

WHERE INDUSTRY LEADERS MEET

2015



NATIONAL INSURANCE  
CONFERENCE OF CANADA

September 30 - October 2  
Le Centre Sheraton Montréal

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# NICC 2015

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As President & CEO of MSA Research Inc. and The National Insurance Conference of Canada (NICC), I'd like to personally invite you to our ninth annual NICC to be held September 30 to October 2, 2015 at Le Centre Sheraton Montréal hotel in the old fashioned elegance of Montréal.

There's never a dull moment in the insurance industry with M&A activity, shifting distribution methods, and ongoing challenges in almost every facet of the market. Be it personal lines with increased policy-maker and insured awareness of cat risk and auto insurance, or commercial and reinsurance lines where pricing remains unsustainable under pressure amid currently rock bottom interest rates. Cyber insurance, too, is coming into the fore – will it provide a growth avenue or a new long-tail loss-producing line? Time will tell.

The NICC is forward-looking in nature and this year's event is no different. We have eye opening sessions on whether property is at risk of becoming another political football, insurance considerations on cyber risk, the Canadian MGA model, and a reality check on auto insurance across Canada. There is an outstanding global leader's panel, a global session on approaches to flood insurance, the view from Environment Canada, and a look at the precarious state of specialty lines in Canada. We are delighted that the 2015 NICC will open with a global economic outlook by Swiss Re's Dr. Kurt Karl. With so much on our minds, it is as important as ever for our industry to come together in one forum to discuss the critical challenges that we face.

As you know, the NICC is this very forum: the place where senior industry executives meet to address the many diverse and complex issues facing the Canadian property and casualty insurance sector. Whether you are an insurance or reinsurance company executive, a broker, a regulator, a risk-manager or an industry partner, the NICC is designed with you in mind.

I'm delighted to announce that Amanda Lang is back as our conference moderator this year and that our closing keynote will be David Andelman, editor in chief of World Policy Journal having previously served as executive editor at Forbes. Mr. Andelman will speak on The New World of Global Risk – ISIS and the New Cold War. You won't want to miss that.

As you have come to expect, the approaching 2015 NICC will feature top-tier speakers, panels and keynotes covering the issues that matter most to you. It has been assembled through the guidance and invaluable assistance of our NICC senior Advisory Committee (see page on left), the input of other industry leaders, and valuable feedback from last year's delegates.

There will also be lots of opportunity for you to socialize and network: a pre-conference golf tournament at Club de Golf de l'île de Montréal; The NICC Networking Lounge, cocktail receptions and our outstanding gala dinner featuring a show you will not want to miss. All in all, the NICC is exactly where insurance executives like you will want to be.

I look forward to seeing you there.

My very best,  
**Joel Baker**  
CEO, MSA Research

# NICC 2015 SCHEDULE

## Who Should Attend

- Insurance company CEO's, Chief Agents and Senior Executives
- Brokers
- Risk Managers
- Regulators
- Analysts
- Industry professionals
- Investors

NICC 2015 is accredited by RIBO  
7 hours Management and 1 hour Technical

WEDNESDAY, SEPTEMBER 30, 2015

**2015 Technology** Sponsored by CGI

**Conference Registration Opens** 9:00am

**2015 DAS NICC Golf Tournament**  
at Club de Golf de l'Île de Montréal  
Tournament begins at 11:00am  
(Golf registration required.)



**6:00-7:30pm Opening Cocktail Reception**, Sponsored by Lloyd's

**Welcome address:** Tom Bolt,  
Director, Performance Management, Lloyd's



THURSDAY, OCTOBER 1, 2015

7:30-9:00am **Breakfast** Sponsored by Aon Benfield



**Welcome and Acknowledgements** 9:00-9:10 am

**Joel Baker**, NICC President & CEO

**Intro Address** 9:10-9:20am

**Amanda Lang**  
2015 NICC Conference Moderator



## Global Economic Outlook 9:25-10:15am



Speaker:

**Dr. Kurt Karl**

Chief Economist,  
Head of Economic Research & Consulting,  
Swiss Re Company Ltd.

This presentation will review the outlook for the global economy with a particular focus on the Canadian and US economies. It will touch on the prospects for interest rates, foreign exchange rates, commodities, and equities. As the Chief Economist of Swiss Re, Mr. Karl is exceptionally well-positioned to convey this financial backdrop in a manner that is relevant to insurers and will prepare you to face what lies ahead.

