

# the Asian ALM SUMMIT INSURANCE AND PENSION

PROTECTING CAPITAL AND MINIMISING RISKS WHILST  
ENHANCING YIELD THROUGH ADVANCED ALM STRATEGIES  
23 – 26 February 2009, Kuala Lumpur, Malaysia



Dear Delegates,

As the financial crisis plays itself out, there is a greater recognition that risk management and an exact understanding of risk exposure is paramount to survival. Asset Liability Management is being challenged to create a new financial world order where sophisticated techniques can be applied to accurately quantify and measure risks from equally sophisticated new financial instruments.

With emerging new regulations and a rapidly evolving capital and financial market that are gaining in sophistication, the South East Asian insurance and pensions industry is facing greater challenges to meet liability commitments with complex new assets as the landscape changes with alarming speed.

Join us at the **Asian ALM Summit – Insurance and Pensions** (23 – 26 February 2009, Kuala Lumpur, Malaysia) where leading ALM experts and practitioners will spend 2 days debating and sharing leading edge developments in the ALM landscape. This conference and workshop programme will advance your understanding of ALM and provide you the platform to discuss changes and meet the long-term challenges of implementing effective ALM within your organization.

### Why Attend This Event?

- Hear 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
- Learn about the latest accounting updates and proposed changes that impact investing, IRR, both on balance and off balance sheet management and risk management

**This is the one event where you can network with your peers to ensure that ALM is done right. Don't miss out!**

Warmest Regards,

Vincent Choy  
Director – Events  
Finance Connection

### Key Speakers:

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

Mr. Paul Mussche  
*Director – Asset Liability  
Management*  
**DEUTSCHE BANK**

Mr. George Coopens  
*Vice President - ALM  
Solutions, Pension and  
Insurance Team, Global  
Markets*  
**ROYAL BANK OF SCOTLAND**

Terry Lee  
*Executive Director*  
**ACI Singapore**

### Panellists:

Mr. Raymond Lai  
*Chief Actuarial Officer*  
**UNI.ASIA LIFE ASSURANCE  
BERHAD**

### REGISTRATION FEES

	Early Bird*	Regular Price
<input type="checkbox"/> Gold Package (Conference + 6 Workshops)	SGD 3,870	SGD 4,300
<input type="checkbox"/> Silver Package (Conference + 3 Workshop)	SGD 2,970	SGD 3,300
<input type="checkbox"/> Bronze Package (Conference + 1 workshop)	SGD 2,370	SGD 2,600
<input type="checkbox"/> Conference Only	SGD 2,170	SGD 2,300
<input type="checkbox"/> Workshop Only	--	SGD 500

\* For registrations booked and paid for by 16 January 2009

### TEAM DISCOUNTS

Register in a Group of 3 and receive a 15% off the regular price! Groups of 5 or more receive 20% off the regular price. Please contact Finance Connection for more information: call +65 6506 0980 or email [angela.phua@alleventsgroup.com](mailto:angela.phua@alleventsgroup.com)  
Only one discount scheme applies per delegate.

Delegate Mr ( ) Mrs ( ) Ms ( ) Dr ( ) Other ( )

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Job Title: \_\_\_\_\_ Department: \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Email: \_\_\_\_\_

Company Name: \_\_\_\_\_

Approving Manager: \_\_\_\_\_

Choice of workshop: A/B/C/D/E/F

**Payment Policy:** Payment is due in full at the time of registration. Full payment is mandatory for event attendance. Cancellations & Substitutions: Substitutions will be accepted at any time prior to the event. AEG will not provide refunds for cancellations. For cancellations received in writing more than seven (7) days prior to the conference, you will receive a full credit to be used at another AEG event for up to one year from the date of issuance. For cancellations received seven (7) days or less prior to an event (including day 7), no credits will be issued. In the event that AEG cancels an event, a full credit will be credited to the delegate for use at another AEG event. This credit is valid for one (1) year from the date of issuance. We reserve the right to change the venue and date of the event if required. AEG is not responsible for any loss or damage as a result of a substitution, alteration or cancellation / postponement of an event. AEG will assume no liability whatsoever in the event this event is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this event impracticable or impossible. For purpose of this clause, a fortuitous event shall include, but not be limited to: war, fire, labour strike, extreme weather or other emergencies. Program Change Policy: Please note that speakers and topics were confirmed at the time of publishing; however circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, AEG reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

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### 4 WAYS TO REGISTER

**Email** [angela.phua@alleventsgroup.com](mailto:angela.phua@alleventsgroup.com)  
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221 Henderson Road  
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Please debit my credit card for: USD

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VISA  MasterCard

Expiry Date: (mm/yy)

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## WORKSHOPS – 23 FEBRUARY 2009

