

Insurance Day Summit London 2011

Now in its sixth year, the **Insurance Day Summit London** is firmly established as the best platform for executive management to meet, network and do business, all brought to you by the insurance industry's only daily newspaper.

In May, Summit delegates will gather at the Grange City Hotel over the course of two days to hear more than 50 chief executives and senior management figures from the London market and further afield debate the major issues impacting YOUR business.

The Summit provides a first class opportunity for executive management in insurance and reinsurance companies to assemble to discuss the nature of competitive threats during uncertain economic times.

This year's event features a number of new additions to the already popular programme mix of panel sessions and keynote speeches.

In keeping with the progress demonstrated by the London market over the past 12 months towards improving process and service efficiencies, the Summit panel sessions will employ technology in order to ensure all delegates can have their say on the vital industry issues debated.

Also new this year is a series of Tomorrow's World-style presentations which will look at some of the challenges the market will be facing in five to 10 years' time and the solutions that may be available.

The Insurance Day team urges you to attend the most senior gathering of London market management this year.

Don't miss the market's major debate in 2011!



Greg Dobie
Managing Editor
Insurance Day

Testimonials from previous Summits:

"The sense of community, that is very evident today at this conference, is very important. It is what makes the London Market unique."

Richard Ward, Chief Executive, Lloyd's

"Well organised, lots of good speakers, topical issues"

David Gittings, Chief Executive, Lloyd's Market Association

"Great speakers, topical issues and good attendance - overall a great job!"

Julian James, Chief Executive, Lockton Companies International

"Our association with the Insurance Day Events has proven to be a most valuable partnership. The networking opportunities and ability to engage with our target audience at the event resulted directly in new business opportunities for Moore Stephens."

Helen Ferris, Senior Marketing Manager, Moore Stephens

"Very useful from both a learning and networking viewpoint"

Mike Morrissey, Chief Executive, International Insurance Society

"I found the Insurance Day Summit offered an extremely relevant agenda for the London Market and the insurance industry generally. The keynote speeches offered thought-provoking insights and the roundtables allowed for a deeper dive on a variety of topics relevant to these turbulent times"

Alessandro Iuppa, Senior Policy Advisor, Zurich Insurance

"This event is absolutely fantastic as it is the embodiment of the collaborative spirit within the London Market"

Chris Croft, Head of LMG Secretariat, London Market Group

Day One highlights

- Opening address from Lloyd's Chief Executive, **Richard Ward**
- Leading regulatory and industry figures discuss the future shape of the supervisory regime in the UK
- Scor Chief Executive, **Denis Kessler**, Catlin Chief Executive, **Stephen Catlin** and Allianz Management Board Member, **Clement Booth** provide their expert views on current insurance market challenges

Day Two highlights

- Government Business Ambassador, **Sir David Brewer** delivers the lunchtime address
- Aon Limited Chief Executive, **Robert Brown**, Hiscox USA Chairman, **Robert Childs**, Chartis UK Chief Executive, **James Shea** and Chaucer Holdings Chief Executive, **Robert Stuchbery** participate in the Insurance Day Chief Executive Leadership Panel.
- Oil Chief Executive **Robert Stauffer** reviews energy industry capacity models post-Deepwater Horizon



Registration hotline: +44 (0)20 3377 3836 Email address: ids SummitLondon@informa.com

www.insurancedaysummit.com/london

Insurance Day Summit London

17th-18th May 2011
Grange City Hotel, London
8-14 Cooper's Row, London, EC3N 2BQ

5 Easy Ways to Register and for Group Discounts

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2. **Online:** www.insurancedaysummit.com/london
3. **Fax:** +44 (0)20 7017 4092
4. **Email:** ids SummitLondon@informa.com
5. **Mail:** Insurance Day Summit London, Informa Insurance, Telephone House, 69-77 Paul Street, London, EC2A 4LQ

For more information on speaking, exhibiting and sponsoring opportunities, please contact Graeme Cathie on +44 (0)20 7017 4070 or email graeme.cathie@informa.com

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Hotel Accommodation:

The cost of the accommodation is not included in the event fee. To help you find the best accommodation near to the Insurance Day Summit London and to ensure that you always get the best special offer deals, we have put together a unique HotelMap™ with our friends at LondonTown.com. View our HotelMap™ with special offers and live availability for hotels near Insurance Day Summit London www.HotelMap.com/M4AR6