10:15-10:45am **Networking Break** Sponsored by Willis Re

## MORNING CONCURRENT SESSIONS

### Is Property at Risk of Becoming the New Auto? 10:45-11:55am



Moderated by:

**Tim Bzowey**

Head, Home & Auto,  
RBC Insurance

Panelists:



**Karen Gavan**

President & CEO,  
Economical Insurance



**Philip Howell**

Former CEO,  
Financial Services  
Commission of Ontario



**Robyn Young**

President,  
Insurance Brokers  
Association of Alberta

It's no secret that climate change, aging municipal infrastructure, building practices, land use policy, lifestyle changes, societal shifts, fraud and abuse are impacting property insurance portfolios. Affordability and availability of coverage is where these factors converge. As consumers and their representatives feel the effects of premium increases and coverage changes insurers are increasingly being held to account.

Is blaming insurers a case of 'shooting the messenger' as they fulfill their obligation to reflect all known risks in the coverage and price it accordingly? Or, is there more insurers should be doing together with consumers, brokers, regulators, politicians, media and the scientific community?

Few today are calling for the prescriptive regulation found in auto insurance across the country. Yet, the threat seems to persist just below the surface on this increasingly sensitive topic. Can we learn from our mistakes with auto insurance over the last 25 years and embrace the complexity inherent in the factors acting on property to inspire thoughtful solutions supported with 'skin in the game' among all key stakeholders? Or, are we heading down a dangerous path as public representatives receive pressure from their constituents for a simple, quick and seemingly painless fix that paradoxically results in just the opposite.

Three well known, seasoned executives with diverse perspectives will debate a subject that has profound implications for our businesses, our industry, and our communities.

# NICC 2015 SCHEDULE

## Cyber Risk - Insurance Considerations 10:45-11:55am



**Moderated by:**  
**Gary Miller**  
Director, Global Cyber  
CGI

Panelists:



**Phil Baker**  
President,  
Creechurch International  
Underwriters



**Alice Underwood**  
EVP, Head of Analytics  
North America,  
Willis Re

Cyber insurance is coming into its own as capacity grows and innovation in coverages increases but it still somewhat of an immature market as global cyber attacks get ever more brazen and harmful. Join this illustrious panel as they bring some order to bear both in terms of product, client demands and modelling technology.

## END OF MORNING CONCURRENT SESSIONS

12:00-1:45pm **Lunch and Presentation** Sponsored by the IBC



**Luncheon Speaker: Jaime Watt**  
Executive Chairman, Navigator Ltd.

Jaime Watt is the Executive Chairman of Navigator Ltd., Canada's leading high-stakes public strategy and communications firm. He will address critical aspects of reputational risk management in his keynote luncheon address.

A highly regarded speaker, Jaime appears often as a public affairs commentator in the media. He is a regular contributor to the CBC on its flagship news program, The National with Peter Mansbridge.

## EARLY AFTERNOON CONCURRENT SESSIONS

### Auto Insurance Reality Check 2:00-3:00pm



**Moderated by:**  
**David Simpson**  
President & CEO,  
Facility Association

Panelists:



**Barbara Bellissimo**  
Senior Vice President,  
Desjardins General  
Insurance Group



**Michael Brattman**  
President,  
IBAO



**Allan Cleiren**  
Chair, Alberta  
Insurance Rate Board



**Amanda Dean**  
VP, Atlantic  
Canada, IBC

Canadian automobile insurance is forever changing. What further changes are needed to meet the ever-present, yet often elusive, goals of widely affordable, available, and profitable automobile insurance for Canadian consumers? Hear the industry, regulatory, and trade association perspectives on what changes are required, what's necessary to make them happen, and in today's political context, what's realistically achievable. And remember, context is everything!

