

InsurTech
North

MAY 23 & 24

2019

BEANFIELD CENTRE, TORONTO, ONTARIO

Surfing the InsurTech Riptide

- Wolf Pack Startup Pitch Competition
- InsurTech Expo & Marketplace
- Expert Panels on Innovation
- Workshops for P&C, L/H, Venture Capital & Accelerators

2019



Where Industry Leaders & Innovators
Meet to Create Opportunity & Growth

REGISTER NOW: WWW.INSURTECHNORTH.COM

Our Sponsors

Platinum Sponsor

Deloitte.

Gold Sponsors



Silver Sponsor



Bronze Sponsors



Media Partners



Supporting Sponsors



Become a Sponsor of InsurTech North

Become part of this exciting two-day event where industry meets innovators, disruptors, and future partners. Attract opportunity for your organization at this premier event. You might even meet a unicorn!

For more information, or to become a sponsor, contact Laura Viau laura.viau@msaresearch.com
+1 416-368-0777 x25

InsurTech North is the place where insurance leaders and innovators meet to create opportunity and growth!

InsurTech North embraces the fact that all major insurance areas are eager to support technology-driven solutions that reimagine and improve their operations and services.

Join the conversation! InsurTech North provides attendees with an essential avenue to connect with forward-thinking experts in all key sectors important to profitable long-term growth: incumbents, entrepreneurs, venture capitalists, incubators, regulators, and advisors. The agenda has been designed to drive innovation, opportunity, and learning relevant to insurtech for the Life/Health and P&C sectors.



Wolf Pack

Witness InsurTech North's Startup Pitch Competition. Industry insiders put forth the best of their den.

See which startup is strong enough to run with the pack.



Expo & Marketplace

Attending insurtechs can get a table at the expo, just ask us!

Come to our marketplace for one-on-one meetings. Tell us who you want to meet and we'll help you arrange a date!

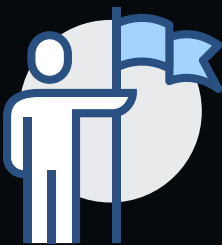


Expert Panels

Hear from experts on what's hot, what's not, and where investment dollars are going!

Learn from leading insurers that have embraced innovation and are sharing the good, the bad... and so much more!

Who Should Attend?



Industry Executives

Insurance Execs and Regulators for:

- P&C
- Life/Health

Connect with startups, hear about the latest uses of technology, and exchange ideas on regulatory and scaling models.



Entrepreneurs

Network with both Venture Capitalists and Senior Management of established insurers eager to partner with you to meet today's evolving digital expectations.

Engage with like-minded startups who share your challenges and frustrations – share ideas to make the path to success simpler and quicker.



Investors

Check out the latest technologies and startups at every development phase as they challenge the status quo.

Gain insight into the competitive landscape, regulatory requirements, and consumer trends driving the insurance industry.

Agenda Thursday, May 23rd 2019

10:30-11:15 ❄️ Reality Check Workshops

The conference kicks off with four concurrent workshop sessions designed to provide insights and information to startups and others. The workshop programs will allow you to select two 45-minute sessions from the following topics:

Workshop A: Understanding the P&C Industry

A P&C industry primer - this workshop is an opportunity for insurtechs and delegates to learn about the industry, the challenges and opportunities company leaders are facing, and to understand the technological needs and strategic drivers of that industry.



Sven Roehl

EVP and Head of Innovation,
msg global solutions Canada
and Co-founder,
Cookhouse Lab



Ryan Stein

Executive Director, Auto Insurance
Policy and Innovation Research
Team,
IBC

Workshop B: Meeting the Expectations of VCs

Understand what VCs expect and what they can do to drive your ideas, dreams and solutions forward. Understand what VCs are looking for, how they select winners and connect them with business opportunities.



Maor Amar

Managing Partner,
Impression Ventures



Jonathan Kalman

General Partner,
Eos Venture Partners

Workshop C: Understanding the Life/Health Industry

The Life/Health Workshop is a dynamic educational mini-tradeshow offering attendees a unique opportunity to immerse themselves into 4 Life/Health insurtech related topics and come away better informed about the industry itself and better equipped to engage incumbents in the insurtech cycle. The tradeshow will consist of the following 4 topics:

1. Life/Health Key Products and Claims Scenarios
2. Reinsurance – Importance & Relevance
3. Incumbent Survey: Putting key industry learnings into practice
4. Regulatory landscapes and pitfalls



The Brella app will be available in the days leading up to the conference.

