

17-19 JUNE 2019 | KOWLOON SHANGRI-LA







Hello to all our attendees. Once again, it's my pleasure to welcome you all to ITIC APAC – this year, we're delighted to return to Hong Kong.

Myself and our committee of local experts are pleased to present this year's agenda to you, which covers topics as diverse as fraud, healthcare trends such as telemedicine, the challenge of making products that are unique to new regulatory environments and the introduction of artificial intelligence into the travel sector.

Of key interest to our insurer audience will be the session on Wednesday about how to meet expectations – this is about customers, medical providers and assistance partners. Without every member of the travel insurance chain working effectively together, our business would struggle to function. Communication is at the heart of cohesive and effective working practices, which is what ITIC is all about.

The networking opportunities at ITIC range from welcome drinks, to a hospital facility tour, running club, coffee, lunch and dinner. Make sure you take advantage of them!

Enjoy the conference, and I look forward to meeting you over the next two days.





# THANKS TO THE COMMITTEE

#### **Purple Tse**

Director of Corporate & Emergency Services, TY Solutions Limited

#### Laurent Pochat-Cottilloux

Global Head, Health Reinsurance Partnerships, AXA Global Healthcare

#### **Sharon Tan**

CEO, Iconik Asia

#### **Judy Mitchell**

Marketing Manager, International Insurance & Western Markets, Bangkok Hospital

### **Alison Manning**

Head of Propositions Life and Travel, Cigna New Zealand

#### Lisa Fryar

Head of Medical Benefits, Emirates

#### **Aurelie Menard**

Emergency Assistance Operations Manager, World Nomads Group

#### **Katy Youngman**

Asia Pacific Regional Medical Provider Manager, Allianz Partners

## **Mandy Langfield**

Assistant Editor, International Travel & Health Insurance Journal













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# SPONSORS







































the art of critical air medicine



# ANUBIS Funeral assistance without borders

Repatriation - Logistics - Crisis





# 12:00 -15:00

## **MATILDA HOSPITAL TOUR**



# Behind the scenes at Matilda International Hospital

Matilda, is famous for its beautiful main facility which has occupied a promontory atop historic Victoria Peak in Hong Kong for over 112 years. Having been chosen as one of the three most beautiful hospitals in the world by HealthExecNews (2012), Matilda is delighted to show ITIC HK delegates its interior features and exterior facades, offering a unique opportunity to go behind the scenes into key service areas rarely open to the public, as well as a brief introduction to the history of this fascinating hospital, its founders and Hong Kong in its youth with interesting figures shared.

# **TOUR DETAILS**

Date: Monday 17th June

Departure time from the Shangri-La Hotel: 12:00 Return time from Matilda International Hospital: 15:00

Pre-registration required



14:00 -15:00

17:00 -19:00

### **REGISTRATION OPENS**

Grand Ballroom - Lower Level One

## ITIC HONG KONG WELCOME RECEPTION SPONSORED BY nib

Begin your conference week on top of the world and enter the magical blue-hued surroundings of OZONE, the most celebrated rooftop sky bar in Hong Kong. nib invites you to join them for cocktails and canapés at the ITIC Hong Kong 2019 Welcome Reception. Return transfer from the Shangri-La hotel provided for registered conference attendees.

Coach transfer departs the Shangri-La hotel: 16:15

Return transfer from the Ritz Carlton hotel: 19:00



# Welcome Reception

AT THE HIGHEST BAR IN HONG KONG...



RITZ CARLTON HOTEL 5PM - 7PM / JUNE 17





### **18TH JUNE**

07:00 -08:00

## ITIC RUNNING CLUB HOSTED BY EMA GLOBAL

Start your conference day the right way and join EMA Global for a leisurely 3-km morning run along the Hong Kong harbour. Running club will meet in the hotel lobby.

09:00 -10:30

# MEDICAL CARE IN HONG KONG AND APAC

This session will offer attendees insights into best practices when working with hospitals in Hong Kong, as well as examine cost containment efforts in the Asia Pacific region from the point of view of the insurer and the hospital. It is well recognised that there are wide variations in standards and costs in different Asian nations, but how do insurers obtain value for money?