# NICC 2015 SCHEDULE

## The Evolving Canadian MGA Model - Is There Ink in the Pen? 2:00-3:00pm



**Moderated by:**  
**Bob Dempsey**  
Retired President & COO,  
The Guarantee

Panelists:



**Tony Fredericks**  
CEO,  
AM Fredericks



**Jean F. Laurin**  
President,  
ENCON Group Inc.



**Lynn Oldfield**  
President & CEO,  
AIG Canada



**Gerry Wolfe**  
Independent Board  
Director

Is old new again? The industry has seen the Managing General Agency model of delivery for many years with solid underwriting results being very consistent over that time. However, times are a changing as risk management and risk transfer needs bring forward new coverage challenges and capacity expansion. Over the last decade or more, these risk coverage needs have been met not only through the existing licensed underwriting companies but new managing general agencies and wholesale brokers accessing offshore capacity. Many questions arise:

- Is this added capacity softening prices for the coverages being offered?
- Is there presently adequate regulatory control for the managing general agency model? Should that regulatory control come from OSFI or the broker industry?
- Have the new entrants brought much needed innovation in coverage and capacity?
- Is the “Ink in the Pen” long standing and secure for the Canadian consumer?

Our panel brings a wide variety of experience on the underwriting, world capacity and MGA model with, no doubt, varying views on the many issues. This session guarantees to be lively, spirited and entertaining.

## END OF AFTERNOON CONCURRENT SESSIONS

3:00-3:30pm **Networking Break** Sponsored by SCM

## Global Leaders Panel 3:30-4:30pm



**Moderated by:**  
**Eric Andersen**  
CEO,  
Aon Benfield

Panelists:



**Tom Bolt**  
Director, Performance  
Management,  
Lloyd's



**Stephen Catlin**  
Executive Deputy  
Chairman,  
XL Catlin



**Greg Hendrick**  
CEO,  
XL Re



**Bradley Kading**  
President & Executive Director,  
Association of Bermuda  
Insurers & Reinsurers

Canada is not an island and global developments in the insurance arena impact our market in many ways both on the primary side as well as on the reinsurance side. Technology, M&A, global regulatory developments and emerging risks will be discussed by this esteemed panel.

## END OF THURSDAY SESSIONS

# NICC Networking Lounge

Networking is a big part of why you come to the NICC year after year.

Thursday October 1 *and* Friday October 2, 2015

Open for the duration of the conference, the NICC Networking Lounge offers you an ideal place for conversing with fellow industry leaders. Whether you want to make new connections, catch up with colleagues, or sit quietly and catch up with the office back home, you'll find a comfortable spot in the Networking Lounge.

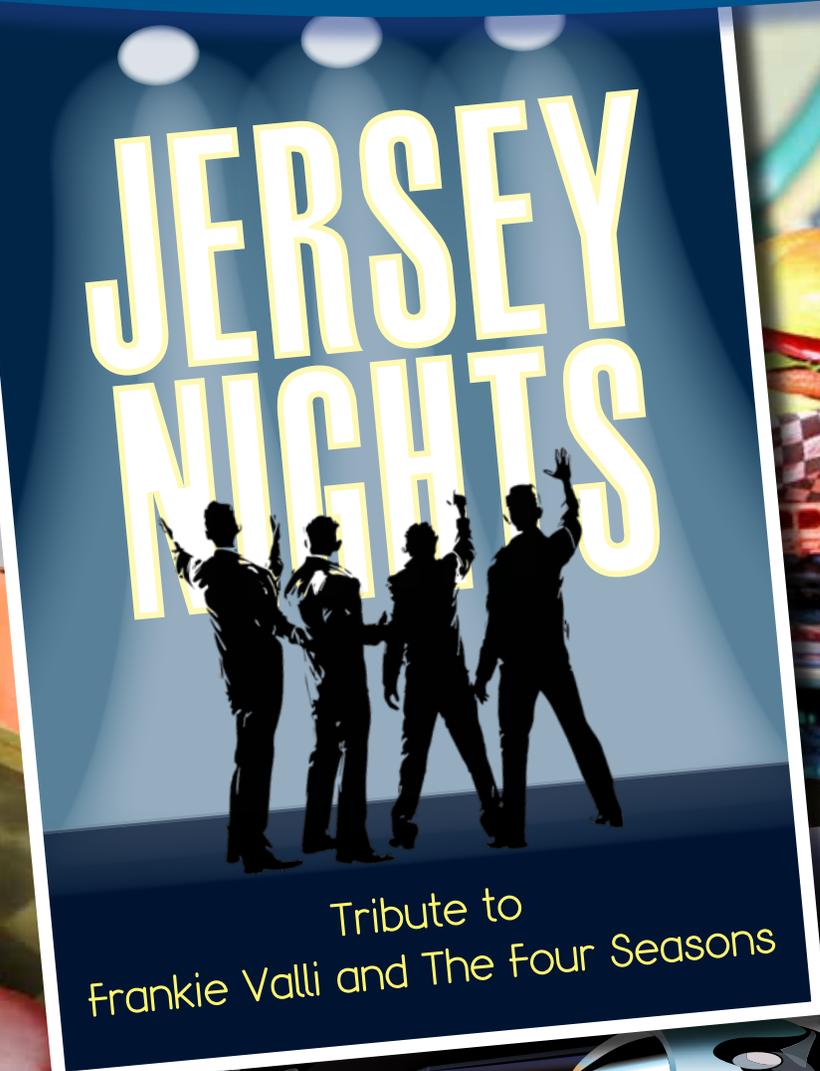
Light snacks, coffee and tea will be made available.



