

The Asian

ALM SUMMIT INSURANCE & PENSIONS

PROTECTING CAPITAL AND MINIMISING RISKS WHILST
ENHANCING YIELD THROUGH ADVANCED ALM STRATEGIES

27-30 April 2009, Kuala Lumpur, Malaysia



IMPROVE YOUR INVESTMENT AND RISK MANAGEMENT STRATEGIES

Financial institutions face enormous challenges as they operate in increasingly challenging times. Changing regulatory landscapes and uncertain investment yields require up-to-the-minute strategies and management to continue profitably and reduce earnings volatility.

BENCHMARK INTERNATIONAL CASE STUDIES AND BEST PRACTICES

Discover innovative ways to take on these challenges by attending The Asian ALM Summit 2009. Hear critical strategic insights and emerging industry best practices to strengthen your approach to investing and risk management. Gain knowledge of risk exposure and more sophisticated techniques to measure and control risk, new regulations, capital requirements, accounting standards and frameworks.

Why Attend This Event?

- Learn high-level strategic issues and insights, benchmark best practices, and gain in-depth understandings through our general session conference
- Develop tactical, hands-on strategies and skills in our pre and post conference workshops, providing choice and in-depth coverage of issues—from essential knowledge to more advanced topic coverage
- Hear the regulators who will address issues and hot topics you need to know about and prepare for. Gain the latest updates on RBC and you'll have the opportunity to ask questions and get answers directly from the regulators on issues affecting your organization
- Learn about the latest accounting updates and proposed changes that impact investing, IRR, both on balance and off balance sheet management and risk management
- Find out the economic outlook so you can decide how to proceed in your risk management and investing strategies
- Gain access to the latest technology and meet face-to-face with leading solutions providers

Your only opportunity to hear the latest information from this conference this year!

SPEAKERS INCLUDE:

Prof. Philip Cheng
Adjunct Associate Professor
UNIVERSITY OF SCIENCE AND
TECHNOLOGY, HONG KONG

Mr. Paul Mussche
Director – Asset Liability Management
DEUTSCHE BANK

Mr. Gavin Maistry
Regional Pricing Actuary
Munich Re Group

Patrick Cheah, *Chief Actuary,*
AmAssurance Berhad
President, Actuarial Society of
Malaysia (ASM)

Endorsers:



Partners:





AGENDA

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DAY ONE – 28 APRIL 2009

08:30	Registration
09:00	Chairman's Opening Remarks Patrick Cheah, <i>Chief Actuary</i> , AmLife Insurance <i>President</i> , Actuarial Society of Malaysia (ASM)
09:15	REVIEWING THE IMPACT OF THE RBC GUIDELINES ON FINANCIAL INSTITUTIONS IN MALAYSIA AND THE ROLE OF ALM IN THE MALAYSIAN FINANCIAL SYSTEMS Patrick Cheah, <i>Chief Actuary</i> , AmAssurance Berhad <i>President</i> , Actuarial Society of Malaysia (ASM)
10:00	Networking Coffee Break
10:30	LIVING IN A VOLATILE WORLD: ECONOMIC OUTLOOK FOR ASIA PACIFIC 2009 Datuk Dr. Mohamed Ariff, <i>Executive Director</i> , Malaysian Institute for Economic Research
11:15	THE FALL OF TITANS: ANALYSIS THE COLLAPSE OF FINANCIAL GIANTS AND HOW GOOD ALM PRACTICES WOULD HAVE PREVENTED THEIR DOWNFALL Prof. Philip Cheng, <i>Adjunct Associate Professor</i> Hong Kong University of Science & Technology
12:00	OFF BALANCE SHEET ACTIVITIES: CAPTURING ORGANISATIONAL & SOLVENCY ISSUES WITHIN ALM FRAMEWORKS Gavin Maistry, <i>Regional Pricing Actuary</i> , Munich Re Group
12:45	Networking Lunch
14:00	MANAGING CAPITAL & RISK IN A CHALLENGING & CHANGING ENVIRONMENT Robert Waugh, <i>Managing Director, Head of Financial Institutions Solutions & Advisory Asia</i> , Royal Bank of Scotland
14:45	The Application of ALM in Takaful Jefferey Zain, <i>Appointed Actuary</i> , HSBC Amanah Takaful (M) Sdn Bhd
15:30	Networking Coffee Break
16:00	Applying ALM Risk & Regulatory Compliance Solutions Shawn Paul, <i>Product & Services Director</i> , FRS Global
16:45	CAN ENTERPRISE RISK MANAGEMENT IMPROVE ASSET LIABILITY MANAGEMENT? Dr. Noor Azlinna Azizan, <i>Senior Lecturer in Finance</i> , <i>Institute of Mathematical Sciences</i> , University of Malaya
17:30	End of Conference Day One