Dr Zubin Daruwalla
Health Industries Leader
PwC South East Asia
Consulting



**Thalia Georgiou**Managing Partner, Healthcare
Advisory
Asia Care Group



**Lynne Fung**Executive Director, Business
Development
Matilda International Hospital

10:30 -11:00

## **COFFEE BREAK**

Relax, refresh and catch up with colleagues, friends and exhibitors between conference sessions in our dedicated Networking Area, with all the tea and coffee you can drink!









# 11:00 -12:30

# EXPLOITING OPPORTUNITIES - HOW TO TURN MARKET CHALLENGES INTO MARKET OPPORTUNITIES

Insurers who are willing to adapt their products and marketing approaches to the unique Asian markets are going to see significant growth. What does the Asian consumer want from their travel/health insurer, and what is being done to meet these demands? Our experts will share their experience in product development and insights into how to operate successfully in new marketplaces.



Ben Loh
Chief Digital & Marketing
Officer
Tune Protect Group



Amy Villalobos
Head of International
Benefits Management
nib Health Funds



**Tan Chien-Wei**Director
Ulink Assist

12:30 -13:30

## **NETWORKING LUNCH**

Re-charge with a delicious lunch in the ITIC Hong Kong Networking Area and continue those all-important business discussions! You will also have the opportunity to meet our table-top exhibitors and find out about the exciting services on offer.





ORTHOPAEDICS • MATERNITY • ENT • WELLNESS • GENERAL SURGERY

Matilda International Hospital is known worldwide for exceptional standards of patient care, personalised approach and commitment to leading edge technology. Just 15 minutes from Central Hong Kong, Matilda is situated on its own promontory atop the historic Victoria Peak. Together with our centrally located medical centre, the hospital offers specialist service ranging from maternity, ear nose and throat, orthopaedics and spine, to health assessment, surgical care and family medicine.

Our dedicated insurance development team are here to support you and your clients.

## **Enquiries on direct billing arrangement:**

t (852) 2849 0376

insurance@matilda.org



www.matilda.org

13:30 -15:00

## **TELEMEDICINE FOR EXPATS - MENTAL HEALTH SUPPORT FOCUS**

Services are being utilised more for mental health purposes than other types of illness; are insurers catering to the increasing demand for such support services?



David Thomas Boucher Chief Business Transformation Officer Bumrungrad International Hospital



Myra Yu Vice-President Teladoc Health International



Laurent Pochat-Cottilloux Global Head - Health Reinsurance Partnerships AXA Global Healthcare

15:00 -15:30

15:30 -

16:30

## **COFFEE BREAK**

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# **INDUSTRY INSIGHT: MANAGING CHINESE BUSINESS**

China's myriad complex laws and regulations can be difficult to navigate. Having a local partner who knows how best to work within these regulations is key.



Lily Chen

Managing Director

Essential Benefit Solutions
Company Ltd

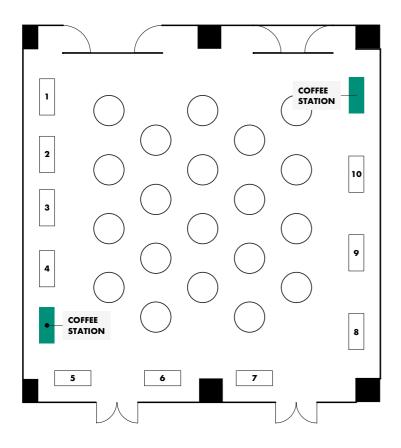


Dr Winston Jong
Group Medical Director
and Group CEO
EMA Global



BRINGING TOGETHER WELLNESS AND BUSINESS

# MEET THE EXHIBITORS



# KEY

- 1 EMA GLOBAL
- 2 WORLD TRAVEL PROTECTION
- 3 CHARLES TAYLOR ASSISTANCE, CEGA
- 4 FLYING DOCTORS ASIA/
  EXECUTIVE JETS
- 5 ALIA MEDFLIGHT
- **6&7** BDMS
- 8 ITIJ
- 9 ORIENT AIR MEDICAL ASSOCIATION (OAMA)
- 10 EXECUTIVE AVIATION TAIWAN CORPORATION

# **ALIA MEDFLIGHT**

Welcome to ITIC Hong Kong! While you are here, we invite you to take this opportunity to learn more about Alia MedFlight, and why we are quickly becoming the preferred air ambulance operator serving the Asian Pacific region. Utilizing a dedicated fleet of medically equipped, long range Gulfstream G100 aircraft, Alia delivers the ultimate in speed, range, comfort and safety.