You will be able to:

- ❄️ View members of InsurTech North interested in meeting during the event
- ❄️ Identify attendees you share common interests with
- ❄️ Request, confirm or decline meetings
- ❄️ Confirm meeting time and location



Agenda Thursday, May 23rd 2019



Facilitator

Natalie Ho

Head of Global Marketing & Brand eXperience, RGAX



Erica Hiemstra

Assistant Vice President, Market Conduct Policy and Regulation, CLHIA



Damien Lapointe Nguyen

Director, New Products, RGA Life Re Canada



Michelle Miller

AVP, Product Management, Marketing Illustrations and Electronic Application, ivari Canada



Terry Sheehan

RVP Sales, Health & Insurance Industry, Canada, Vlocity

Workshop D: The Value Proposition of Accelerators - Focusing through OKRs (Objectives and Key Results)

This fast-paced interactive workshop has room for no more than 50 people in each session. Each Insurtech will be matched up with several "Advisors" (i.e. carriers, other participants, etc.). The facilitators will present the OKR method, followed by each Insurtech working on their actual OKRs with their assigned Advisors. At the end of the session, each Insurtech will pitch their most pressing OKRs to the room, whereby other Insurtechs and Advisors can reach out to them after for future potential collaboration opportunities.



Jan Arp

Managing Partner, Holt Accelerator



Simon Chan

Head of Corporate Innovation Thought Leadership, Communitech

Workshops A-D to repeat again ❄ 11:20 -12:05

Lunch ❄ 12:05

Welcome Address ❄ 12:45



Guy Fraker

Chief Innovation Officer, Insurance Thought Leadership, InsurTech North 2019 Emcee

Agenda Thursday, May 23rd 2019

1:00 ❄️ View from the Top

The tone on the direction and appetite for innovation comes from the top. So, understanding how CEOs perceive the changing insurtech landscape is critical. Join this discussion featuring three esteemed leaders who have a bird's-eye view on the P&C, Life/Health and wider financial industry heading into the third decade of the millennium. They will set the stage for InsurTech North 2019. You won't want to miss it.



Moderator
Jennifer Reynolds
President and CEO,
Toronto Finance
International



Panelist
Rino D'Onofrio
Head, Canadian
Insurance Business,
RBC Insurance



Panelist
Rowan Saunders
President and CEO,
Economical Insurance

1:30 ❄️ Breaking the Insurtech/Incumbent Technological and Cultural Logjams 2.0

Insurtech investing is now well past the hype stage with a new sustainable approach based on partnership between incumbents and insurtechs who are now collaborating in identifying opportunities that are truly scalable that can generate sustainable revenue growth and a path to profitability.

The proof is in the pudding, however. This panel will discuss the impediments the parties face during integration and solutions to breaking the logjams that stand in the way.



Moderator
Neil Mitchell
CEO and President,
Player's Health Cover



Panelist
Dejan Mirkovic
Co-Founder and CEO,
Goose Insurance Services



Panelist
Louis Regimbal
Vice President,
Strategy and Innovation,
SSQ Insurance



Panelist
Ryan Spinner
Head of Innovation and
Disruptive Partnerships,
Aviva Canada



Panelist
Jane Wang
CEO,
Optimity



Agenda Thursday, May 23rd 2019

Sponsored by:



Networking Break ❄️ 2:15



Wolf Pack Startup Pitch Competition ❄️ 2:45

Industry insiders put forth the best of their den to take on InsurTech North's Wolf Pack. The Wolf Pack will put the startups through their paces and draw out the best. See which startup shows they are strong enough to run with the pack, and maybe even lead the industry forward! Insurtech nominations will come from supporting sponsors: **Communitech, Global Insurance Accelerator, Holt Fintech Accelerator, MaRS** and **oneeleven**.



