



Telematics Insurance Summit 2017

May 8-9, 2017 • Crowne Plaza Beijing Chaoyang U-Town



HIGHLIGHTS

- Interpretation of the *Market Oriented Vehicle Premium Rate Reform from the China Insurance Regulatory Commission (CIRC)*
- *Automotive Manufacturers'* Views and Experiences regarding the *Telematics Insurance Market*
- Advice for how to grapple with technological developments in telematics, and *innovation to insurance business models*
- Applications for *telematics and UBI in the vehicle insurance industry*, and its *current status within the EU*
- How to facilitate mutually beneficial *collaboration between telematics insurance companies and auto OEMs*
- Insight into *data security and claims management*
- *Unmanned vehicles and ADAS*: status of the *latest technological developments*, and their impact on the auto insurance industry
- *UBI data application and auto insurance pricing*: how to *price rationally and improve customer satisfaction*
- Platform for identifying potential customers and business partners

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Welcome Letter

Dear Delegates,

Welcome to the Telematics Week 2017, organized by Duxes from May 8th -11th, 2017 in Beijing, China.

According to a survey, by 2017, China's telematics market, consisting of automotive networking hardware and software sectors, will approach 200 billion yuan. Telematics projects to be the second largest mobile Internet portal after mobile phones, and is expected to usher in explosive growth for the automotive industry. Over the next 3 years, more than 20 vehicle manufacturers in China plan to launch car networking services to meet growing consumer demand on the internet.

Telematics is one of the key issues currently under the spotlight in the vehicle insurance industry. It has the potential to fundamentally change vehicle insurance propositions and impact all areas of the business from risk selection, pricing strategy, reduced claims and fraud detection to an entirely new set of services. In spite of its recent rapid growth and the level of hype and interest in this area, the telematics insurance and UBI section is still immature and relatively small in China. The questions involved with telematics insurance applications are consumer privacy and data ownership related.

Based on this background and the great success of previous events, the Telematics Week 2017 will be held from May 8th-11th 2017 at Beijing. It will provide an effective platform for industry players to update China's vehicle insurance industry. Speakers from CIRC, associations, insurance companies, and other leading industry players will thoroughly examine the current vehicle insurance market in China and share their valuable experiences and opinions with the audience. Attendees will be able to determine the best methods to cope with the various challenges in China's developing vehicle insurance industry.

The Connected Vehicle Trade Association strives to promote and educate the industry about the value of Connected Vehicle services, as well as the adoption of feasible technical and organizational approaches. We are delighted to support this prestigious summit, which we are certain will impart much knowledge on all who attend.

Yours sincerely,



Scott J. McCormick, President
Connected Vehicle Trade Association
www.connectedvehicle.org





Endorsement Letter

Dear Delegates,

The International Insurance Society (IIS) is pleased to again endorse the 'Telematics Week 2017', which will be held on May 8-11, 2017 in Beijing. It will serve as an effective platform for industry players seeking knowledge about the evolving Chinese vehicle insurance industry.

The Telematics Insurance Summit will feature presentations on a range of issues, including an interpretation of the Market Oriented Vehicle Premium Rate Reform, from an official in the China Insurance Regulatory Commission (CIRC), analysis on UBI's effect on insurance business models, information on optimal pricing, the interaction between UBI and ADAS technologies, innovative methods for processing claims, and anticipated technological advancements. The Telematics and Connected Vehicle Summit will begin with providing attendees with an overview of the telematics market, and proceed to cover the effects of telematics on dealer marketing, driverless cars and big data, changes wrought to commercial vehicle fleets by ADAS, technological possibilities for in-vehicle entertainment, and telematics information security for protecting against hacking.

IIS mission is one of international collaboration, bring together key decision makers from the insurance industry to combine their knowledge of regulatory issues, finance, and governance, utilizing research as a force to drive global industry growth and innovation. Our vision is to position the global insurance industry as a key contributor to the open dialog on the economic and social development of markets.

We are certain that the Telematics Week 2017 will provide delegates with productive new knowledge and we wish you a most successful conference.

Yours sincerely,



Michael J. Morrissey

President and Chief Executive Officer



Telematics Week 2017

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Background

According to the survey, by 2017, China's telematics market, consisting of automotive networking hardware and software sectors, will approach 200 billion yuan. Telematics projects to be the second largest mobile Internet portal after mobile phones, and is expected to usher in explosive growth for the automotive industry. Over the next 3 years, more than 20 vehicle manufacturers in China plan to launch car networking services to meet growing consumer demand on the internet. However, significant hurdles remain before telematics achieves its anticipated potential.