Alia flights are staffed with the highest qualified medical practitioners in the industry, and our company-owned jets can fly up to 1,000 miles further than a typical air ambulance. These midsize cabin aircraft allow patients to travel with multiple companions, and offer a fully enclosed lavatory. To ensure the highest level of safety, our flight operations are managed by an ARGUS Platinum rated air carrier who oversees all pilot training and aircraft maintenance.



## **REPRESENTED BY**



JON ROSATI
Director
Alia MedFlight



SCOTT EVERSON
Vice-President
Alia MedFlight

"Welcome to ITIC Hong Kong! Please stop by and ask about the benefits and value of adding Alia MedFlight to your APAC provider network."

# BANGKOK DUSIT MEDICAL SERVICES

BDMS (Bangkok Dusit Medical Services) is a prestigious healthcare network boasting 17 JCI-accredited hospital programmes and 11 CCPC (clinical care program certification). A far-reaching network of specialised hospital centres, BDMS has grown from a single hospital started in 1969 into a vast network offering a wide variety of services, known worldwide for providing top-notch healthcare accredited by international organisations. BDMS has blazed a trail for healthcare in Thailand by setting up the country's first cardiology hospital, its first private oncology hospital, and its first private hospital group-operated children's hospital. Along the way, BDMS has garnered a number of accolades for its work, most notably eight Gold Seals of Approval from JCI, the highest award in global healthcare and the most of any hospital in the Asia Pacific region. As Thailand's largest medical group, BDMS currently comprises six major hospital brands: Bangkok Hospital, Samitivej Hospital, BNH Hospital, Phyathai Hospital, Paolo Hospital and the Royal Hospital, reaching throughout all of Thailand's major cities from Chiang Mai to Phuket — as well as two hospitals in Cambodia. This commitment to a high global standard of healthcare includes one of the largest and most advanced blood analysis centres in the region, as well as an internationally recognised biomolecule centre, which sends medical equipment to healthcare centres all over the world. Adding weight to its extensive network, BDMS also pursues intensive collaborations with world-class international universities and medical centres, further strengthening cutting-edge departments such as neurology and orthopaedics.



#### REPRESENTED BY



Burunat Limjitti
Senior VP – International Marketing, Advertising & PR
RDMS

"BDMS ,through Bangkok Hospitals, Samitivej Hospitals and Phyathai Hospitals, provides world class medical services with cost effectiveness and simple operations process.

Our network of 47 hospitals across Thailand and Cambodia serves millions of patients from across the globe every year. Our goal is to enhance our customers' satisfaction.

We look forward to meeting all the participants at ITIC Hong Kong. Visit us at our BDMS booth for more information"

# **CHARLES TAYLOR ASSISTANCE**

Charles Taylor Assistance, CEGA, is one of the leading global providers of end-to-end medical assistance, travel risk and claims management services.

From high-frequency leisure travel, complex corporate destinations to high-risk marine challenges. We expect the unexpected.

Delivering joined-up solutions to brokers, insurers, corporate and government bodies we would welcome the opportunity to meet with you and find out more about you and your business.

Contact Jody.Baker@ctplc.com or Ian.latham@ctplc.com



## REPRESENTED BY



IAN LATHAM

Head of Insurance Market Development
Charles Taylor Assistance





**NETWORKING AT** ITIC HONG KONG STARTS NOW







# Download

Download the latest attendee lists and receive updates from Team ITIC with things you need to know.



# Create

Create your own schedule of sessions and bookmark networking events you can't miss!



# Network

Follow, contact and send meeting requests to the key people you need to see.



KEEPING YOU CONNECTED AT

HONG KONG

# Share

**Share** your updates and activities with fellow attendees.



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# **EMA GLOBAL**

Founded in 1991, EMA Global is a leading medical evacuation and medical assistance service provider in Asia-Pacific with headquarters in Singapore and offices in Malaysia, the Philippines and Hong Kong. EMA Global delivers top-tier medical assistance and unparalleled patient-centric care to individuals and corporations across the world. Our operations are supported by a dedicated team of highly qualified and experienced medical professionals, a comprehensive suite of state-of-the-art medical equipment and a dedicated network of established partners.

