



# InsurTech North

OCT 9 & 10  
**2018**

HILTON LAC-LEAMY, GATINEAU, QUEBEC

Where Insurance Leaders & Innovators  
Meet to Create Opportunity & Growth

- Wolf Pack Startup Pitch Competition
- Marketplace for Speed-Date Style Networking
- Expert Panels on Innovation
- Designed for the Life & Health and P&C sectors



**InsurTech North** is the companion conference to NICC,  
the **National Insurance Conference of Canada**.

REGISTER NOW: **WWW.INSURTECHNORTH.COM**

## Our Sponsors

Platinum Sponsors

Gold Sponsors



Silver Sponsors

Media Sponsor



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](mailto:laura.viau@msaresearch.com)  
**416-368-0777 x25**

InsurTech North is accredited by RIBO - 7 hours Management

## 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.



### Marketplace

Tell us who you want to meet and we'll help you arrange a date!

Private conversations open doors to future deals and opportunities.

Join a table where like-minded participants meet to hone in on a particular area of interest.

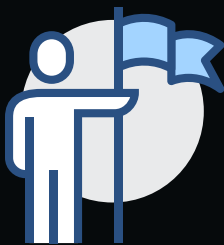


### Expert Panels

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?

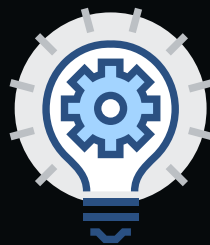


### Industry Executives

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 Tuesday, October 9<sup>th</sup> 2018

### 1:30 ❄ Welcoming Remarks



**Joel Baker**

President and CEO  
MSA Research Inc



**Guy Fraker**

Chief Innovation Officer  
Insurance Thought Leadership  
InsurTech North Emcee

### 1:45 ❄ State of the Union. Where are Things Going? Show Me the Money!

Insurance is one of the fastest-growing areas of focus for innovation. InsurTech investment globally was over \$2 billion in 2017, a significant number. What is driving this focus? The panel will explore the InsurTech investment landscape – what technologies are in demand, where is innovation happening, where are venture capitalists focused and what is the role of the traditional insurer, looking at both Canada and the world.



Moderator  
**Mukul Ahuja**

Insurtech Leader  
Monitor Deloitte



Panelist, Emcee  
**Guy Fraker**

Chief Innovation Officer  
Insurance Thought Leadership  
InsurTech North Emcee



Panelist  
**Barbara Ingraham**

Managing Director,  
Excess & Surplus  
Verisk



Panelist  
**Jonathan Kalman**

General Partner  
EOS Venture Partners

### 2:45 ❄ Networking Break

Sponsored by: 

 NATIONAL INSURANCE  
CONFERENCE OF CANADA

OCTOBER 10-12

**2018**

HILTON LAC-LEAMY GATINEAU, QUEBEC

**SAVE \$200**

BY REGISTERING FOR BOTH  
**NICC & INSURTECH NORTH**

InsurTech North runs back-to-back with the **National Insurance Conference of Canada (NICC)**, Canada's P&C industry's pre-eminent leadership forum. The NICC is expecting **over 500 insurance leaders** in attendance for its **12<sup>th</sup> year**. Check out more information on NICC and register for both events at **[WWW.NICCANADA.COM](http://WWW.NICCANADA.COM)**



# Agenda Tuesday, October 9<sup>th</sup> 2018

## Wolf Pack - Startup Pitch Competition ❄️ 3:00

Industry insiders put forth the best of their den to take on InsurTech North's Wolf Pack. InsurTech North's Wolf Pack will put the startups through the 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!

Nominations will come from our supporting sponsors: **MaRs**, **OneEleven**, **Holt**, **Form Fintech**, **Communitech** and others!

Pack Leader  
**Walter Rondina**

Partner  
KPMG



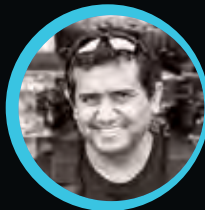
Wolf  
**Matthieu Cardinal**

Vice President, Fintech  
Development and Corporate Affairs  
Finance Montreal



Wolf  
**Abhay Raman**

VP Digital Transformation  
Sun Life Financial



Wolf  
**Jocelyne Prefontaine**

Vice President, Application Delivery  
Wawanesa Insurance



Wolf  
**Jeff Roy**

President and CEO  
Excalibur Insurance



Wolf  
**Matt Streisfeld**

Principal  
Oak HC/FT



Sponsored by:



## Marketplace ❄️ 4:30

Come to the Marketplace at InsurTech North for speed-date style networking. Private conversations open doors to future deals and opportunities. Join a table where like-minded participants meet to hone in on a particular area of interest.

InsurTech North is proud to be partnering with the world's largest marketplace for insurtech match-making, Insurance Thought Leadership (ITL) and Innovators Edge. Powered by their platform, attendees will be able to easily connect with others at the event, match up, schedule networking meetings, take notes from meaningful conversations, and more!