PRICES

Price if booked:	by 11th March	by 8th April	after 8th April
Named Primary Market Subscribers	£595 + VAT @ 20% (£119) = £714	£675 + VAT @ 20% (£135) = £810	£725 + VAT @ 20% (£145) = £870
Broking & Underwriting Companies	£995 + VAT @ 20% (£199) = £1,194	£1,100 + VAT @ 20% (£220) = £1,320	£1200 + VAT @ 20% (£240) = £1,440
Service Providers to the insurance industry	£1,540 + VAT @ 20% (£308) = £1,848	£1,645 + VAT @ 20% (£329) = £1,974	£1,750 + VAT @ 20% (£350) = £2,100

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Terms and Conditions

FEE: Named Primary Market Subscribers
Price if booked by 11th March 2011: £595 + VAT @ 20% (£119) = £714
Price if booked by 8th April 2011: £675 + VAT @ 20% (£135) = £810
Price if booked after 8th April 2011: £725 + VAT @ 20% (£145) = £870

FEE: Broking & Underwriting Companies
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Price if booked by 8th April 2011: £1,100 + VAT @ 20% (£220) = £1,320
Price if booked after 8th April 2011: £1,200 + VAT @ 20% (£240) = £1,440

FEE: Service Providers to the insurance industry
Price if booked by 11th March 2011: £1,540 + VAT @ 20% (£308) = £1,848
Price if booked by 8th April 2011: £1,645 + VAT @ 20% (£329) = £1,974
Price if booked after 8th April 2011: £1,750 + VAT @ 20% (£350) = £2,100

VAT: Under UK Customs & Excise Regulations delegates from all countries are required to pay VAT on any event taking place in the UK. Delegates will be sent information on how to claim back VAT.

payable after 21st of April 2011. All cancellations must be submitted in writing to ids SummitLondon@informa.com Substitutions are welcome at any time.

CANCELLATIONS: Must be received in writing by 21st of April 2011 and will be subject to an administrative charge of £350. The full conference fees remain

It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the identity of the speakers. This contract is subject to English Law.

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*Those eligible are non insurance/reinsurance industry corporate risk managers, the organiser reserves the right to determine the eligibility of complimentary places.

Insurance Day Summit London

The premier event for the insurance industry

17th & 18th May 2011, Grange City Hotel, London

The London market's main event - rethinking reform, risk and regulation
More than 50 chief executive and senior management speakers over two days

MEET THE MOST SENIOR FIGURES IN THE LONDON MARKET



Keynote Speaker

Richard Ward
Chief Executive
Lloyd's



Keynote Speaker

Denis Kessler
Chairman and Chief Executive
Scor Group



Lunchtime Address

Sir David Brewer CMG JP
Business Ambassador and
Lord-Lieutenant of Greater London

Featuring an outstanding line-up of industry experts including:



Stephen Catlin
Chief Executive
Catlin Group



Gabriel Bernardino, Chairperson
European Insurance and Occupational
Pensions Authority



Robert Stauffer,
President and Chief Executive
Oil Insurance



Robert Brown
Chief Executive
Aon Limited



Jean-Jacques Henchoz
Head of Europe Division
Swiss Re



Clement Booth
Member of the Board of Management
Allianz



Robert Childs
Chief Underwriting Officer and Chairman
Hiscox USA



Alessandro Iuppa
Senior Policy Advisor
Zurich Insurance



Martin Etheridge,
Solvency II and IAIS Strategy
FSA



David Watson
President and Chief Executive
XL Re Europe



Clive Tobin
Chief Executive
Torus Insurance



Sue Langley,
Director of Market Operations,
and North America, Lloyd's



Toby Esser
Chief Executive
Cooper Gay Swett & Crawford



Matthew Fosh
Chief Executive
Novae Group,



Ramon Calderon,
Director of the NAIC's Centre for
Insurance Policy and Research
NAIC



James Shea
Chief Executive
Chartis UK



Henry Keeling,
President and Chief Executive,
International Operations, Guy Carpenter



Heinz Eggenberger
President
Insurance Institute of Switzerland



Stan Galanski
President and Chief Executive
The Navigators Group



Julian James
Chief Executive
Lockton Companies International



Robert Stuchbery
Chief Executive
Chaucer Holdings

Plus many more

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Agenda Day 1: 17th May 2011

08.00 Registration opens 

08.50 Opening remarks from the Chair
Christopher Croft, Head, **London Market Group Secretariat**

09.00 OPENING KEYNOTE ADDRESS

2011: A Premium on Quality
Richard Ward, Chief Executive, **Lloyd's**



09.20 The evolution of insurance and reinsurance in the global economy
Clement Booth, Member of the Board of Management, **Allianz**