Pack Leader
Keegan Iles
Partner,
PwC



Wolf
Maor Amar
Managing Partner,
Impression Ventures



Wolf
Stephen Goldstein
VP, Client Experience Lead,
RGAX



Wolf
Marc Lipman
COO,
AIG



Wolf
Paul Winston
COO,
Insurance Thought Leadership

Expo & Marketplace ❄️ 4:15

Connect with conference attendees and industry-leading companies at the InsurTech North Expo and Marketplace. Meet with exhibiting insurtechs or participate in speed-date style networking where you can join a table of like-minded participants for important one-on-one conversations. The Marketplace is powered by Brella an innovative event networking app where attendees will be able to easily connect with others at the event, match up, schedule networking meetings, take notes from meaningful conversations, and more!



Sponsored by:



Cocktail Reception ❄️ 5:15

Agenda Friday, May 24th 2019

7:45 ❄️ Breakfast

Sponsored by:



8:45 ❄️ Build, Buy or Partner? Pros and Cons of the Decision Framework

When defining innovation, most companies have an easy time getting to the “why”, “when” or “what” but many struggle with the question of “how”: because ideation is often easy and implementation never is. Whether to Build, Buy or Partner - now that is the question and each choice comes with its own set of implications and challenges. Join this session to hear three impassioned perspectives and what drove their insurtech strategy.



Moderator
Sue Britton
CEO & Founder,
FinTech Growth Syndicate



Panelist
Anna Foat
Director, Global Digital
Transformation Office,
Sun Life Financial



Panelist
Alice Keung
Chief Transformation Officer,
Economical Insurance



Panelist
Peter Primdahl
VP, Emerging Business Models,
Co-operators Group

9:45 ❄️ Scaling Without the Wheels Coming Off - A Conversation

Starting an insurtech is one thing, finding funding is another and securing incumbents to partner with is yet another step. But what happens when you succeed? What happens when you are facing exponential growth and scaling challenges? How do you cope and scale smoothly without showing cracks or failing in your deliverables and SLAs? Find out from someone who's pulled it off, Tim Attia, founder of Slice. He walks the walk.



Guy Fraker
Chief Innovation Officer,
Insurance Thought Leadership,
InsurTech North 2019 Emcee



Tim Attia
CEO,
Slice Labs

10:15 ❄️ Networking Break

Sponsored by:



Agenda Friday, May 24th 2019

AI in Insurance - A Discussion ❄️ 10:45

AI is set to revolutionize the entire P&C and Life/Health industry food chain and society in general. This fast-paced discussion will focus on the key developments and timelines in this rapidly evolving field.



Moderator
Mukul Ahuja
Insurtech Leader,
Omnia AI at Deloitte



Panelist
Donna Peeples
President and Chief
Customer Officer,
Pypestream



Panelist
Abhay Raman
VP - Data and Analytics,
Digital Transformation,
Sun Life Financial



Panelist
Cameron Schuler
Chief Commercialization
Officer & Vice President,
Industry Innovation,
Vector Institute

RegTech: A case study for how to solve industry challenges through open innovation ❄️ 11:30

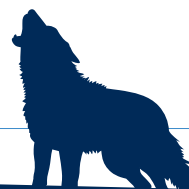
The insurance industry has a deep culture of collaboration; working together to form best practices, discuss common issues and develop industry guidelines so why don't we see more collaboration on the digital front? If you asked around most people would tell you that industry collaboration to build a platform is too complex, high risk and it just won't work. Join Tonya Blackmore, CEO of Apexa, who will share a case study of how they broke through these barriers to launch an industry platform to monitor regulatory compliance of life insurance advisors across Canada. During this session Tonya will discuss how they rallied the support of the industry, kept them engaged, created a unique business model and why RegTech is ripe for more digital collaboration.



Tonya Blackmore
CEO,
Apexa

Lunch ❄️ 12:00

Lanyards sponsored by:



Agenda Friday, May 24th 2019

12:45 ❄ Expo & Marketplace

Connect with conference attendees and industry-leading companies at the InsurTech North Expo and Marketplace. Meet with exhibiting insurtechs or participate in speed-date style networking where you can join a table of like-minded participants for important one-on-one conversations. The Marketplace is powered by Brella - an innovative event networking app where attendees will be able to easily connect with others at the event, match up, schedule networking meetings, take notes from meaningful conversations, and more!



