

# The Future of Insurance in Greece

## Poker or Chess?



### Agenda

08.30	Registration and refreshments		
09.00	<p><b>Welcoming remarks from the Conference Chairman Yuri Bender</b>, Editor-in-chief, Professional Wealth Management (PWM) – Financial Times Publications</p>	<p><b>Subject and topics to be announced soon</b> <b>Leonidas Theoklitos</b>, Deputy CEO, National Bank of Greece, President of the Board Of Directors of "The Ethniki" Insurance Company</p>	<p><b>Panel Discussion</b> <b>The way forward - Private and public sector collaboration</b></p>
	<p><b>Introductory remarks</b></p> <ul style="list-style-type: none"> <li>An overview of the Insurance Market in Greece</li> <li>Goals, challenges and special circumstances</li> </ul> <p><b>Margarita Antonaki</b>, General Manager, Hellenic Association of Insurance Companies (H.A.I.C.)</p>	<p><b>Strategic implications of a Solvency II world</b></p> <ul style="list-style-type: none"> <li>Impact of the effects brought about by SII (complexity, asset de-risking, volatility) on players' products &amp; investments strategy</li> </ul> <p><b>Christos Pappas</b>, Associate Principal, McKinsey &amp; Company</p>	<ul style="list-style-type: none"> <li>DRGs (Diagnostic Related Groups), Medical Protocols, Clinical Pathways</li> <li>Primary Care: Prolepsis and the role of General Practitioners (GPs)</li> <li>The implementation of the new reforms</li> </ul>
<b>Session 1 - The chessboard: Europe at a turning point</b>			
	<p><b>INTERNATIONAL SPEAKER</b> <b>A Demographic Perspective of the Real World: Public Debt, Growth, Inflation and Investments (special focus on Greece)</b></p> <ul style="list-style-type: none"> <li>An overview of Global Demographic changes that are historically unprecedented</li> <li>A New and relevant view of «Demographics» and its effects on macro-fundamentals : GDP growth, Budget Deficits, Inflation and Current Account</li> <li>How Global Demographics affects Equity premia, Discount Rates, Longevity Risk—implications for Asset Prices, Insurance and pensions</li> <li>A special focus on the Greek situation, Europe and Developed world.</li> </ul> <p><b>Amlan Roy PhD</b>, Managing Director, Head, Global Demographics and Pensions Research, Credit Suisse Securities (Europe) Limited</p>	<p><b>Reinsurance and product innovation</b></p> <ul style="list-style-type: none"> <li>How to design a minimum risk product portfolio</li> <li>How can reinsurance reduce capital burdens</li> <li>The benefits of reinsurance in a high risk environment</li> </ul> <p><b>Valantis Elpidorou</b>, Head of Analytics, Matrix SA</p>	<p><b>George Veliotis</b>, Member of the Health Committee of the Hellenic Association of Insurance Companies (H.A.I.C.), Health Director, Interamerican Group</p> <p><b>Panos Minogiannis</b>, President &amp; CEO at St Savvas Athens Oncology Center, Lecturer at the Joseph L. Mailman School of Public Health of Columbia University New York</p> <p><b>Andreas Kartapanis</b>, Vice-Chairman, SEK (Association of Private Health Clinics), General Director, Hygeia Hospital</p> <p><b>Athanasios Papamichos</b>, Chairman of the Board, Hellenic Association of Health Services Management, Vice-President &amp; Managing Director, Accurate health auditing and consulting</p> <p><b>Moderator: Nelly Kapsi</b>, editor-in-chief, Health Daily</p>
<b>Session 5 - Distribution Channels: A multiplayer chess game of strategians vs tacticians; secure fair play</b>			
