

**InsureNext & InsureTech**  
Conclave and Awards 2024



**Theme: Fastracking to Insurance for all – 2047**



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### We are ...

A magazine to reckon with in the Fintech segment, **Banking Frontiers** over the past three decades has carried the legacy of urgent and detailed cover-age of all the latest happenings in the industry. Over the past few years, the brand has diversified digitally, though still holds the fort in the print segment.

The recent analysis by Swiss Re predicts India's ascent among the top six insurance behemoths globally by 2032. The Indian government has envisioned an ambitious goal: ensuring every citizen has access to insurance by 2047.

Last year, the Indian market showed a commendable performance, registering a growth of over 20% across life and non-life insurance segments. Fueling this growth trajectory, the InsurTech sector's emergence promises to recalibrate the industry, unlocking unprecedented avenues of expansion.

Historically, India had a modest growth of under 3% in general insurance and approximately 3.5% in life insurance. From this level to ascending to one of the world's top six insurance spots is undeniably a herculean challenge. Realizing this dream demands robust collaboration, strategic acumen, technology integration, policy reinforcement, channel optimization, and international alliances.



The insurance sectors across Sri Lanka, Bangladesh, Nepal, the Middle East, Southeast Asia, and Africa are rapidly transforming due to economic shifts, regulatory changes, and the pandemic's effects.

Sri Lanka expects an 8.6% CAGR till 2025, propelled by heightened life and health insurance demand and regulatory reforms. Bangladesh's insurance sector has a huge potential for growth, as it accounts for only 0.7% of the country's GDP and 0.3% of the population. The sector is transforming with the adoption of digital technologies, product innovation, micro-insurance, and takaful insurance. Nepal's insurance sector is one of the fastest growing in South Asia. The sector is dominated by non-life insurance, which accounts for 63.4% of the total premium. The sector is expected to benefit from the government's initiatives such as the National Health Insurance Scheme and the Agriculture and Livestock Insurance Scheme. The Middle East and North Africa anticipate

growth from mandatory health insurance and recovering oil prices. Southeast Asia, especially markets like Singapore, projects a 9.4% CAGR till 2024 due to urbanization and tech adoption. Africa's insurance sector is expected to grow at a CAGR of 4.5% from 2021 to 2025, driven by factors such as economic recovery.



This year's InsureNext awards will metamorphose into the **“Insure Next and InsurTech Conclave & Awards”**. This rebranding underlines the pivotal role of the burgeoning InsurTech sector, positioned to propel the insurance domain to unparalleled heights.

The InsureNext awards, designed to spotlight pathbreaking and sustainable insurance methodologies, will emphasize solid underwriting, meticulous risk management, and stringent compliance. Complementing this will be a special segment to honor nascent InsurTech enterprises marking their debut at the Insure Next awards. Evidently, the future crescendo of the insurance sector will be harmonized by the symphony of traditional insurance and avant-garde InsurTech entities.



## GROWTH DRIVERS:

- ◆ Robust demand
- ◆ Untapped segments
- ◆ Spike in Investments
- ◆ FDI limit increase
- ◆ Favourable Policies
- ◆ Insure-techs
- ◆ Fin-techs