"We are thrilled to be back at this year's ITIC APAC. We are looking forward to connecting with our old friends and excited to make new ones. We are delighted to introduce our one-stop integrated assistance platform which focuses on service delivery and prioritises customer communications and duty of care from the first point of contact. Come enjoy our booth at the exhibition hall, we look forward to discussing our exciting offerings with you. See you there!"



#### REPRESENTED BY



**DEXTER TAN**Chief Corporate Development Officer
EMA Global



**BEDA BIELA JR**Chief Operating Officer
EMA Global



**DR WINSTON JONG**Group CEO and Chief Medical Officer
EMA Global



DR SHANG LEI
Associate Medical Director, Medical Network
EMA Global

# **FLYING DOCTORS ASIA**

Flying Doctors Asia (FDA) is an air ambulance company strategically based in Singapore. Since our incorporation in 2004, FDA has played a pivotal role in the air ambulance industry in Southeast Asia. With our own fleet of aircraft and medical teams, we offer complete solutions to most medical evacuation needs at competitive prices. Over the years, we have completed over 4,500 successful missions to many cities in the Asia Pacific area, Australasia and the Middle East. For cases to Europe and Americas, we operate wing-to-wing services with partners in those regions.

"With the success of previous ITICs, we are glad to sponsor this year's Asia event again. We are very pleased with the opportunities generated from the Singapore, Bangkok, as well as Sydney conferences and to date, we are still getting referrals. Medical evacuation is still a small market in Southeast Asia but its growth has been tremendous the last few years, as Asians get more affluent and more travellers are insured. We are glad to be one of the key players in this growth. Looking forward to meeting all participants in Hong Kong. Do say hello to us at our table. See you soon!"



# **REPRESENTED BY**



**Alex Khalil**Commercial Manager
Flying Doctors Asia



**Bukari Jaon** General Manager Flying Doctors Asia



**Prithpal Singh**CEO
Flying Doctors Asia



# Helping to navigate your global journey



Travel Insurance

24/7 Emergency Assistance

Cost Containment

nib is proud to sponsor the Welcome Reception at ITIC Hong Kong

travelnetwork@nib.com.au nibtravel.com

# WORLD TRAVEL PROTECTION

World Travel Protection delivers exceptional care and assistance in challenging and demanding situations.

We provide business and leisure travellers with specialist medical assistance services, including emergency evacuation, repatriation, health, travel safety and assistance.

We are a team of 280 doctors, registered nurses, psychologists, case managers and support professionals who operate seven days a week, 24 hours a day, responding to the cries for help we receive from travellers who are sick, injured or traumatized.

World Travel Protection has operations in Australia, China, Malaysia and Canada and is part of Cover-More Group, a global travel insurance and assistance provider, owned by Zurich Insurance Group.



#### REPRESENTED BY



ALERAH TURNER
Global Network & Procurement Manager
World Travel Protection



CHERYL HOOD

Operations Manager - Business Performance
World Travel Protection

A message from World Travel Protection's Chief Medical Consultant — Prof. Stephen Rashford

"World Travel Protection's overriding priority is our clients when they are at their most vulnerable. Our team of doctors, nurses, case managers and security experts provide a rapid comprehensive multidisciplinary approach to any acute event, utilising our global platform and those resources of our partners across the world.

We are the only medical assistance organisation in Australia, to have been accredited by the Australian Council of Healthcare Standards' (ACHS). Since 2010, we have actively participated in annual business audits and our involvement in this program drives the continual review and improvement of processes and practices across our business. It also enables us to stay abreast of emerging evidence and innovations, which we can then share with our customers.

Our response include 24/7 access and we make it our business to anticipate, plan and prepare travellers for any eventuality."

# INTERNATIONAL TRAVEL & HEALTH INSURANCE JOURNAL

Since 1999, the International Travel & Health Insurance Journal (ITIJ) has been providing the latest news for the global travel insurance, health insurance and medical assistance industry. Over the past 20 years, we have cemented our position as the only resource for this international marketplace. ITIJ is published monthly, providing a mixture of unbiased news, articles, views, reviews, in-depth features and an industry service directory.