Furthermore, Usage-Based Insurance (UBI) is expected to become an important factor for vehicle insurance in China, an industry estimated to reach 942 billion yuan by 2020. In the event that the auto insurance market-oriented interest rate were fully liberalized, and approximately 50% permeability for new cars in the telematics market, UBI would penetrate 10%-15% of the vehicle insurance market, a figure of 140 billion yuan. In spite of these positive indicators, China's telematics insurance and UBI market remain underdeveloped, with lingering concerns regarding customer privacy, and data ownership.

In accordance with its support for innovation in the automotive industry, Duxes will host the Telematics Week 2017, which will take place from May 8-11 in Beijing. The event will bring together industry experts and leaders to share experiences and views on issues in the telematics insurance, telematics and connected vehicles industries. The conference provides a unique platform for participants to gain a comprehensive and detailed understanding of the current business landscape for telematics in China. Over the course of the four days, presenters will discuss supportive government policies in jurisdictions across Asia, and market trends, content which will give companies in attendance a reliable basis for making well-informed and rational decisions in the market.

Speakers to Invite

From Government

- Ministry of Transportation
- MIIT
- China Insurance Regulatory Commission

From Associations and Institutes

- China Association of Automotive Manufacturers
- Strategic Alliance of China Internet Of Vehicles Industrial Technology

From Corporations

- | | | |
|------------------|-----------------------------|--|
| • BMW | • BAIC | • AXA |
| • Volvo | • AutoNavi | • Ping An Insurance Company |
| • Tesla | • Here | • Societe Generale |
| • Ford | • Allianz Global Assistance | • China Life Property & Casualty Insurance Company |
| • BYD | • Airbiquity Inc | • China Taiping Insurance Group |
| • Mercedes-Benz | • Verizon Telematics Inc. | • China Pacific Insurance |
| • SAIC | • WirelessCar AB | |
| • Yutong | • TomTom | |
| • Volkswagen | • PICC | |
| • General Motors | • Allianz | |



Telematics Week 2017

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Who Should Attend

By Industry

- Auto OEMs
- Telematics Service Providers
- Net Operator
- Internet Company
- Auto Insurance Companies
- Telecom Companies
- Auto Spare Parts Vendors
- Fleet Management Companies
- Insurance Brokers / Agents
- UBI Companies
- IT Companies
- Auto Oil Companies
- Auto Rental/ Leasing Companies
- Logistics Companies
- Road Assistance Companies
- Content Providers
- GPS Service Provider
- Semiconductor
- Consulting/ Law firms
- Others...

By Job Title

From Auto OEM

- CEO/CTO/CRO/President/GM/SVP/VP
- R&D/BD/Sales/Marketing/Connected Strategy/ Technology Planning Director
- Head/ Chiefs
- Product Manager
- Engineer/ Expert/ Researcher/Consultant/ Specialists
- Head of Insurance Business
- Head of Customer Service
- Marketing Director
- Sales Director
- Others...

From TSP

- CEO/COO/President/GM/VP/ Deputy GM
- Sales/Marketing Director
- Technical/R&D Director
- BD Director
- Product Manager
- Head of Telematics
- Connected Car Service
- Auto Electronic Manager
- Others...

From Insurance Companies

- MD/President/GM
- Head of Auto Insurance
- Head of Claims Management
- Head of Telematics
- Head of Strategy and Planning
- Chief Underwriting Officer
- Chief Actuary

From Third-Party Companies

- CEO/COO/President/GM/ VP/Deputy GM
- Partner/Principal/Analyst
- Chief Representative
- BD Director
- Head of Insurance business
- Partner/Associate
- Marketing Director
- Head of Auto Industry
- Head of Telematics
- BD Director
- Others...



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Day One Monday, May 8

08:30 Sign In

09:00 Opening Remarks from the Chairman

Market Background and Policy Updates

09:15 Interpretation of Market Oriented Vehicle Premium Rate Reform

- Analysis of pilot area results and status quo
- Changes to consumer behaviors and attitudes
- Innovative reform measures
- Q&A

CIRC

Cooperation between TSPs, Insurance Companies and OEMs

10:00 Auto OEM Views regarding Telematics Insurance Markets, and Sharing Experiences

- Challenges for auto OEMs in new markets
- How OEMs react to technological developments in telematics and ADAS
- Cooperation with insurance companies essential
- Q&A

*Bob Gruszczynski
OBD Communication Expert
Volkswagen Group*

10:45 Tea Break and Networking

11:15 How Insurance Companies Cope with Telematics Technology, and Innovation to Insurance Business Models

- Innovation through telematics insurance, to business models and customized insurance services
- Improving the customer experience and claims process