## KEY TAKEAWAYS

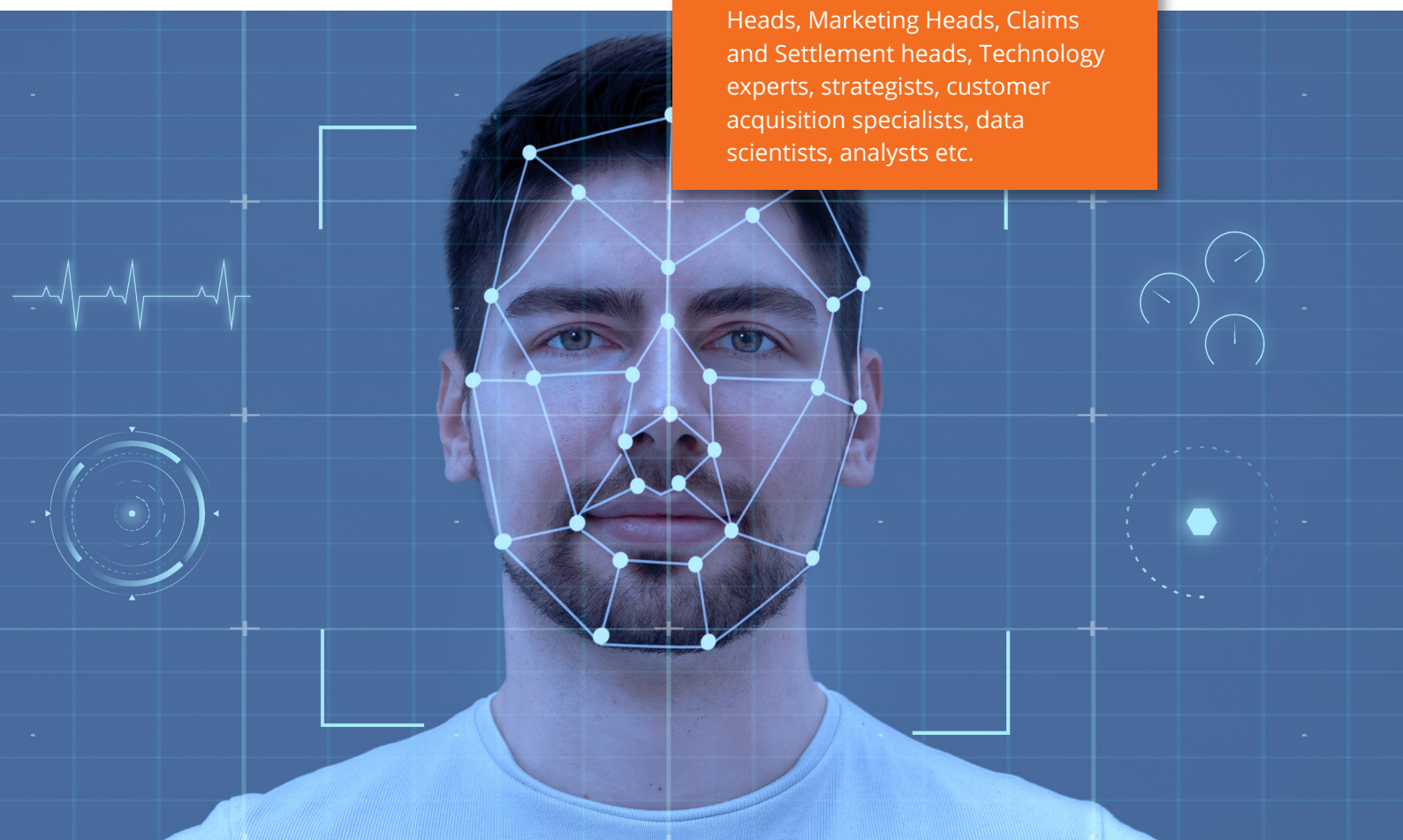
- ◆ Networking opportunity with the who's who of the industry.
- ◆ Variety of speakers from across the insurance value chain.
- ◆ Convenience of meeting the experts from the segment under one roof.
- ◆ Extensive knowledge transfer through intelligent discourse.
- ◆ Mapping of future trends.