DAY TWO – 29 APRIL 2009

08:30	Registration & Coffee
09:00	Chairman's Recap & Remarks Patrick Cheah, <i>Chief Actuary</i> , AmLife Insurance <i>President</i> , Actuarial Society of Malaysia (ASM)
09:15	Panel Discussion Speaking from Experience: A Panel Discussion on Utilising ALM--The Framework of Asset Allocation & Risk Management for Strategic Decision Making Panellists: Patrick Cheah, <i>Chief Actuary</i> , AmLife Insurance <i>President</i> , Actuarial Society of Malaysia (ASM)
10:00	THE ALM CHAMPION: DEFINING THE ROLE OF AN INTERNAL CHAMPION FOR ALM AND ASSESSING IMPACT ON ORGANISATION ALM SUCCESS Paul Mussche, <i>Director</i> , <i>Asset Liability Management</i> , Deutsche Bank
10:00	THE ALM CHAMPION: DEFINING THE ROLE OF AN INTERNAL CHAMPION FOR ALM AND ASSESSING IMPACT ON ORGANISATION ALM SUCCESS Mark Birch, <i>Practice Leader</i> , Watson Wyatt Worldwide
10:45	Networking Coffee Break
11:15	USING ALM FOR PRODUCT DEVELOPMENT: FROM LDI TO INVESTMENT DRIVEN LIABILITIES Paul Mussche, <i>Director – Asset Liability Management</i> , DEUSTSCHE BANK
12:00	APPLYING RISK AND ECONOMIC CAPITAL MANAGEMENT IN THE ALM FRAMEWORK Sumit Narayanan & Mark Godson Ernst & Young Risk Advisory Services
12:45	Networking Lunch
14:00	WHAT RISK MANAGEMENT TOOLS AND TECHNIQUES SHOULD BE EMPLOYED AND HOW A FUND'S GOVERNANCE ARRANGEMENTS CAN BE STRETCHED TO USE THEM EFFECTIVELY Ser Sze Puah, <i>Investment Leader</i> , Watson Wyatt
14:45	ALM for Life Insurers: Practical Insights Ophelia AuYoung, <i>Deloitte</i>
15:30	Networking Coffee Break
16:00	Lyxor Alternate Way to Manage ALM Marc Saffon, <i>Managing Director, Head of Financial Engineering</i> , <i>Asia Pacific Société Générale Corporate & Investment Banking</i>
16:45	THE IMPACT OF CONVERGENCE IN THE FINANCIAL SERVICES INDUSTRY ON ALM: BANKING AND INSURANCE
17:30	End of Conference

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WORKSHOPS

WORKSHOPS – 27 APRIL 2009

Workshop **A** MANAGING EARNINGS AT RISK, MARKET RISK, LIQUIDITY RISKS, CREDIT RISK AND ECONOMIC CAPITAL UNDER A UNIFIED UMBRELLA

Join this workshop to learn about the compelling reasons for integrating formerly disparate risk processes into a cohesive framework. This workshop will cover the complexities involved in creating a process, including organizational and regulatory challenges facing executives today. Case studies will be presented to demonstrate clearly for participants what has and has not worked.

- Greater understanding of the issues the Executive Committee faces today
- The importance of integrating Market and Credit Risk
- How to align corporate decisions with optimal deployment of capital
- The convergence between risk management, financial planning and performance measurement

Prof. Philip Cheng, *Adjunct Associate Professor*
Hong Kong University of Science & Technology

Workshop **B** STRUCTURING DERIVATIVES-BASED SOLUTIONS TO SOLVE ALM MISMATCH

With liabilities becoming more complicated and with vanilla assets not being able to cover critical duration gaps, the solution can often come from derivative products that effectively matches liabilities to assets. This hands-on interactive workshop will bring you through the basics of ALM matching through the use of derivative products and explain the dynamics of using these solutions:

- The growth of derivatives
- Accounting for derivatives
- Structuring derivatives to match duration gaps
- Understanding underlying risks and impact to portfolio

Workshop **D** Managing Risk, Compliance & Distribution Challenges in The New Era of Financial Services

Ozan Erguen, *Subject Matter Expert, Head of Services*
James Wayne, *MasterClass Facilitator, Head of Business*
DevelopmentAG | Delta

WORKSHOPS – 30 APRIL 2009

Workshop **F** UNDERSTANDING THE TRUE COST OF CAPITAL

What is the true cost of capitalizing your organization's growth? Learn about capital alternatives available to insurance companies and their impact on the financial condition and performance of the company, including deciding which form of capital to issue.

- Regulatory Capital
- Industry Capitalization
- Capital Alternatives (common stock, preferred stock, trust preferred securities, subordinated debt)
- EPS impact of various capital alternatives
- Accounting Capital versus Economic Capital

Workshop **E** MASTERING TECHNICAL ALM: ASSET AND LIABILITY TOOLS

Attending this workshop will provide you with the traditional skills and tools you will need to identify measure and manage risk as well as up-to-date developments in risk measurement with emphasis on the management and control of risk with asset and liability tools at your disposal.

- The ALM problem
- Desires of Stakeholders
- Duration Gaps
- Availability of Assets, Asset Tools
- Availability of Liabilities, Liabilities Tools
- Case Studies

Sumit Narayanan & Mark Godson
Ernst & Young Risk Advisory Services

Workshop **C** ALM MODEL STRESS TESTING

Knowing how your ALM modelling assumptions influence your earnings-and value-at-risk measures is critical to maintaining a proactive balance sheet management process. Find out more about stress testing techniques, scenarios and reporting that can lead to a more effective decision-making process.

- Identifying the key assumptions that most influence results
- The importance of assumption validation
- Quantifying the impact of prepayments, call/put options
- Use of alternative non-maturity deposit assumptions
- Avoiding the analysis paralysis trap

Ser Sze Puah, *Practice Leader*
Investment Consulting Watson Wyatt Worldwide

