

**Date:** 24<sup>th</sup> November, 2015 (Tuesday)

**Venue:** Hotel Sea Princess, Plot No.969, Juhu Tara Road, Juhu Beach, Santacruz West, Mumbai-49

**Timings:** 09:00am- 5:15pm

## Speakers Profile



**Rajesh Dalmia**  
Senior Partner  
Ernst & Young's, India

Rajesh Dalmia is a senior Partner with Ernst & Young's India practice, providing advisory services to Insurance companies. He has been working in the insurance industry for 15+ years as a consultant, and has also served as an Appointed Actuary for one of the largest Indian Insurers.

As Appointed Actuary, Rajesh has had extensive interaction with the Board and the regulator on various actuarial matters. Rajesh has deep experience and expertise in the areas of modelling various insurance products and projections. Rajesh is the peer reviewer to a few insurance companies in India. He has also led the statutory valuation and embedded value projects for various insurance companies.

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### Topic: Life Industry - Regulatory perspective



**Pournima Gupte**  
Member (Actuary),  
Insurance Regulatory and Development Authority of India (IRDAI)

Pournima Gupte has recently joined the Insurance Regulatory and Development Authority of India as the Member (Actuary). She has been working in the Indian Insurance Industry for more than 30 years in various capacities in public as well as private life insurance companies. This includes eight years tenure as Appointed Actuary in private life insurance companies and deputation to London Branch of LIC of India

for four years.

Pournima is a Fellow of Institute of Actuaries of India. She holds a degree in Statistics from the University of Mumbai.

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### Topic: Challenges and Opportunities in the Life Insurance Industry



**N M Govardhan**  
Actuary and Former Chairman,  
LIC, India

N.M. GOVARDHAN M.A, F I A, F I A I , F I I I

- Two Year Professional Statisticians Course of Indian Statistical Institute, Calcutta (equivalent to M.Stat)
- Executive Trustee LIC Mutual Fund (1993-94)

- Chief Executive Jeevan Beema AMC(LIC Mutual Fund)(1994-96)
- Chairman (Chief Executive) LIC (1996-97).
- Member Interim Insurance Regulatory Authority, 1996
- Internal Actuary Insurance Regulation Bank Negara Malaysia (Dec97-Sept 2003)
- Past President Actuarial society of India
- Actuary to Beema Samiti, Insurance Regulator in Nepal(2006-till date)
- Director Indian Institute of Risk Management, Hyderabad.

Former Chairman LIC. Long Career of over four decades in Insurance covering all areas of Marketing, Investment, Actuarial, Administration, Management in India, Zambia, Bahrain, Mauritius, UK, Kenya and Malaysia. For six years was in Insurance Regulation in Malaysia as Actuary in Insurance Regulation Department, Bank Negara Malaysia (Central Bank of Malaysia, which supervises and regulates Banking and Insurance in Malaysia). Led a team to develop Risk Based Capital in Insurance Companies in Bank Negara, Malaysia. Was a Member of IRDA committees on Insurance Act, Actuarial Review committee, Bancassurance, Distribution Channels (Chairman), Insurance Advisory Committee and Consultative Committee. Consultant Actuary to Beema Samiti Insurance Regulator in Nepal.

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## Topic: Towards a Risk Base Capital framework



**Kailash Mittal**  
Director  
KPMG India

Kailash is a Director and the Actuarial Practice Leader for KPMG India.

He has extensively worked across areas related to risk management, pricing, statutory reporting, shareholder reporting and business planning.

Prior to joining KPMG, Kailash worked for 11 years with ICICI Prudential.



**Kunj Behari Maheshwari**  
Director, Risk Consulting  
Towers Watson

Kunj Behari Maheshwari is a Director, Risk Consulting with Towers Watson India. Kunj has close to 9.5 years experience, consulting in the life insurance market in India and has worked extensively with companies in India and abroad. Kunj has worked for two years helping companies in implementing their Solvency II program in the UK; has worked with life insurers in the Asia-Pacific region to implement their RBC framework as well as developed risk calibrations for insurance risks with insurers across the world.

**Topic: Panel Discussion- Review of the Distribution Strategy, reforming existing channels and new channels for distribution – domestic & global trends**

**No Photo**

**Mr. Keshav Sunderraj**  
Senior Manager – Distribution Solutions  
SCOR Global Life – Asia Pacific Region

Experienced senior management executive with over 15 years of general management, business development and distribution management experience in Asia.

After having spent 8 years in management consulting, transforming marketing and distribution across the value chain for banks and insurance companies, particularly propelling some of the bancassurance businesses (Philippines / Indonesia / Thailand) to market leading positions, moved to India to spearhead AEGON's direct and affinity business. Spending 5 years providing leadership and equipping the business to move to the next level, moved back to Singapore with Zurich Insurance with Regional role to put in place a customer centric framework across business lines and providing strategic leadership to equip the businesses to establish a true multi-channel distribution platform. Currently, with SCOR, driving Business Development in South East Asia and the Indian Subcontinent.

In addition, supported both domestic and multinational insurers on establishing joint-ventures and developing regional market entry, M&A support and execution strategies.

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**Mr. Kamlesh Vora**  
Executive Vice President - Distribution Excellence  
Kotak Life Insurance

“Kamlesh Vora is Executive Vice President - Distribution Excellence at Kotak life insurance. He has been with Kotak Life for the last 10 years. Prior to joining Kotak Life, Kamlesh was associated with ICICI Prudential Life insurance for close to 5 years.

He has worked extensively across all channels of distribution - viz. Bancassurance, Corporate agency & brokers, Tied Agency & Direct channels.

In his current role at Kotak life, he is responsible for the Distribution strategies, Digital initiatives and customer value management (cross-sell) across all channels of distribution

By qualification, he is an Engineer from Mumbai university and MBA from Narsee Monjee (NMIMS).”



**Shashwat Sharma**  
Partner  
Insurance Leader – KPMG India

Shashwat is a partner in the Mumbai office and has over 19 years of advisory experience in the insurance and financial services sectors.

Shashwat focuses on business strategy formulation, operating model design, performance enhancement, process optimization, IT Strategy and claims transformation in the Insurance business across life, P & C, Health and reinsurance business.

Between 2002- 2006, Shashwat has held senior management positions in HDFC Chubb General Insurance & United Health Group.

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