## WHY SHOULD YOU ATTEND

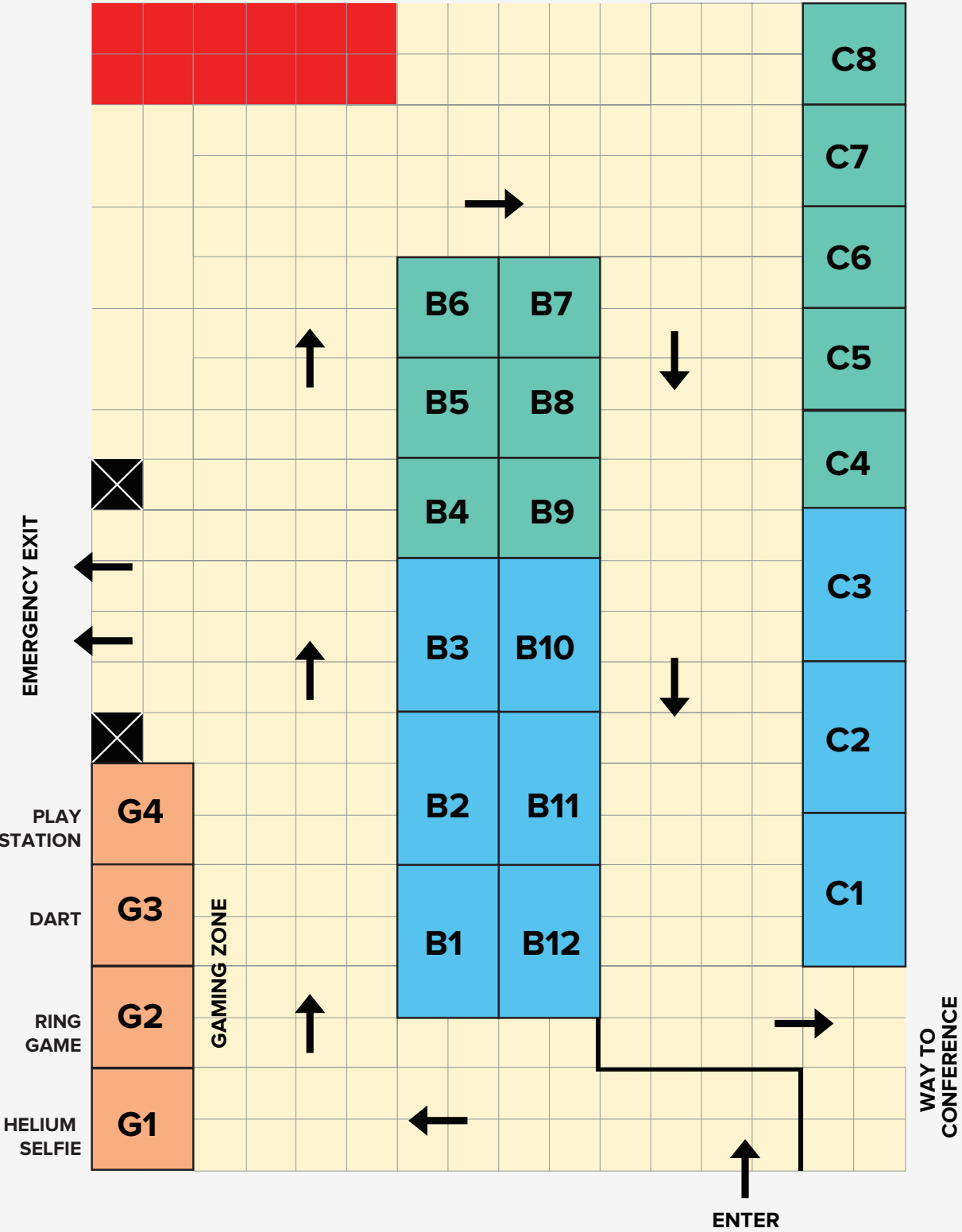
The day-long conference that will unite the who's who of the insurance sector. The event is designed to engage, enroll, exchange knowledge and build strategies for future businesses.

## WHO SHOULD ATTEND

- ◆ Stakeholders of insurance value chain in India, Sri Lanka, Bangladesh, Nepal, Middle East, Southeast Asia, Africa
- ◆ Representatives of insurance companies, Fintech companies, Technology companies.
- ◆ CEOs, COOs, CIOs, CXOs, Functional Heads, Marketing Heads, Claims and Settlement heads, Technology experts, strategists, customer acquisition specialists, data scientists, analysts etc.