09.40 PANEL: The future of regulation at home and abroad

- PANEL**
- The future of insurance regulation in the UK after the FSA
 - Update on regulation in Europe and the US
 - Danger of over-regulation
 - Treatment of systematic risk

Moderator: Julian James, Chief Executive
Lockton Companies International

James Smethurst, Partner, **Freshfields Bruckhaus Deringer**
Alessandro Iuppa, Senior Policy Advisor, **Zurich Insurance**
Ramon Calderon, Director, Centre for Policy & Research, **NAIC**
Gabriel Bernardino, Chairperson
European Insurance and Occupational Pensions Authority
Derek Walsh, Group General Counsel, **RSA Group**

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10.20 Implementing Solvency II - The regulator's view
Martin Etheridge, Solvency II and IAIS Strategy, **FSA**

10.35 PANEL: Solvency II - from consultation to implementation

- PANEL**
- Which country in Europe is implementing it most effectively?
 - What can London learn from other territories?
 - Data Management
 - Integration of IASB's new Insurance Contracts Exposure Draft with Solvency II

Moderator: Russell Higginbotham, Chief Executive
Swiss Re UK

Martin Etheridge, Solvency II and IAIS Strategy, **FSA**
David Simmons, Managing Director, Analytics, **Willis Re**
Clement Booth, Member of the Board of Management
Allianz

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11.10 Networking Refreshments 

11.30 **Keynote Address: Securing long-term profitability under the threat of global economic recession**
Denis Kessler, Chairman and Chief Executive, **Scor Group**

12.05 PANEL: Economic and market outlook for the insurance industry

- PANEL**
- How will wider economic trends impact the insurance market?
 - The tax environment
 - Inflation - what it means for investment and underwriting strategies
 - Outlook for UK interest rates on the insurance market

Moderator: Dr Rebecca Driver, Director of Research and Chief Economist, **Association of British Insurers**
David Watson, President and Chief Executive, **XL Re Europe**
Henry Keeling, President and Chief Executive, International Operations, **Guy Carpenter**
Paul Hennessy, Head of European Operations, **Navigators Group**

12.40 TOMORROW'S WORLD PRESENTATION: Insurers of the future

Sponsored by



Michael Cook, Associate Partner
CSC Financial Services Group for Europe, Middle East and Africa

12.55 Lunch 

14.00 Keynote Address

Stephen Catlin, Chief Executive, **Catlin Group**

14.20 Modernisation in the London Market

Sue Langley, Director of Market Operations and North America, **Lloyd's**

14.35 PANEL: Modernising London's processes

- PANEL**
- Can we make the deadline and how do we do it?
 - How can we achieve a level playing field across Europe?
 - Will it reduce systemic risk?
 - Can regulators manage the internal model validation process?

Moderator: Tim Carroll, Non-Executive Director
Chaucer Syndicates
Carl Beardmore, Chief Executive, **BMS Associates**
Sue Langley, Director of Market Operations and North America, **Lloyd's**
Matthew Shaw, President, **Ace Global Markets**

15.05 PANEL: Delivering a return on equity in a soft market

- PANEL**
- How do you profit through a soft underwriting cycle?
 - What constitutes an acceptable RoE in today's environment?
 - Vanilla risks or niche business - market outlook
 - Managing the cycle through the subscription market

Matthew Fosh, Chief Executive, **Novae Group**
Bob Van Gieson, Chairman and Chief Executive, **Dual International**
Chris Butcher, Chief Trading Officer, **Cooper Gay Swett & Crawford**

15.45 Networking Refreshments 

16.05 PANEL: M&A activity and capacity movements

- PANEL**
- Prospects for insurers and brokers
 - Drivers for a new wave of activity
 - New capacity and ways of accessing Lloyd's

Moderator: Philip Calnan, Senior Partner, **PricewaterhouseCoopers**
Clive Tobin, Chief Executive, **Torus Insurance**
Adam Mullan, Chief Executive Officer, **Alterra at Lloyds Ltd**
Julian James, Chief Executive, **Lockton Companies International**

16.45 Closing remarks from the Chair

17.00 Networking Drinks Reception 

Keep up to date with all the changes and additions to the Insurance Day Summit London on www.insurancedaysummit.com/london

- ✓ New speakers
- ✓ Agenda changes
- ✓ Sponsorship details



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Agenda Day 2: 18th May 2011

08.00 Registration opens 

08.50 Opening remarks from the Chair
David Gittings, Chief Executive, [Lloyd's Market Association](#)

09.00 OPENING KEYNOTE ADDRESS

Insurance capacity models for the energy industry post-Macondo

Robert Stauffer, President and Chief Executive
[Oil Insurance](#)