"I sincerely look forward to meeting you all at ITIC APAC to discuss how we can help promote your business to this unrivalled audience."



# **REPRESENTED BY**



JAMES MILLER
Head of Sales





# and avoid unnecessary costs upfront

Better for you, better for the patient

Experience the real difference with Global Excel



# EXECUTIVE AVIATION TAIWAN CORPORATION

Executive Aviation Taiwan Corporation is the largest general aviation company in Taiwan providing worldwide business jet charter and air ambulance services. Our subsidiary, AA International Taiwan (AAIT), is the one and only assistance company who fully owns air ambulance fleet in Asia and offers the complete range of services from air medical evacuation to diverse emergency assistance.

With 24/7 standby emergency call center, our professional and experienced medical team will safely transport you or your loved one with special medical needs without wasting any second.

We also offer customized and rapid assistance to a variety of clients including insurance companies, corporate clients and individuals from all corners of the world. As one of members of IAG group, AAIT integrates aviation alliances with global medical rescue network to provide seamless assistance and is your best rescue partner.



# **REPRESENTED BY**



ROSSI HUANG SHENG-YAO
Sales & Marketing Manager
Executive Aviation Taiwan Corporation



CAROL, LI-PING LIN
Sales & Marketing Director
Executive Aviation Taiwan Corporation

Executive Aviation Taiwan Corp
No.3, Aly 123, Ln.405, Dunhua N. Rd., Songshan Dist.,
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Info@eatc.com.tw / www.eatc.com.tw

AA-International Taiwan
Tel: (886)2-8712-9911 Fax:(886)2-8712-2900
ops@aa-international.tw
www.aa-international.tw

# ORIENT AIR MEDICAL ASSOCIATION

Orient Air Medical Association (OAMA) is a professional aeromedical licensed assistance company, formerly known as Shenzhen TKP medical assistance company (TKP Assistance). With 20+ years of extensive experience, OAMA has built up a specialized medical team providing ground ambulance, commercial escorts, commercial stretcher, air ambulance medical transportation, highly qualified capability of transporting ICU critical case, neonatal, pediatrics and infectious disease in remote area. High-speed train also a domestic cost-effective transport model.

Core value of "Go, for Life" encouraging OAMA committed to deliver customized medical transportation services with premium medical equipment and experienced qualified medical team.



#### **REPRESENTED BY**



CONNIE ZHANG
Director of Network and Medical
Orient Air Medical Association

"We are looking forward to professional approach and build up mutual partnership for collaboration on qualified and excellent services.

ITIC Hong Kong would be a good opportunity for all of us to meet in person, we can share industry wonderful experience and know each other better, please come along to our table-top exhibition Number 9, looking forward to meeting you!"

# CONTACT: 1.514.497.7000 or 800.463.3482 or alert@skyservice.com



# Delivering Innovative Solutions

Skyservice Air Ambulance International and now Parkview Airmedical deliver innovative case management solutions to our diverse client base. We continue to develop products our clients have come to expect from an industry leader in the provision of high acuity, critical air medical and commercial medical escort transport.

Choose the preferred choice of discerning travel health insurers, academic medical centers, embassies, governments and the entertainment industry for their mission critical air medical transport needs worldwide. We stand ready to serve you 24/7/365 from bases in Montreal, Toronto and Vancouver.

The art of critical air medicine is practiced each and every day by award winning medical staff, pilots, and case management personnel who deliver our patients and clients a superior air medical transport experience.







the art of critical air medicine







# WEDNESDAY 19TH JUNE

07:00 -08:00

### ITIC RUNNING CLUB HOSTED BY EMA GLOBAL

Start your conference day the right way and join EMA Global for a leisurely 3-km morning run along the Hong Kong harbour. Please note that timings include warm-up and cool-down. The run will be scheduled from 07:20 to 07:50. Running club will meet in the hotel lobby.

09:00 -09:30

### TRAVEL TRENDS

The introduction of AI into the travel industry, the elimination of travel agents in preference to online bookings, travel services aggregators, big data breaches and hyper-personal customisation of services and expectations have revolutionised travel in the past five years. Coupled with a revolution in the way international business is conducted, on an 'anywhere, anytime' basis that is no longer anchored to a physical office, providers and corporates are trying to align the old with the new. Learn more about the new economy risk factors affecting the travel industry and the impact it has moving into the next revolution.



