



# International Conference LIFE & PENSION INSURANCE Eastern Europe • CIS • Asia

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## Day One: Monday November 28, 2005

- 08.30 - Registration  
10.00  
10.00 - Opening: Key note address  
10.15 **Dr. Olga Ruf-Fiedler**, Chair of the Conference, Winterthur Group, Switzerland

### Plenary session 1.

#### «Government Regulation of Life Insurance»

Chair: Dr. Olga Ruf-Fiedler, Winterthur Group, Switzerland

- 10.15 - Greeting Letter  
12.00 **Mr. Alexander Joukov**, Vice-Premier of the Government of Russian Federation, Russia  
 [Frameworks and International Standards for Insurance Supervision](#)  
 **Mr. Jukka Rantala**, Chairman of the Insurance Regulation Committee of International Actuarial Association (IAA), Finland  
 [The Swiss Experience with Risk-Based Supervision](#)  
 **Prof. Dr. Herbert Luethy**, Head of Federal Office of Private Insurance, Switzerland  
Regulatory Framework and Economic Climate in Russia  
 **Mr. Ilya Lomakin-Roumyantsev**, Head of Russian Federal Agency of Insurance Supervision, Russia  
Life Insurance Development and Supervision in Ukraine  
 **Mr. Victor Suslov**, Chairman of State Regulation Committee for Ukrainian Financial Services Market, Ukraine  
Life Insurance Overview in Russia  
 **Mr. Alexander Torbakhov**, Vice-President, Board Member of Life Insurance, Rosgosstrakh, Russia  
12.00 - Coffee Break and Networking  
12.20

### Plenary Session 2.

#### «Investment climate and World Views»

Chair: Sir Ronald H. Grierson, The Blackstone Group, Europe

- 12.20 - Opening Statement  
14.00 **Sir Ronald H. Grierson**, Chairman of Blackstone Europe, The Blackstone Group, United Kingdom  
 [Investment climate for Eastern Europe and CIS](#)  
 **Mr. Jonathan Woollett**, Director of EBRD - Non-Banking Financial Institutions, United Kingdom  
 [MetLife's Journey: Bringing Global Expertise to Local Markets](#)  
 **Mr. William J. Toppeta**, President of MetLife International, METLIFE, USA  
European Insurance Industry – A personal View from an International Insurance Manager  
 **Mr. Chris Schnor**, Head of MG International, Winterthur Group, Switzerland  
Central and Eastern Europe & CIS Life Insurance Industry – Developments and Outlook  
 **Mr. Andreas Vassiliou**, CEO of Life Insurance Operations, CEE of AIG/ALICO, Greece  
 [The Oil Boom in Russia: Does it help to also boost the Wealth Management and Life Insurance Business?](#)  
 **Mr. Philipp Kindt**, Executive Director of UBS - Wealth Management  
14.00 - Lunch and Networking  
15.15

### Plenary Session 3.

#### «Life insurance: Local Features, Eastern Europe and CIS»

Chair: Dr. Olga Ruf-Fiedler, Winterthur Group, Switzerland

- 15.15 - [PDF Potential to Develop Russian Life Insurance Markets](#)  
 16.45 **Ms. Stefanie Appel**, CFO Allianz ROSNO Life, Russia  
 Assessment of Life and Pension Insurance Market in Ukraine  
[Q+ Ms. Galina Tretyakova](#), Chairman of the Board, ASKA LIFE , Ukraine  
[PDF Former Monopolist Transformation Case Study](#)  
[Q+ Mr. Ivo Foltyn, M.B.A.](#), Director of Life Insurance, Ceska Pojistovna, Czech Republic  
[PDF Life & Pension Insurance, Transformation Process: Polish Experience](#)  
[Q+ Mr. Miroslav Kowalski](#), CEO for Strategic Investment, PZU SA, Poland
- 16.45 - Coffee Break and Networking  
 17.05

#### Plenary Session 4.

##### «Satisfying Client Needs through Sales & Distribution»

Chair: Mr. Jacob Westerlaken, Fortis Insurance International, the Netherlands

- 17.05 - [PDF Winning the Customer in promising Life Markets](#)  
 18.00 **Mr. Auke Douwe Veenstra**, Managing Director Business Development Europe Fortis Insurance International, the Netherlands  
[PDF Distribution Channels Overview, Examples from Western Europe and USA](#)  
[Q+ Mr. Dmitri Demidov](#), Senior Account Manager and Representative of the Life Division of MR in the CIS States, Munich Re, Germany  
 Bringing Life Insurance through MLM channels  
[Q+ Mr. Stanislav Gotsuliak](#), Chairman of the Board of Garant-Life, Ukraine
- 18.00 - Chair's Concluding Remarks and End of Day One  
 18:15  
 18.15 - Buffet lunch  
 19:00