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### **Flexibility - The Best Ability**

- Adapting to Agile Insurance Enterprise
- Customized Customer Engagements
- Technological Agility
- Product Agility
- Market Agility

### **Sustainability and Insurance Adaptation (ESG)**

- Embracing ESG Principles
- Crafting Focused Products
- Leveraging Technology for Compliance and Reporting
- Exploring the Role of Insurtechs

### **Emerging Transformation Models**

- Addressing Data Privacy Challenges
- Navigating Security Threats in the Digital Age
- Operational Efficiencies with Privacy Compliance
- Harnessing Emerging Technologies
- The Role of Insurtechs in Transformation

### **Business Possibilities with Non-Conventional Ventures**

- The Era of Third-Party Business
- Exploring Non-Insurance Investment Products
- Expanding Business Penetration

### **Accelerating with Insuretech**

- Unleashing the Insuretech Revolution
- Opportunities and Risks
- Revolutionizing the Business of Insurance

### **Embedded and Micro-Insurance**

- Exploring Opportunities in Various Business Segments
- Retail, Airline, Hospitality, Healthcare, and Beyond
- The Future of Embedded and Micro Insurance

### **Insurance in the Age of Cognitive and Generative AI**

- AI's Impact on Risk, Customer Experience, Marketing, and More
- The Role of Data
- The Influence of Insurtech

### **Experiential Insurance**

- Redefining Customer Experience
- Meeting Evolving Customer Expectations
- Embracing Digital Channels and Embedded Models

### **Redefining Risk and Frauds**

- The IOT and AI Revolution
- Innovations in Risk Management and Fraud Prevention
- Addressing Emerging Risks and Fraud Challenges
- The Pivotal Role of Insuretechs

### **Globalization and Insurance (GIFT)**

- The Impact of GIFT City on the Financial Sector
- Crafting Global Plans
- Exploring the Possibilities of Globalization
- Crafting the Right Business and Technology Strategy

## SPONSORSHIP OFFERINGS

| Sr No. | TITLE SPONSOR                                                                                                                                                                     | Pricing    |
|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|
| 1      | Branding as a Title Partner at the event (Main Backdrop, Welcome Banner, Awards Supplement & Delegates Invite), Event will be referred as XYZ InsureNext Awards & Conference 2019 | ₹15,00,000 |
| 2      | Integrated Logo on all Collaterals, Branding on all 3 sides of the stage                                                                                                          |            |
| 3      | Company logo branding & one page ad in BF special supplement                                                                                                                      |            |
| 4      | 6x2 Octonorm stall                                                                                                                                                                |            |
| 5      | Panel Discussion Participation                                                                                                                                                    |            |
| 6      | 2 min Corporate Video Presentation                                                                                                                                                |            |
| 7      | 20 Minutes Speaking Slot                                                                                                                                                          |            |
| 8      | 8 delegates pass + Lunch coupons                                                                                                                                                  |            |
| 9      | Sponsor representative to give away 4 top awards                                                                                                                                  |            |

| Sr No. | PLATINUM SPONSOR                                                                               | Pricing    |
|--------|------------------------------------------------------------------------------------------------|------------|
| 1      | Branding as a Platinum Partner at the event (Main Backdrop, Welcome Banner & Delegates Invite) | ₹14,00,000 |
| 2      | Session Partner for a Panel Discussion                                                         |            |
| 3      | Company logo branding & one-page ad in BF special supplement                                   |            |
| 4      | 6 x 2 Octonorm stall                                                                           |            |
| 5      | Panel Discussion Participation                                                                 |            |
| 6      | 20 Minutes Speaking Slot                                                                       |            |
| 7      | 6 delegates pass + Lunch coupons                                                               |            |
| 8      | Sponsor representative to give away 4 awards                                                   |            |
| 9      | 2 Stantees inside the Conference Hall                                                          |            |

