	Cyber Security and Digital Trust 网络安全与数字互信 <i>TBA</i>
1630	The Future of Insurance Intermediaries in the Internet Era 互联网时代保险中介的未来 <i>Cninsure 泛华保险集团</i>
1700	How to Improve Customer Experience in the Internet Age? 互联网时代如何提升客户体验？ <i>State Farm 美国州立农业保险公司</i>

1730	Panel Discussion: Internet Insurance- Where is it moving forward? 小组讨论：互联网保险-去向何方？ - Where is internet moving forward? - How does internet change the insurance industry chain and re-define each role? - What's the future for insurers, intermediaries, and other players? - How to manage the challenges for insurance digitalization, and solve the problems of cyber risks? - What are the new strategies to handle big data and data analytics?
1810	Chairman's Closing Remarks & the End of the Conference 大会主席结束致辞&大会结束

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2nd Insurance Innovation Congress China 2017

2017年第二届中国保险业创新国际峰会 March 8-10th, 2017 | Shanghai, China



Congress Overview

The Insurance Innovation Congress China 2016 is the most influential insurance event in China with a pre-conference workshop and 5 collocated forums, addressing the most crucial aspects facing China insurance prospects, held on April 11-13th, in Shanghai, China.

There were around 260 executives in insurance industry from all over the world attended the Insurance Innovation Congress China 2016, including governments, regulators, associations, insurers, reinsurers, asset management organizations, financial institutions, internet companies, law firms, consultants, IT suppliers, intermediaries, R&D, and other related organizations.

Around 35 top-level speakers presented in the congress, with topics set upon the top design of China's insurance development, insurance product and market innovation, insurance asset management innovation, go global and internet+, big data & IT technology innovation.

Part of VIP Speakers



Chengwei Wang
Chief Investment Officer
Ping An Annuity Insurance Company



G. Geoff Su
Board Director and President
Changjiang Pension Insurance Company



Bodong Ma
Marketing Manager
Jianxin Pension Management Co.



Wenhui Xu
Director General
Insurance Center of Fudan University



Guang Pei
Director General of Shanghai Bureau
China Insurance Regulatory Commission



Qinghai Yao
Chairman
Insurance Society of China



David Piesse
Ambassador Chairman
International Insurance Society



Qi Liu
Secretary General
Insurance Association of China



Jianguo Ren
Chairman & President
China Insurance Security Fund Company



Jinghui Xu
Chairman and President
China Pacific Life Insurance Company & Chairman
Changjiang Pension Insurance Company & Vice
Chairman
Insurance Association of China

Participant Breakdown

By Segment 按业务领域



Insurance 保险公司	41%
IT/software IT/软件供应商	12%
Consulting/Law Firm/Rating 咨询公司/律所/评级公司	9%
Association/Institute 协会学会	8%
Asset Management 资产管理	7%
Gov/R&D 政府/研究机构	6%
Broker 保险中介	5%
Others 其他	4%
Payment 支付	3%
Reinsurance 再保险企业	3%
Assistance 救援	2%

By Customer Experience 按客户体验



Excellent 优秀	23%
Good 好	24%
Normal 正常	42%
Not Bad 还行	9%
Others 其他	2%

Testimonials

"A good conference looking at trends in insurance, and the innovation response to those changes."

----- James Maudslay, Equinix China

"受益匪浅。"

----- 陆伟文, 芮翎珂 (上海) 网络技术有限公司

"很不错, 很开发思路。"

----- 李永峰, 武汉东风保险经纪有限公司

"感谢SZ&W举办的2016中国保险业创新国际峰会, 我全程参加, 了解到业界最新创新动态, 拓展了人脉, 获益匪浅, 谢谢!"

----- 李冰, 中国太平保险集团

"得到了较好的交流机会和学习机会。"

----- 黄为, 幸福人寿保险股份有限公司

"会议内容很不错。"

----- 徐晶, 长江养老保险股份有限公司

"挺好的, 收获挺大。"

----- 徐晓华, 中央财经大学

"Excellent."