09.20 European market overview
Jean-Jacques Henchoz, Head of Europe, [Swiss Re](#)

09.40 The growth of the insurance industry in Switzerland
Heinz Eggenberger, President
[Insurance Institute](#), Switzerland

10.00 The US view of Lloyd's as a strategic platform
Stan Galanski, President and Chief Executive
[The Navigators Group](#)

10.30 PANEL: Chief Executive Leadership Panel


PANEL
Karl Hennessy, CEO, [Aon Global](#)
Robert Childs, Chief Underwriting Officer and Chairman
[Hiscox USA](#)

James Shea, Chief Executive, [Chartis UK](#)
Robert Stuchbery, Chief Executive, [Chaucer Holdings](#)
Stan Galanski, President and Chief Executive, [The Navigators Group](#)

11.05 PANEL: Future leadership issues of the industry

PANEL
Tom Graham, Class Underwriter, [Chaucer](#)
Jonathan Clark, Director, Corporate and Technical Risks
[Cunningham Lindsey UK](#)


Michael Lambert, Broker, [Miller Insurance](#)

11.40 Networking refreshments 

STREAM A: CAPITAL/ASSET MANAGEMENT THROUGH A SOFT MARKET

PANEL

12.00 Optimising investment income in challenging market conditions

Sponsored by 

- Navigating the global debt markets – where to find value
- Duration matching – a challenge at the best of times!
- Other sources of yield – what to consider when looking at alternatives

Moderator: Russell Busst, Chief Executive
[Amundi UK](#)

Nick Gartside, Managing Director
[JP Morgan Asset Management](#)

David Astor, Chief Investment Officer, [Hiscox](#)
Neil Moge, Strategy & Relationship Manager
Group Investments, [RSA Insurance Group](#)

PANEL

12.50 Investing in the Solvency II environment

Sponsored by [Payden&Rygel](#)

- Is Solvency II clear enough on the treatment of all asset classes? Does it penalise some unnecessarily?
- Best practice – how to bring all functions together – actuarial, risk, investment

Moderator: Erinn King, Senior Vice President
[Payden & Rygel](#)

David Osborne, Director, [Meridian Performance Services](#)
Richard Sutlow, Finance & Operations Director
[Antares Underwriting](#)

STREAM B: MODERNISATION OF THE LONDON MARKET

PANEL

12.00 Delivering the complete bordereau solution

Sponsored by 

Moderator: Stuart Shenton, Sales Director
[Total Objects](#)

Adam Stafford, Programme Manager
Market Operations, [Lloyd's](#)

Ian Whitehead, Deputy Managing Director
[Bell & Clements Limited](#)

12.50 Process Change

Moderator: Robert Gillies, Head of Market Processes
[Lloyd's Market Association](#)

Roy Laker, Vice President, London Market
[Acord](#)

John Bissell, Operations Director
[Miller Insurance](#)

Christopher Croft, Head
[London Market Group Secretariat](#)

Robin Merttens, Market Place Director, [RIBK](#)

STREAM C CLAIMS MANAGEMENT

12.00 London market claims – the long and winding road

Roger Oldham, Managing Director
[Amethyst Business Consultancy](#)

PANEL

12.15 How effective claims management helps with Solvency II challenges

Sponsored by 

Moderator: Graham Newman, European Product Marketing Manager, [Fineos Corporation](#)

Roger Oldham, Managing Director
[Amethyst Business Consultancy](#)

Kathryn Gifford, Head of Claims Operations
[Mitsui Sumitomo Insurance Group](#)

Colin Whickman, Director, [Syclogis Consulting](#)

PANEL

12.55 Progress of ECF2

- Reducing claims turnaround time
- Roll out of ECF2
- Broker's experience of using ECF2

Moderator: Gary Bass, Claims Consultant
[Lloyd's Market Association](#)

Stuart Willoughby, Claims Director, [Markel International](#)

David Lang, Head of Claims, [Lloyds](#)

Gwyn Young, Assistant Director, [Alwen Hough Johnson](#)

Delegates regroup for plenary

13.30



Lunchtime Address

Sir David Brewer CMG JP

Business Ambassador and Lord-Lieutenant of Greater London

NETWORKING OPPORTUNITIES FOR 2011

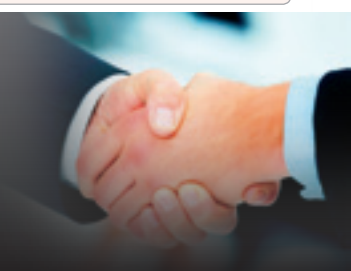
Meet and mingle with your industry peers during the networking opportunities at the Insurance Day Summit London 2011.