**Tony Ridley** CEO Intelligent Trave

10:30

### **FRAUD INSIGHTS**

Our speakers will approach the problem of fraud from two angles. Sunil will discuss the issue of medical provider over-billing in Nepal, while Maxime will be considering fraud detection technology, and how AI is being used by health insurers.



**Maxime Paul** Lead Data Scientist Shift Technology



Sunil Shanmuganathan Head of Claims AIG Travel

10:30 -11:00

#### **COFFEE BREAK**

Relax, refresh and catch up with colleagues, friends and exhibitors between conference sessions in our dedicated Networking Area, with all the tea and coffee you can drink!



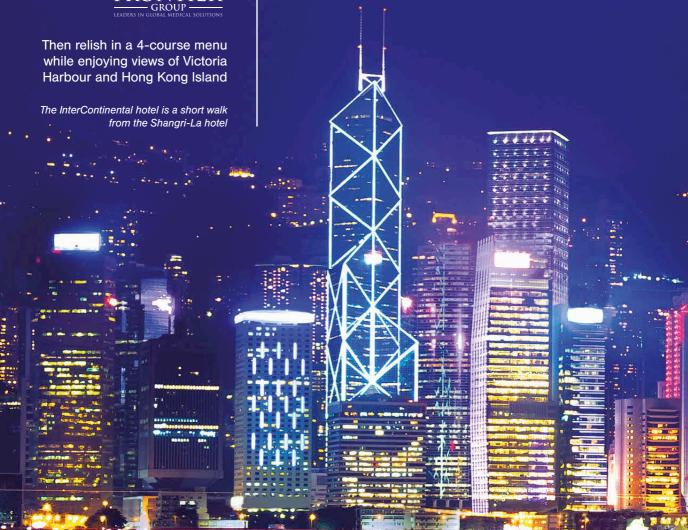
Bid farewell at the

# ITIC HONG KONG FINALE DINNER

Hosted in the Harbourview room at the InterContinental Hotel, No 18 Salisbury Road

Join us at 19:00 for welcome Champagne sponsored by New Frontier Group

FRONTIER GROUP



# 11:00 -12:30

#### **MEETING EXPECTATIONS**

What do insurers expect from their service providers (assistance companies, hospitals, air ambulance operators, airlines doing commercial transfers), and how can they ensure that these expectations are being met?



Alexandre Besson Managing Director Feti'a assistance



**Lisa Fryar**Manager Human Resources Medical Benefits
Emirates Airline



Katy Youngman

APAC Regional Manager

Allianz Worldwide Partners

# 12:30 -13:00

# **DIVING AND EVACUATION OPTIONS**

Petar's presentation will examine where people are diving in the region, and what medical evacuation and treatment options there are near to the new sites.



Petar Denoble
Vice-President Mission
Divers Alert Network

# 13:00 -14:00

### **NETWORKING LUNCH**

Re-charge with a delicious lunch in the ITIC Hong Kong Networking Area and continue those all-important business discussions! You will also have the opportunity to meet our table-top exhibitors and find out about the exciting services on offer.

# 14:00 -15:00

#### PROVIDER NETWORK FORUM



Judy Mitchell
Marketing Manager
Bangkok Hospital Dusit
Medical Services PCL



**Katy Youngman**APAC Regional Manager
Allianz Worldwide Partners

# 15:00 -15:30

## **COFFEE BREAK**

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# 19:00 -23:00

## ITIC HONG KONG FAREWELL DINNER

Join your new ITIC friends and bid a final farewell with a Champagne reception sponsored by New Frontier Group overlooking the stunning Hong Kong skyline, followed by a gourmet four-course meal.

Hosted on the second floor of the InterContinental hotel, Hong Kong. A short walk from the Shangri-La hotel.



# INTERNATIONAL TRAVEL & HEALTH INSURANCE CONFERENCE SCHEDULE

Register now at itic.co





InterContinental Malta

27-31 OCTOBER 2019





InterContinental Costa Rica

8-10 MARCH 2020





The Oberoi, Dubai

20-21 APRIL 2020





The Harte and Garter, Windsor

7 MAY 2020





Park Royal on Pickering, Singapore

15-17 JUNE 2020