----- 陈维格, ubon Insurance Company

Previous Sponsors



普华永道



make insurance easy

Munich RE



Swiss Re



Global IT Innovator



邦盛金融技术
BANGSUN FINANCIAL TECHNOLOGY



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UNION MOBILE PAY



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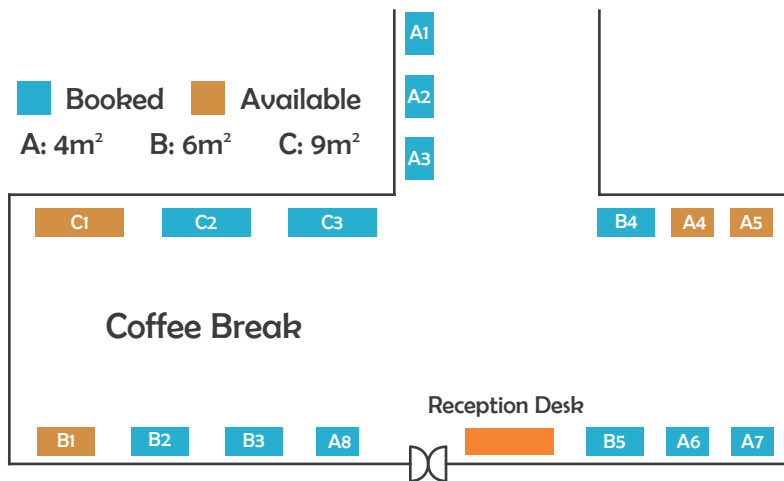




2nd Insurance Innovation Congress China 2017

2017年第二届中国保险业创新国际峰会

Exhibition Floor Plan



Who Should Sponsor?

- ◆ Insurers/ Reinsurers 保险/再保险公司
- ◆ Internet Insurers 互联网保险公司
- ◆ Asset Management Companies 资产管理公司
- ◆ Financial Institutions (Banks, Funds, Securities, etc) 其他金融机构 (银行、基金、证券、其他)
- ◆ Law Firms 律所
- ◆ Internet Companies 互联网公司
- ◆ IT Technology Suppliers 信息技术供应商
- ◆ Insurance Brokers/Agencies/Assessors 保险中介
- ◆ Consultants 保险咨询公司
- ◆ ... etc. 其他

Recommended Sponsor Package	Tickets	Speech	Exhibition
Gold Sponsor	10	✓	9m ²
Silver Sponsor	8	✓	6m ²
Bronze Sponsor	6	✓	4m ²
Presentation Sponsor	4	✓	X
Welcome Reception Sponsor	4	X	4m ²
Luncheon Sponsor	6	X	4m ²
Cocktail Party Sponsor	4	X	4m ²
Golf Match Sponsor	4	X	X
Lanyard Sponsor	3	X	X
Delegate Bag Sponsor	3	X	X



Become a Sponsor. Make Your Connection

Do business with both the CEOs & GM from Insurers/ Reinsurers in one place!

ARE YOUR POTENTIAL CLIENTS AWARE OF THE EXPERTISE YOU OFFER?

- Educate the market about your products, services, key personnel and track record
- Enjoy a complete captive audience by holding a full 30 minute presentation
- Join a key panel debate or distribute literature directly towards your client

Solution1: Keynote address/Chairman opportunities/Moderator/Panelist ...

DO YOU FIND IT HARD TO IDENTIFY AND GET IN FRONT OF THE DECISION MAKERS?

- Benefit from having all your potential clients in one place at one time
- Send your best sales people to ensure you have the man power to meet everyone
- Use CONTACT and SPEED NETWORKING to make 1-1 contact before, during and after the event

Solution3: Exhibition/Delegate bag/Insertion/Badge Lanyard...

IS YOUR BRAND RECOGNISED BY YOUR TARGET MARKET?

- Use our extensive global marketing campaign to position your logo and profile in front of your target market from all over the world - even those that don't attend the event!

Solution2: Exhibition/coffee break sponsor/luncheon sponsor/cocktail sponsor...

ARE YOUR COMPETITORS EATING YOUR LUNCH?

- No one can afford to sit back and let the business come to them
- Don't sit in the audience and listen to your competitors say how great they are – be at the forefront!
- Ensure your business is at the forefront of your prospects' minds

Solution4: Presentation sponsor/One on One meetings (upon basic investment)/Workshop sponsor/Luncheon sponsor



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