#### Day Two: Tuesday, November 29, 2005

- 10.00 - [PDF Opening Day Two](#)  
 10.05 **Dr. Olga Ruf-Fiedler**, Chair of the Congress, Winterthur Group, Switzerland

#### Plenary Session 5.

##### «Rethinking Bancassurance

Co-Chaired by Alex Bertolotti, PricewaterhouseCoopers, and Garegin Tosunian, (RBA)

- 10.05 - [PDF Bankassurance: international outlook and local prospects](#)  
 11.25 [Q+ Mr. Alex Bertolotti](#), Head of Insurance & Pensions Group, PricewaterhouseCoopers, Russia  
[PDF Latest Trends in Bancassurance: Case Studies](#)  
[Q+ Mr. Daniel Adamec](#), CEO of European Operations, eBao Technology, Switzerland  
 Bancassurance Technologies in Life Insurance Business  
[Q+ Mr. Nikolay Nicolenko](#), CEO of Insurance Group UralSib, Russia
- 11.25 - Coffee Break and Networking  
 11.45

#### Plenary Session 6.

##### «Energize the Life Insurance Market with New Technologies»

Chair: Ms. Petra Wildemann, Director, Hewlett Packard, Switzerland

- 11.45 - [PDF An Innovative Approach to Support New Products and Multichannel Distribution](#)  
 13.15 [Q+ Mr. Didier Beck](#), CEO of e-Center solutions, Helvetia Patria Group, Switzerland  
[Q+ Mr. Nicola Stefania](#), Director of Business Development of e-Center solutions, Helvetia Patria Group, Switzerland  
[PDF Energizing the Life Market – Legacy Revitalization](#)  
[Q+ Mr. Brian Heale](#), Global Life Solutions Director, Sungard Sheerwood Systems, United Kingdom  
[PDF Re-Engineering Life Insurance – A Case Study](#)  
[Q+ Mr. Stein Fjeld](#), Executive Programme Director, SpareBank 1 LIVS og Fondsforsikring, Norway  
[PDF Utilize and Adapt an Innovative Process Model as Technology Emerges](#)  
[Q+ Mr. Klaus Hackbarth](#), Deputy CEO WGV and CEO RZB-Service of WGV Versicherung, Germany  
[PDF The Strategic Balance from Actuarial Requirements to IT Implementation](#)  
[Q+ Dr. Martin Balleer](#), Principal Consultant, FJH; Member of the Advisory Board of the

German Supervisory Authority BaFin, FJH, Germany

- 13:15 - Lunch and Networking  
14.15

#### Plenary Session 7.

##### «Asset Management Opportunities for Life Insurers»



Co-Chaired by Alexey Savatyugin, Ministry of Finance of Russia and Vassiliy Chekulaev, Allianz ROSNO Asset Management

- 14.15 -  [Protection Against Reinvestment Risks of a German Life Insurer](#)  
15.40  **Mr. Andre Bischoff**, Managing Director of Gerling Pensionsmanagement, Germany  
 [Asset Management Practice of Life Insurers in Russia](#)  
 **Mr. Vassiliy Chekulaev**, Deputy General Director, Head of FI and Corporate Sales, Allianz ROSNO Asset Management, Russia  
Basic Principles and Development Perspectives of Investments in Insurance Sector  
**Ms. Vera Balakireva**, Deputy Director of Financial Policy Department, Ministry of Finance, Russia  
Risk-based Capital in Life Insurance  
 **Mr. Michael Hergesell**, Deputy Director of Allianz, Russia

#### Closing Session 8.

##### «Prospect for Future»

Chair: Dr. Olga Ruf-Fiedler, Winterthur Group, Switzerland

- 15.40 -  [Insurance Provision – Private or Social – the Way for the Future](#)  
16.00  **Prof. Dr. Peter Zweifel**, Professor of Economics, Director of the Socioeconomic Institute, University of Zurich, President of the European Group of Risk and Insurance Economists (ERGIE), the Geneva Association, Switzerland  
16.00 - Chair's Concluding Remarks and End of Conference  
16.15

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