2:30 ❄ Barbarians at the Gate

Much has been said about the threat to the insurance industry status quo emanating from the startups like speedboats, buzzing around the incumbent battleships. The real game-changing upheaval is more likely to come from huge external players with unmatched consumer reach in other industries, like alien spacecraft, who are looking to take a bite out of insurance distribution and perhaps even manufacturing from above. Enter the Barbarians!



Moderator
Ron Stokes

Partner,
EY



Panelist
Sridhar Manyem

Director, Industry Research
and Analytics,
AM Best



Panelist
David Wechsler

Executive Director,
Channels and Partnerships,
Comcast Xfinity



Panelist
Eric Weisburg

Vice President,
Research and Consulting,
Novarica

3:15 ❄ Closing Remarks



Marilyn Horrick

EVP and COO,
MSA Research Inc.

3:30 ❄ InsurTech North 2019 Ends



Register Online

REGISTER.INSURTECHNORTH.COM

	Registration Fee
Individual delegates	\$899 ea.
InsurTechs Accelerators Incubators*	\$499 ea.

* At least 50% of FTE involved in R&D/Innovation

Looking to register a group of 10, 20 or more? Please contact Laura Viau for large group registration rates!
(Contact information below)

Registration Details:

All fees are in Canadian dollars

Registration includes access to all sessions, workshops, Expo & Marketplace, Wolf Pack Startup Pitch competition, social breaks, breakfast, lunch, and cocktail reception.

Accommodation is not included in the registration fee.

Dress code: Business casual

Credit card and cheque payments are accepted. If you have any questions please contact Laura Viau at laura.viau@msaresearch.com or +1 416-368-0777 x25.

Cancellation Policy: Cancellation fee of \$125 +HST applies per delegate

Substitutions allowed at any time.



Accommodations

InsurTech North has reserved a block of rooms at Hotel X in Toronto.

This newly opened luxury hotel is located across the street from the Beanfield Centre for quick access to and from the conference.

The hotel offers rooms with breath-taking views of Toronto's skyline and waterfront, complimentary high-speed Wi-Fi, access to their fitness centre and more. Hotel X is a 5 minute drive from Billy Bishop Airport and a 30 minute drive from Pearson International Airport.

See hotel information below to reserve your room at the InsurTech North conference rate.

Please note that this rate is subject to availability.

Hotel X Toronto

111 Princes' Boulevard
Toronto, Ontario, M6K 3C3, Canada
Phone: **+1 647-943-9300**

Please go to: www.insurtechnorth.com/venue to reserve your room.

If making reservations by phone be sure to mention you are attending InsurTech North to receive the group rate.



2019 Advisory Committee

Mukul Ahuja

Insurtech Leader

Omnia AI - Deloitte

Maor Amar

Managing Partner

Impression Ventures

Joel Baker

President and CEO

MSA Research Inc.

Simon Chan

Head of Corporate Innovation

Thought Leadership

Communitech

Guy Fraker

Chief Innovation Officer

Insurance Thought Leadership

Natalie Ho

Head of Global Marketing &

Brand eXperience

RGAX

Keegan Iles

Partner

PwC

Daniel Malik

Vice President, Policy

and Stakeholder Relations

Toronto Finance International

Neil Mitchell

CEO and President

Player's Health Cover

Abhay Raman

VP - Data and Analytics, Digital

Transformation

Sun Life Financial

Sven Roehl

EVP and Head of Innovation,

msg global solutions Canada,

Co-founder, **Cookhouse Lab**

Daniel Sinclair

Vice President, Corporate

Development

The Co-operators

Paul Winston

Chief Commercial Officer,

Insurance Thought Leadership

**InsurTech North is accredited by RIBO
6 hours Management***

**Conference only and does not include Reality Check Workshops. Attendance at both sessions of the Reality Check Workshops will increase the continuing education accreditation time to 7.5 hours.*

Connect with us - use **#insurtechnorth**
to be a part of the conversation!



@InsurTechNorth



InsurTech North

Printed May 2019

Please check our website for updates on speakers, sponsors & other news

www.insurtechnorth.com