| Sr No. | GOLD PARTNER                                                                                                  | Pricing    |
|--------|---------------------------------------------------------------------------------------------------------------|------------|
| 1      | Branding as a GOLD Partner at the event (Main Backdrop, Welcome Banner, Awards Supplement & Delegates Invite) | ₹12,00,000 |
| 2      | Company logo branding & one page ad in BF special supplement                                                  |            |
| 3      | Panel Discussion Participation                                                                                |            |
| 4      | 20 Minutes Speaking Slot                                                                                      |            |
| 5      | 2 min Corporate Video Presentation                                                                            |            |
| 6      | 6x2 Octonorm stall                                                                                            |            |
| 7      | Brochure Insertion in delegates bags                                                                          |            |
| 8      | 2 Stantees                                                                                                    |            |
| 9      | 6 delegate passes + Lunch coupons                                                                             |            |

| Sr No. | SILVER PARTNER                                                              | Pricing   |
|--------|-----------------------------------------------------------------------------|-----------|
| 1      | Branding as a Silver Partner at the event (Main Backdrop, & Welcome Banner) | ₹8,00,000 |
| 2      | Fire Side Chat with Editor (20 Minutes)                                     |           |
| 3      | 3x2 Octonom stall                                                           |           |
| 4      | 2 minute Corporate Video during the break (2 times during the conference)   |           |
| 5      | Branding on Lanyard & delegate passes                                       |           |
| 6      | 4 delegate passes + Lunch coupons                                           |           |

(plus GST @ 18%)

## SPONSORSHIP OFFERINGS

| Sr No. | Associate Partner - Option 1                                                    | Pricing  |
|--------|---------------------------------------------------------------------------------|----------|
| 1      | Branding as an Associate Partner at the event (Main Backdrop, & Welcome Banner) | ₹500,000 |
| 2      | 20 minutes speaking slot                                                        |          |
| 3      | 3x2 Octonom stall                                                               |          |
| 4      | 4 Delegate Passes + Lunch coupons                                               |          |
| 5      | Brochure Insertion in delegate bag                                              |          |

| Sr No. | Associate Partner - Option 2                                               | Pricing   |
|--------|----------------------------------------------------------------------------|-----------|
| 1      | Branding as a Associate Partner at the event (Side Panel & Welcome Banner) | ₹4,00,000 |
| 2      | 10 minutes Speaking slot or Panel Slot                                     |           |
| 3      | 3x2 Octonorm stall                                                         |           |
| 4      | 4 Delegate Passes + Lunch coupons                                          |           |
| 5      | Brochure Insertion in delegate bag                                         |           |

| Sr No. | Associate Partner - Option 3                                               | Pricing   |
|--------|----------------------------------------------------------------------------|-----------|
| 1      | Branding as a Associate Partner at the event (Side Panel & Welcome Banner) | ₹3,50,000 |
| 2      | 20 minutes Speaking slot                                                   |           |
| 3      | 4 Delegate Passes + Lunch coupons                                          |           |
| 4      | Brochure Insertion in delegate bag                                         |           |

| Sr No. | Associate Partner - Option 4                                               | Pricing   |
|--------|----------------------------------------------------------------------------|-----------|
| 1      | Branding as a Associate Partner at the event (Side Panel & Welcome Banner) | ₹3,50,000 |
| 2      | Panel Discussion Slot                                                      |           |
| 3      | 3x2 Octonorm stall                                                         |           |
| 4      | 2 Delegate Passes + Lunch coupons                                          |           |
| 5      | Brochure Insertion in delegate bag                                         |           |

(plus GST @ 18%)



## SPONSORSHIP OFFERINGS

| Sr No. | Exhibition Partner - Option 1                                               | Pricing   |
|--------|-----------------------------------------------------------------------------|-----------|
| 1      | Branding as a Exhibition Partner at the event (Side Panel & Welcome Banner) | ₹1,00,000 |
| 2      | 3x2 Octonorm stall (booth three sides close)                                |           |
| 3      | 2 Delegate Passes + Lunch coupons                                           |           |
| 4      | Brochure Insertion in delegate bag                                          |           |

| Sr No. | Exhibition Partner - Option 2                                               | Pricing |
|--------|-----------------------------------------------------------------------------|---------|
| 1      | Branding as a Exhibition Partner at the event (Side Panel & Welcome Banner) | ₹75,000 |
| 2      | 2x2 Octonorm stall (booth three sides close)                                |         |
| 3      | 2 Delegate Passes + Lunch coupons                                           |         |
| 4      | Brochure Insertion in delegate bag                                          |         |

| Sr No. | Delegate                                 | Pricing |
|--------|------------------------------------------|---------|
| 1      | Attend the Conference & Expo as Delegate | ₹25,000 |
| 2      | Lunch coupons                            |         |