**Workshop A: Managing Earnings at Risk, Market Risk, Liquidity Risks, and Economic Capital under a Unified Umbrella**

**Workshop B: Structuring Derivatives-Based Solutions to Solve ALM Mismatch**

**Workshop C: ALM Model Stress Testing**

## WORKSHOPS – 26 FEBRUARY 2009

**Workshop D: Mastering Interest Rate Risk Hedging Strategies**

**Workshop E: Mastering Technical ALM: Asset and Liability Tools**

**Workshop F: Understanding the True Cost of Capital**

## DAY ONE – 24 FEBRUARY 2009

08:30 Registration

09:00 Welcome Remarks by Chairman

09:15 Opening Keynote Address:  
REVIEWING THE IMPACT OF THE RBC GUIDELINES ON FINANCIAL INSTITUTIONS IN MALAYSIA AND THE ROLE OF ALM IN THE MALAYSIAN FINANCIAL SYSTEMS

10:00 Networking Coffee Break

10:30 Keynote Economic Outlook Address:  
LIVING IN A VOLATILE WORLD: ECONOMIC OUTLOOK FOR THE WORLD AND SOUTHEAST ASIA FOR 2009

11:15 THE FALL OF TITANS: AN ANALYSIS OF THE FALL OF FINANCIAL GIANTS LIKE AIG AND HOW GOOD ALM PRACTICES COULD HAVE PREVENTED IT

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

12:00 MANAGING CAPITAL AND RISK IN A CHALLENGING AND CHANGING ENVIRONMENT

Mr. George Coopens  
*Vice President - ALM Solutions, Pension and Insurance Team, Global Markets*  
**ROYAL BANK OF SCOTLAND**

12:45 Networking Lunch

14:00 ALM OPTIMISATION: A CRITICAL EXAMINATION OF WORKING ALM MODELS WITH THE CORRELATIONS OF THE NEW WORLD ECONOMY

14:45 PERFECTING RISK MANAGEMENT MODELS: BALANCING MATHEMATICS AND COMMON SENSE

15:30 Networking Coffee Break

16:00 DEVELOPING A COMMON FRAMEWORK FOR A VOLATILE WORLD: UNDERSTANDING INTERACTIONS BETWEEN MARKET, CREDIT AND LIQUIDITY RISKS & THEIR IMPACT ON CAPITAL REQUIREMENTS

16:45 OFF BALANCE SHEET ACTIVITIES: CAPTURING ORGANISATIONAL RISKS AND SOLVENCY ISSUES WITHIN THE ALM FRAMEWORKS

17:30 End of Conference Day One

## DAY TWO – 25 FEBRUARY 2009

08:30 Registration

09:00 Welcome Remarks by Chairman

09:15 Panel Discussion:  
IN CONVERSATION WITH THE TOP: A STRATEGIC VIEW OF ALM AS PART OF A STRATEGIC DECISION MAKING FRAMEWORK IN ASSET ALLOCATION AND RISK MANAGEMENT

Panellists:

Mr. Raymond Lai  
*Chief Actuarial Officer*  
**UNI.ASIA LIFE ASSURANCE BERHAD**

10:00 THE ALM CHAMPION: DEFINING THE ROLE OF AN INTERNAL CHAMPION FOR ALM AND ASSESSING IMPACT ON ORGANISATIONAL ALM SUCCESS

10:45 Networking Coffee Break

11:15 USING ALM IN PRODUCT DEVELOPMENT: FROM LDI TO INVESTMENT DRIVEN LIABILITIES

Mr. Paul Mussche  
*Director – Asset Liability Management*  
**DEUSTSCHE BANK**

12:00 APPLYING RISK AND ECONOMIC CAPITAL MANAGEMENT IN THE ALM FRAMEWORK

12:45 Networking Lunch

14:00 THE PROBLEM WITH YIELD: A CRITICAL EXAMINATION OF ENHANCING YIELDS IN TODAY'S VOLATILE ENVIRONMENTS AND REACHING THE OPTIMAL ASSET ALLOCATION

14:45 ASSET / LIABILITY MANAGEMENT MODELS IN INSURANCE AND PORTFOLIO TRACKING

15:30 Networking Coffee Break

16:00 ALM AND TECHNOLOGY: A CRITICAL LOOK AT THE TECHNOLOGY OF ALM MANAGEMENT AND ITS IMPACT ON DECISION MAKING MODELS

16:45 THE IMPACT OF CONVERGENCE IN THE FINANCIAL SERVICES INDUSTRY ON ALM: BANKING AND INSURANCE

## Sponsorship & marketing partnership Opportunities

To find out how ALM Summit can serve your marketing, business development and other business needs, please call us for more details on how you can support this event!

Sponsorship & Delegates Sale, please contact:

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Business Solutions Manager - ALM

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