

## Programme – Subject to change

### Tuesday 4<sup>th</sup> October

19.30 – 23.30 **Welcome Reception and Buffet Dinner**  
@ The Gravity Bar, Guinness Storehouse

### Wednesday 5<sup>th</sup> October | The Banking Hall, Westin Dublin Hotel

8.30 Registrations

9.00 **Welcome & introduction**

9.15 **Munich Re Automation Solutions | Company updates**  
**Munich Re Automation Solutions Ltd.**  
ROSS MAYNE, Chief Executive Officer

9.30 **Introduction of participants**  
**ALL PARTICIPANTS**

10.30 Coffee break

11.00 **The global economic environment – a challenge for the life insurance industry**  
**Munich Re (Group)**  
DR. MICHAEL MENHART, Chief Economist

Dr. Menhart has been Chief Economist at Munich Re (Group) since 2007. In this session, Dr Menhart will share his expert outlook on the economic environment and its impact on the life insurance industry.

11.30 **Risk management in the era of genetic testing**  
**Munich Re (Group)**  
DR. KARSTEN FILZMAIER, Head of Medical Research & Consulting

Dr Filzmaier will discuss how a new online consumer market for genetic testing has established itself in recent years and how this may revolutionise consumers' understanding of their own health risks. Is genetic self-testing the next "unknown Unknown" in Life insurance underwriting? You will learn how genetic self-testing may influence the balance of knowledge between consumers and insurers today and in the foreseeable future.

12.15 **ALLFINANZ - What's New & Product Roadmap**  
**Munich Re Automation Solutions Ltd.**  
PAUL ENNIS, Product Manager

Wednesday 5th & Thursday 6th October 2016

The Banking Hall, Westin Dublin Hotel, Dublin, Ireland

13.00 Buffet Lunch - Exchange Restaurant at the Westin Hotel

14.00 **The role of underwriting rules engine in group life insurance**

**Ellipse**

TIM CREAMER, Chief Operations Officer

14.30 USERS SPOTLIGHT

**Best Practice Channel Distribution**

The spotlight session features ALLFINANZ users who will share their experience of using the solution to expand or enhance their channel distribution strategy and improve their business.

- **Manulife Financial (Hong Kong)**  
DR. SASWAT DAS, Head of Asia Underwriting & Claims Practices
- **New Ireland Assurance (Ireland)**  
NOEL FINNEGAN, Chief Underwriter & GENEVIEVE PLANT, Underwriting Development
- Moderator:  
SEAN DANIERE DOYLE, Head of Customer Service, Munich Re Automation Solutions

15.30 Coffee break

16.00 USERS SPOTLIGHT

**Best Practice Channel Distribution – Part 2**

The spotlight session features ALLFINANZ users who will share their experience of using the solution to expand or enhance their channel distribution strategy and improve their business.

- **M Financial Group (USA)**  
MATT MYLROIE, Director Underwriting
- **Lincoln Financial Group (USA)**  
EMMA LADD, VP Executive Benefits, TermAccel and TeleApp
- Moderator:  
COLM KENNEDY, Executive Vice President Americas, Munich Re Automation Solutions

17.00 **Underwriting Rules Development and Management**

In this session, TAL Life Insurance will share their experience of developing and managing automated underwriting rules.

- **TAL Life Insurance (Australia)**  
HELEN MOLLOY, Head of Underwriting Risk & Strategy & GINO WELCOME, Head of Underwriting Fulfilment

17.30 Wrap up and close of Day One

19.30 **Gala Dinner**

**@ Number 6, Royal College of Physicians of Ireland**

**Thursday 6<sup>th</sup> October** | Banking Hall, Westin Dublin Hotel

9.00 [Welcome to Day Two](#)

9.05 [Wearable devices and the life insurance industry - Challenges and opportunities of using third party data](#)

**Munich Re (Group)**

DR. KARSTEN FILZMAIER, Head of Medical Research & Consulting

9.30 USERS SPOTLIGHT

[Best Practice Underwriting Data Analytics & Performance Monitoring](#)

The spotlight session features ALLFINANZ users who will share their experience of using electronic underwriting data to measure the performance and optimise their new business and automated underwriting strategy.

- **Zurich Assurance Ltd (UK)**  
SAM JONES, IT Solutions Architect & STEVE SMITH, Underwriting Developer
- **TAL Life Insurance (Australia)**  
GILBERT NAIR, Head Of Underwriting Automation Solutions
- Moderator:  
DECLAN O'NEILL, Vice President of Business Analytics, Munich Re Automation Solutions Ltd.

10.30 Coffee Break

11.00 [What next with ALLFINANZ Business Analytics?](#)

**Munich Re Automation Solutions Ltd.**

DECLAN O'NEILL, Vice President of Business Analytics

11.30 [The Magic of Communication – Engagement for Humans](#)

**Voice Matters International**

POLL MOUSSOULIDES, Director

Poll Moussoulides is a Master Voice Coach and one of Europe's most sought after Executive Performance Specialists. Poll delivers motivational and inspiring speeches to groups and organisations on a range of personal / professional development topics and has a special interest in the science of perception, influence and engagement. In this session with Poll you will learn why magic tricks are important to understanding successful communication. With a few simple techniques you will dramatically re-evaluate your personal and professional communication abilities and realise that 'being human' is our greatest engagement asset.

12.30 Buffet Lunch - Exchange Restaurant at the Westin Dublin Hotel

Wednesday 5th & Thursday 6th October 2016

The Banking Hall, Westin Dublin Hotel, Dublin, Ireland

13.30           USERS SPOTLIGHT

**Best Practice Channel Distribution**

The spotlight session features ALLFINANZ users who will share their experience of using the solution to expand or enhance their channel distribution strategy and improve their business.

- **Adriatic Slovenica d.d. (Slovenia)**  
KRISTINA KOZMAN, Head of Pension Insurance
- **Zurich Life Insurance (Germany)**  
HEIKE HOMMEL, Senior Underwriter
- Moderator:  
Munich Re Automation Solutions Ltd.

14.30           **Automated Underwriting - Trends and lessons learned from the regions**  
**Munich Re Automation Solutions Ltd.**

- ALBY VAN WYK, Executive Vice President: Asia
- COLM KENNEDY, Executive Vice President: Americas
- PAUL DONNELLY, Executive Vice President: EMEA
- CONOR MORIARTY, Chief Technology Officer

15.30           **Questions & Answers**

16.00           **Wrap up & Close**

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