(plus GST @ 18%)

## BRANDING OPPORTUNITIES

| Sr No. | Delegate                                                      | Pricing   |
|--------|---------------------------------------------------------------|-----------|
| 1      | Branding on Delegate Bags (Jute)                              | ₹2,00,000 |
| 2      | Lanyard Branding                                              | ₹1,00,000 |
| 3      | Registration Area Associate (Back Drop Branding & 2 Standees) | ₹2,00,000 |
| 4      | Awards Trophy (Logo on Trophy & Backdrop)                     | ₹3,00,000 |
| 5      | 2 Standees + 1 Delegate Pass                                  | ₹50,000   |
| 6      | Podium + Table Tent Card Branding                             | ₹1,00,000 |
| 7      | Chair Branding                                                | ₹1,00,000 |
| 8      | Waterbottle Branding                                          | ₹1,00,000 |
| 9      | Luncheon Sponsor                                              | ₹1,00,000 |
| 10     | Networking & High Tea Sponsor                                 | ₹1,00,000 |
| 11     | Selfie Booth                                                  | ₹1,00,000 |
| 12     | Jury and Speaker Gift Branding                                | ₹1,50,000 |
| 13     | Single Delegate Pass                                          | ₹12,500   |

(plus GST @ 18%)

(plus GST @ 18%)

## TOPICS OF DISCUSSIONS

1. Chasing the Growth Trajectory to 2.5% of GDP and 5th largest insurer of the world. - A business perspectives.
2. Insure Tech-stack to fuel future growth- The need for an NPCI equivalent for the Insurance business. A techno business perspective. Building capacities for fuelling growth- Actuary, Broking, TPA and Surveyors and Technology. In-house and outsourced.
3. Sunrise businesses for the Insurance and industry readiness. To onboard them.
4. Powering Insurance with InsureTech, Coexisting to newer realms of growth with Data edge. Accelerating Innovation with InsurTech & Sandbox
5. Security and Insurance - Emerging security threat line and the growing importance in insurance and for the business of cyber insurance.
6. Experiential-insurance the emerging business models and technology frameworks OR Future of Experience in a world of Metaverse & Blockchain.
7. Embedded insurance - the growth engine for the insurance business
8. Risk Paradigms in a world of digital Insurance world of the Future
9. Fortifying the Human Resource Capacities (Quantity and Quality)
10. Emerging & Versatile Compliance Road. Map: PDP, Regulatory changes, New- licensing and Special licensing policies and much more.
11. Corporate Insurance – Securing Assets, Mitigating Liabilities
12. Claims & Technology – The Ultimate CX
13. ESG- The emerging Business paradigm for the Insurance Business.



Please reach out to following Managers to have an elaborate discussion on the program. Please contact for more information:

**Kailash Purohit** +91 - 916 779 4613 [kailash@glocalinfomart.com](mailto:kailash@glocalinfomart.com)

**Wilhelm Singh** +91 - 773 838 7634 [wsingh@glocalinfomart.com](mailto:wsingh@glocalinfomart.com)

**Kannan Raman** +91 - 773 818 5944 [kannan@glocalinfomart.com](mailto:kannan@glocalinfomart.com)

**Rahul Salve** +91 - 809 740 0850 [rahul@glocalinfomart.com](mailto:rahul@glocalinfomart.com)

**Sriram Ganapathi** +91 - 900 444 6027 [sriram@glocalinfomart.com](mailto:sriram@glocalinfomart.com)