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## Cocktail Reception ❄️ 6:30

# Agenda Wednesday, October 10<sup>th</sup> 2018

8:00  Breakfast

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9:30  Integration with Incumbents - Breaking the Cultural Logjams

Innovation and disruption are all fine and dandy, but InsurTechs and insurers won't get far unless considerable thought and effort are devoted to integration and smoothing cultural logjams. Overbearing corporate procedures can stifle and frustrate nimble innovators, but at the same time, insurers cannot ignore the need for strong governance, regulatory strictures, and integration with existing workflows. Join this outstanding panel to understand what each side should expect and what all parties can do to improve outcomes.



Moderator  
**Keegan Iles**  
Partner  
PwC



Panelist  
**Mitch Doust**  
Executive Vice President of  
the Americas  
Cover Genius



Panelist  
**Jocelyn Laflamme**  
VP Digital Transformation and  
Operational Excellence,  
Desjardins General Insurance Group



Panelist  
**Tueson Dunstan**  
AVP, Enterprise Services  
Strategy and Planning, Digital  
Transformation,  
Sun Life Financial



Panelist  
**Phil Martin**  
Director, Business Development  
Tröv



Panelist  
**Maor Amar**  
Managing Partner,  
Impression Ventures

11:00  Networking Break

Sponsored by:



Conference



courtesy of

**Deloitte.**



## Agenda Wednesday, October 10<sup>th</sup> 2018

### Regulatory / Policymaker Roundtable: Can regulators keep pace with the proliferation of new technologies and concepts? ❄️ 11:15

InsurTechs are expected to fundamentally change the insurance industry in the next few years. Innovation is occurring in the insurance chain of value as technological advancements and consumer habits are evolving rapidly. InsurTechs offer simpler products that are more aligned with individual preference and consumer demand than the traditional insurance products. For the financial sector regulators, finding the right balance between fostering innovation while maintaining a level playing field for all industry participants and ensuring consumer protection is a challenge. Moreover, most laws and regulations of the financial sector were developed years, if not decades, ago.

Moderator  
**Ron Stokes**

Partner  
EY



Panelist  
**Timothy Curry**

Deputy Commissioner  
Connecticut Insurance Department



Panelist  
**Patrick Déry**

Superintendent,  
Solvency  
AMF and Chair of CCIR



Panelist  
**Anatol Monid**

Executive Director, Licensing and Market  
Conduct Division  
Financial Services Commission of Ontario



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### Lunch and Marketplace ❄️ 12:15

Tell us who you want to meet and we'll help you arrange a date! Private conversations open doors to future deals and opportunities. Join a table where like-minded participants meet to hone in on a particular area of interest.

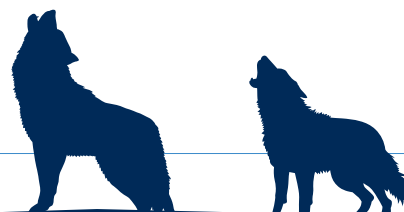


### InsurTech North Ends ❄️ 2:45

InsurTech North wraps up, but don't despair because the National Insurance Conference of Canada is just getting started. Visit [www.niccanada.com](http://www.niccanada.com) for more about our parent conference and conveniently register for both events.



NATIONAL INSURANCE  
CONFERENCE OF CANADA



## Advisory Committee

### Mukul Ahuja

Insurtech Leader

**Monitor Deloitte**

### Wayne Allen

CEO

**Insurance Thought Leadership**

### Joel Baker

President and CEO

**MSA Research Inc.**

### Keegan Iles

Partner

**PwC**

### Barbara Ingraham

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### Jocelyn Laflamme

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and Operational Excellence

**Desjardins General  
Insurance Group**

### Abhay Raman

VP - Data & Analytics  
Digital Transformation

**Sun Life Financial**

### Walter Rondina

Partner

**KPMG**

### Ryan Spinner

Head of Innovation

**Aviva Canada**

### Eric Stevenson

Partner

**Lavery, de Billy**

### Ron Stokes

Partner,

**EY**

### Paul Winston

Chief Commercial Officer  
Innovator's Edge

**Insurance Thought  
Leadership**

## Accommodations

InsurTech North has reserved a block of rooms at the Hilton Lac-Leamy Quebec. See hotel information below to reserve your room at the InsurTech North conference rate.

### Hilton Lac-Leamy

3, Boulevard du Casino,  
Gatineau-Ottawa, Quebec, J8Y 6X4, Canada  
Phone: **+1-819-790-6444**

Please go to: [www.insurtechnorth.com/venue](http://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.

## Register Online

**REGISTER.INSURTECHNORTH.COM**

	Registration Fee
Individual delegates	<b>\$899 ea.</b>
InsurTechs Accelerators Incubators*	<b>\$499 ea.</b>

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

## Registration Details:

All fees are in Canadian dollars

Registration includes access to all sessions, the 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](mailto:laura.viau@msaresearch.com) or +1 416-368-0777 x25.

**Cancellation Policy:** Cancellation fee of \$125 +HST applies per delegate, no refunds after Sep 7, 2018.

Substitutions allowed at any time.

Come to InsurTech North and stay for the National Insurance Conference of Canada.

**Save \$200** when registering for both conferences. Visit [www.niccanada.com](http://www.niccanada.com) for convenient registration to both events.