- ✓ Refreshment breaks
- ✓ Networking lunches

- ✓ Breakout sessions
- ✓ Streamed sessions

- ✓ Networking drinks reception on Day One

Email address: ids Summit London@informa.com



Sponsorship Opportunities

Unrivalled branding, thought leadership and networking opportunities

Whatever your marketing objectives are for 2011, the Insurance Day Summits can help you achieve them.

The Insurance Day Summit London, now in its sixth year, is the premier event for the London insurance market, bringing together over 50 Chief Executive level speakers from London and around the globe, as well as over 200 senior level delegates each paying in excess of £1,000 to listen to and network with their peers.

Sponsoring the Insurance Day Summit offers huge potential to:

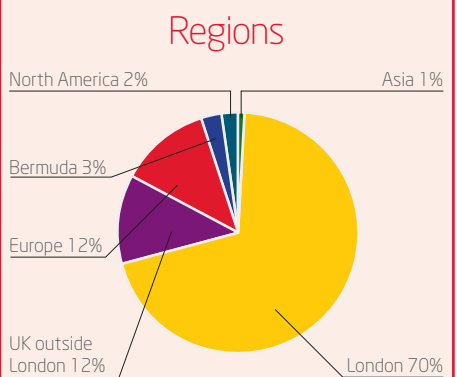
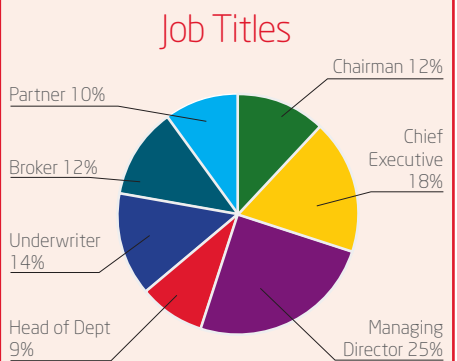
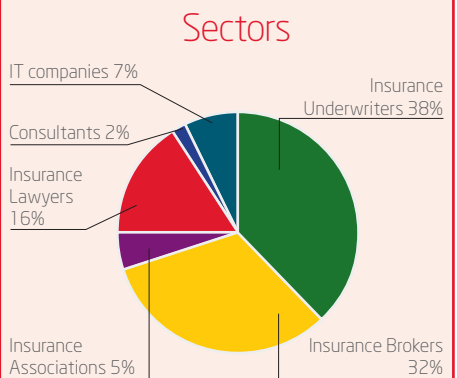
- Maximise your brand exposure both in print and online before the event and extensively at the event itself
- Communicate and network directly with your target audience
- Demonstrate valuable thought leadership both at the event itself and afterwards to a wider audience through coverage in the Insurance Day newspaper and website
- Be seen to be supporting and driving the development of the London insurance market

All sponsorship opportunities are tailored to meet your specific business objectives and budget levels.

To find out more about speaking opportunities and sponsorship options please contact

**Graeme Cathie on
Direct tel: +44 (0)20 7017 4070
or email graeme.cathie@informa.com**

Attendee breakdown from last year's Summit



Newspaper coverage

Insurance Day will be producing special Show Daily editions of the newspaper during the Summit providing coverage of the speaker presentations and panel sessions from the event.

To view these stories in full go to www.insurancedaysummit.com/london



In addition to the normal readership the dailies will be distributed to all delegates at the Summit and extensively throughout the City each morning. For advertising and sponsorship opportunities please contact Graeme Cathie on +44 (0)20 7017 4070 or email graeme.cathie@informa.com.

New sponsorship opportunities for 2011:

- Insurance Day White Papers on new risk areas
- Tomorrow's World presentations

Companies that have previously attended include:

Allianz Risk Transfer (UK)
Amlin
Aon
Aon Benfield
Arch Insurance Europe
Atrium Underwriting
Axis Re
Berkshire Hathaway
Brit Insurance
Canopus Services

Chaucer Syndicates
Cooper Gay
Giles Insurance Brokers
Glacier Re
Guy Carpenter & Co
Hardy Underwriting Agencies
Hiscox Group
Kiln Group
Liberty International Underwriters
Lloyd's Market Association

Lloyd's of London
Markel International
Marsh
Mitsui Sumitomo Insurance
MSI Assurance & Reinsurances
Munich Reinsurance Company
Novae Group
QBE Insurance
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