- Future trends for customer behavior with regard to UBI
- Q&A

*CUI Haiming
General Manager of Strategic Telematics Project
CPIC*

12:00 Luncheon

13:30 Applications for Telematics and Usage Based Insurance in the Vehicle Insurance Industry, and its Current Status within the EU

- Applications for UBI in the auto insurance market
- Current status of telematics insurance in the EU
- Successful case sharing in the EU
- Q&A

*Jacques Amselem
Head of IoT
Allianz*

Business Models for Developing Technologies

14:15 How Telematics Contributes to the Advancement of the Vehicle Insurance Industry

- Partnerships between OEMs and insurance companies lead to new business models
- How telematics contributes to the vehicle insurance industry
- Current status for utilizing telematics insurance
- Q&A

Open for Sponsor

15:00 Tea Break and Networking



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15:30 The Future of Motoring: an Insurer's Perspective

- Insuring connected customers- the impact of greater acceptance for connected cars
- Harvesting the benefits of technological developments
- Pathway to autonomous vehicles: insurers' perspective on liability
- Q&A

Steve Hales

*Head of Connected Insurance
Generali*

Panel Discussion:

16:15 How to Facilitate Mutually Beneficial Collaboration between Telematics Insurance Companies and Auto OEMs

- New business model analysis
- Collaborations among leading industry players
- How to reap the benefits of cooperation
- Q&A

*Leaders and Experts from Leading TSP,
Insurance Companies and Auto OEMs*

17:00 End of Day One

Day Two Tuesday, May 9

Claims Management and Big Data

09:00 Telematics Insurance: Innovative Practices for the Claims Process

- Telematics data and claims
- How to improve the claims process, and increase claims efficiency
- Innovative practices and experience sharing
- Q&A

Bi Xin

*General Manager, Head of Claim
Settlement
PICC*

09:45 Emphasis on Customer Loyalty: Providing a First-rate Experience to Retain Loyal Customers

- Role of claims management in customer retention
- Accuracy vs speed in claims processing
- Providing interaction: user oriented services
- Q&A

Open for sponsor

10:30 Tea Break and Networking

Panel Discussion:

11:00 Data Exchange: The Answer to the UBI Explosion?

- Data for driving behavior, and model for data analysis
- Data exchange and new products
- How insurance companies and OEMs can better utilize driving data
- Case studies and experience sharing
- Q&A

11:45 Technological Development of Data Collection: the Latest Market Progress

- Opportunities and Challenges for Big Data
- Best practices: customer needs based on big data analysis
- Optimal use of data
- Q&A

Vikram Krishnamurthy

*Big Data & Connected Services
Nissan*

12:30 Luncheon



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New Technology and Consumers

13:30 Technical Impact: Unmanned Vehicles and ADAS

- ADAS for UBI and car networking
- How to optimize the user experience and provide better solutions
- How insurers respond to uncertainty
- Q&A

YANG Hongwei

***General Manager of Auto Insurance
China Life Insurance Company***

Panel Discussion:

14:15 Technological Development, and its Impact on the Vehicle Insurance Industry

- Implementation of UBI in the vehicle insurance market
- Implications of smartphones, OBD and embedded telematics technologies on the vehicle insurance market
- Future trends for telematics technologies and customer attitudes
- Q&A

***Leaders and Experts from Leading TSP
and Insurance Companies***

15:00 Tea Break and Networking

15:30 UBI Data Application and Auto Insurance Pricing: How to Achieve Optimal Pricing and Customer Satisfaction

- Data analysis of auto insurance underwriting in China
- Analysis of customer demand trends
- Gaining in a competitive market
- Q&A

DAI Shuyan

***Deputy General Manager
China Taiping***

Panel Discussion:

16:15 Consumer Insights on UBI

- UBI product development
- Deciding on a pricing strategy
- Consumer insights useful for obtaining a competitive advantage
- Q&A

17:00 End of Day Two

报名表 REGISTRATION FORM

4th China Telematics and Connected Vehicles Summit 2017

第四届中国车联网及互联汽车峰会

May 10-11, 2017 · Crowne Plaza Beijing Chaoyang U-Town

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主办方：都赛（上海）企业咨询有限公司（上海市中山北一路 1230 号柏树大厦 A 区 6 楼）

Organizer: Duxes (Shanghai) Business Consulting Inc. (6th FL, Block A, 1230 Zhongshan N. 1st Rd, Shanghai China 200437)

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参会信息

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如需了解更多信息，请联系Maggie Zhang (maggie.zhang@duxes.cn) 或拨打 +86 21 5580 0330 转 8009

Participants

If you would like more participant information, please contact: Maggie Zhang (maggie.zhang@duxes.cn) or call: +86 21 5580 0330 ext. 8009

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