	<p><b>INTERNATIONAL SPEAKER</b> <b>Managing Risk in a Volatile Environment: Confronting the Challenges To Survive and Thrive</b></p> <ul style="list-style-type: none"> <li>Adapting to the macroeconomic environment</li> <li>Addressing sovereign challenges</li> <li>Coping with the shifting regulatory landscape</li> <li>Implementing "best practices"</li> <li>Leveraging technology to achieve greater transparency</li> </ul> <p><b>Craig S. Phillips</b>, Managing Director, BlackRock Solutions New York</p>	<p><b>Solvency II: A pragmatic road to compliance</b></p> <p><b>Michel Abbink</b>, Partner, PwC UK</p> <p><b>Amalia Mofori</b>, Senior Manager, Head of Actuarial Practice, PwC</p>	<p><b>INTERNATIONAL SPEAKER</b> <b>Subject and topics to be announced soon</b> Representative of BIPAR</p> <p><b>Panel Discussion</b> <b>Strategians vs tacticians; secure fair play</b></p> <ul style="list-style-type: none"> <li>Regulatory Environment: Collection – Transparency – New code of Conduct for the agency distribution channel - Are these the necessary steps to promote professionalism?</li> <li>Freedom to provide services: Identifying opportunities and possible threats for the insurance mediation.</li> </ul> <p>Representative of BIPAR</p> <p><b>Sales Directors</b> of Insurance Companies</p> <p><b>Giorgos Karavias</b>, President, Hellenic Insurance Brokers Association (HIBA), President Hellenic Association of Insurance Intermediaries (HAI)</p> <p><b>Rita Christodoulidou</b>, Managing Director, Life Planners Ltd., Vice-President, Hellenic Financial Planners Association (HFPA)</p> <p><b>Filopimin (Filis) ATHENEOS</b>, Managing Partner, Atheneos 1911 Ltd.</p> <p><b>Moderator: George Raounas</b>, Partner, Advisory, IARCS / BPS, KPMG</p>
<b>Session 3 - New strategies in the "Solvency II chessboard": Make your openings, play against the clock</b>			
	<p><b>INTERNATIONAL SPEAKER</b> <b>The post - crisis Social Security System: Current flaws, future goals and the steps for a social policy</b></p> <ul style="list-style-type: none"> <li>Alterations to the Social Security System as a result of the debt crisis in Greece</li> <li>What are the current major flaws of the Greek Social Security System?</li> <li>What are the future goals of the government for social policy?</li> <li>Which are the trends for shaping pensions' policy?</li> </ul> <p><b>George Koutroumanis</b>, Minister of Labour and Social Security, Greece</p>	<p><b>Neither poker, nor chess – It's an RPG!</b></p> <ul style="list-style-type: none"> <li>Solvency II and change management</li> <li>Embracing risk culture</li> <li>Setting key roles and new roles</li> <li>Design embedding mechanisms</li> </ul> <p><b>Myrto Hambaki</b>, Head of Financial Affairs &amp; Life Branch, Hellenic Association of Insurance Companies (H.A.I.C.)</p>	<p><b>Session 4 - Healthcare: A game for Poker pros, place your bets</b></p> <p><b>The vision for a new healthcare system in Greece</b></p> <ul style="list-style-type: none"> <li>A new Health Policy for Greece</li> <li>Collaboration between private and public health sectors</li> </ul> <p><b>Andreas Loverdos</b>, Minister of Health and Social Solidarity, Greece</p>
<b>Session 2 - Occupational Pensions, Private Pensions, Life Products: Stop shuffling the cards, start dealing</b>			
	<p><b>Occupational &amp; Private Pensions: Is private insurance a major player?</b></p> <ul style="list-style-type: none"> <li>Insurance Market Background &amp; the pension situation in Greece</li> <li>Proposals of the Greek Insurance Market for the development of an Occupational Pension Fund system</li> <li>Proposals of the Greek Insurance Market for the development of private pensions</li> </ul> <p><b>Alexandros Sarrigeorgiou</b>, Chairman, Life &amp; Pensions Committee, H.A.I.C., CEO, EFG Eurolife Insurance</p>	<p><b>The role of Private Health Insurance</b></p> <ul style="list-style-type: none"> <li>Annually renewable contracts</li> <li>Primary Care: Prolepsis and the role of General Practitioners (GPs)</li> <li>Collaboration between private and public health sectors</li> </ul> <p><b>George Veliotis</b>, Member of the Health Committee of the Hellenic Association of Insurance Companies (H.A.I.C.), Health Director, Interamerican Group</p>	<p><b>19.00</b> End of the Conference</p>

This one-day conference lasts from 9.00 to 19.00  
Please note that this is a pre-final agenda. Breaks and lunch are included  
Conference Chairman: Yuri Bender, editor-in-chief, Professional Wealth Management (PWM) - Financial Times Publications