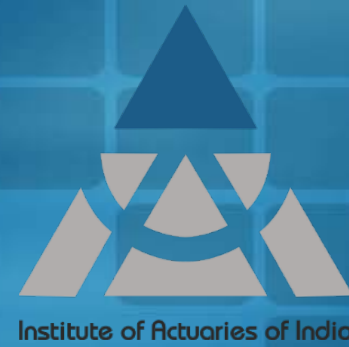


3rd Webinar on General Insurance

23rd December, 2020

1500 to 1700 IST



Mr. Ritesh Kumar, MD and CEO, HDFC ERGO General Insurance Company

Mr. Pranay Mehrotra, Senior MD & Partner, BCG

Mr. Sandeep Ghosh, Partner and Leader- Financial Services Consulting at EY

Mr. Samir Bali, Ex-Partner-Accenture and Ex-Partner- KPMG

Abstract



The General Insurance industry in India over the last 18 months has witnessed heightened consolidation and leading to a new set of opportunities and challenges for all the stakeholders which include the Policyholders, Regulators, Intermediaries, Employees, Third Party Service Providers, Government etc. It is important for all of us to understand these nuances better especially regarding the risks and opportunities from some of the thought leaders and key stakeholders who have directly or indirectly involved in such consolidation process. The objective is to bring insights and learnings from these thought leaders and champions which will help the actuarial fraternity to shape up new ways of measuring and monitoring risks and opportunities to facilitate the correct decisioning and execution of such consolidation strategy. The entire session will be split into two parts. First part will be taken by a seasoned investment analyst giving us the perspective on the key metrics which normally an investor or a promoter group measures and monitors the GI and Health Insurance industry, and then the evolution of the industry to the current stage of development which is witnessing some trends of Consolidation. The second part will be a panel discussion on the same theme of Consolidation with focus on Pros and Cons, Challenges and Way Forward, where the panel will be made up of top thought leaders of repute representing Insurance Companies and topmost Management Consultancy firms.

Welcome Address



Hiten Kothari, Chairperson, Advisory Group on General Insurance, IAI

Hiten is currently the Appointed Actuary at HDFC ERGO General Insurance. In the past, he has worked as Reinsurance Broker with Willis Towers Watson supporting clients to structure efficient reinsurance programs.

He has over 15 years of experience in General Insurance pricing, reserving and reinsurance pricing across UK and Indian markets

Moderator



Prasun Sarkar, Member, Advisory Group on General Insurance, IAI

Prasun Sarkar is currently working in the capacity of Appointed Actuary for ICICI Lombard General Insurance, the largest General Insurance Company in the private sector in India. Prior to this he has taken the Appointed Actuary role for multiple General Insurance companies spanning across both Private and Public sector space. He has a total experience of 15 years in General Insurance space having exposure to multiple functional areas working in various strategic think tank groups in addition to just actuarial domain. Prasun Sarkar is a fellow from Institute of Actuaries of India with specialization in GI. He has done his MBA(PGDM) from IIM Kozhikode and B.Tech from IIT Kharagpur.

Speaker's Profile



Nidhesh Jain, Research Analyst at Investec India

Nidhesh is an Equity Research Analyst at Investec India. He covers Insurance and NBFC sector. He was awarded as the Best Analyst award by Asia Money Poll for two consecutive years (2018 & 2019). Prior to Investec, Nidhesh was a Banking and Financial analyst at Espirito Santo from 2010-2015. He completed his post graduate course in management from IIM Ahmedabad, in 2010. He completed his bachelor's in Mechanical engineering from IIT Roorkee in 2006. Nidhesh is an avid readers and likes to read books from various fields like Philosophy, Psychology, Business and Investments.

Speaker's Profile



Ritesh Kumar, MD and CEO, HDFC ERGO General Insurance Company

Ritesh has over 28 years of experience in the Financial Services Industry, across Banking and Insurance.

He is a Commerce Graduate from Shri Ram College of Commerce, Delhi and holds an MBA degree from Faculty of Management Studies (FMS), Delhi. He started his career in 1992 as a corporate banker. When the Insurance sector opened up at the turn of the millennium, he moved from Banking to the General Insurance industry. He joined his present company, HDFC ERGO in 2008.

Speaker's Profile



Pranay Mehrotra, Senior MD & Partner, BCG

Pranay Mehrotra is a Senior Partner & Managing Director in the Mumbai office of The Boston Consulting Group and a leader in the firm's Insurance and Financial Institutions practices. Pranay leads BCG's Insurance Practice in India.

Pranay has over 20 years of experience working with insurers across multiple countries on growth strategy, go-to-market programs, sales excellence, operational and organizational transformation, new business build, M&As and digital business models. His recent areas of focus in Insurance include post-merger integrations, the future of insurance distribution, and the impact of digital and analytics on insurance business models. He is a frequent participant in industry-level forums. Pranay has a Bachelor's degree in Economics from the University of Delhi and an MBA from the Indian Institute of Management, Ahmedabad.

Speaker's Profile



Sandeep Ghosh, Partner and Leader- Financial Services Consulting at EY

Sandeep Ghosh is the Financial Services Consulting Leader at EY India. He leads an integrated practice, pan practice of over 40 Partners and 1500 Consultants serving Financial Services clients in India, Africa and the Middle East.

Sandeep joined EY in 2018 with 27 years of Industry, Leadership experience across India, APAC and Europe. Prior to EY he spent 7 years with a Global Insurance leader as Country Manager, MD/CEO of Indian operations. He also has experience of working with leading Global banks as Managing Director, Head of Commercial Banking in India & Asia for over 12 years. Sandeep has also worked in the FMCG and Manufacturing sectors in the early part of his career in India and overseas.

Sandeep has a MBA in Marketing & Strategy from the Indian Institute of Management, Ahmedabad and a Bachelors in Commerce from Sydenham College, Univ. of Mumbai.

Speaker's Profile



Samir Bali, Ex-Partner-Accenture and Ex-Partner- KPMG

Samir is an InsurTech and Management Consulting professional with more than 25 years of experience across management and digital consulting, deal finalization, and management of large-scale business set-up and transformation engagements in the FS space. In his last corporate position, he was the consulting lead for the FS practice and the sector lead for insurance at Accenture in India. He earlier established the insurance consulting practice in India for KPMG and then at EY. He has a management degree from IIM Calcutta and is an Associate of Insurance Institute of India.