Since 2008, WICC has had the distinct honour of being chosen as the charity of choice by the National Insurance Conference of Canada. In this capacity, and with the support from delegates across the country, WICC has hosted conference based silent auctions and raffles, raising over \$120,000 in support of cancer research and awareness. WICC is extremely proud to have been chosen to participate at the 2015 NICC Conference in Montréal, Québec and welcomes your show of support once again.

Delegates interested in contributing silent auction or raffle donations are asked to contact Jo-Anne Polidoro at [jpolidoro@chubb.com](mailto:jpolidoro@chubb.com).

**About WICC:** WICC was formed in 1996 to mobilize the Canadian insurance industry in the fight against cancer by focusing on cancer research, support and education. Since inception, over \$6 million has been raised across Canada with 100% of funds donated to the Canadian Cancer Society in direct support of much needed cancer research projects.



Featuring all the greatest hits from the legendary FOUR SEASONS including "Sherry", "Lets Hang On", "Walk Like a Man", "Working My Way Back to You" and many more...

This dynamic show consists of an entertaining performance that captures the unique sound that made the FOUR SEASONS famous. Featuring dazzling live harmonies, soaring vocal arrangements and a hot four piece band, this is the show that brings the FOUR SEASONS classic sound to life!

6:30-8:00pm

**Cocktail Reception**

Sponsored by Standard & Poor's Ratings Services

8:00pm

**Gala Dinner**

Co-sponsored by Guy Carpenter and Munich Re Canada

**Dinner Wine**

Sponsored by PwC

**Gala Entertainment**

Sponsored by AIR Worldwide

# NICC 2015 SCHEDULE

FRIDAY, OCTOBER 2, 2015

7:30-9:00am **Breakfast** Sponsored by JLT Re

## Flood Insurance Programs - Trials, Tribulations and Success Stories 9:15-10:30am



Moderated by:  
**Don Forgeron**  
President & CEO,  
IBC

Panelists:



**Dr. Bernhard Gause**  
Member of the Executive Board,  
German Insurance Association



**Brendan McCafferty**  
CEO,  
Flood Re (UK)

Mr. McCafferty will share the implementation challenges of the UK's national flood program while Dr. Gause will speak to the central role of private insurance in the 2013' flooding in Germany and the ongoing political debate about improving the system. Mr. Forgeron will wrap up with up-to-date information on a proposed national flood plan for Canada. This is a panel that is not to be missed.

10:30-11:00am **Networking Break** Sponsored by Opportunities NB

## MORNING CONCURRENT SESSIONS

### Severe Weather & Climate Change - Perspectives From Environment Canada 11:00am-12:00pm



Moderated by:  
**David Phillips**  
Senior Climatologist,  
Environment Canada

Extreme weather has become the norm - an epidemic of ferocious, destructive, disruptive and killer weather everywhere. The climate is warming but bad weather may be the most significant outcome from an over-heated planet.

The traditional planning approach has been to set standards, policies and designs based on the premise that the past is a guide to the future. Almost all of our current infrastructure, such as draining systems and water treatment/purification facilities, has been designed using climate information that has been calculated from historic records under the assumption that average and extreme conditions of the past will occur again over the future life span of the structure. What we are learning though is that due to climate change, current systems are not providing the level of performance and protection that they once did. Climate change is shortening the life span of many structures. The future is not going to look like the past. We need to plan better for the climate we've got and more so the climate we're going to get.

# NICC 2015 SCHEDULE

## Specialty Lines: On the Brink 11:00am-12:00pm



Moderated by:  
**Hugh Sturgess**  
President & CEO,  
Arch Insurance (Canada)

Panelists:



**David Cook**  
Chief Underwriting Officer,  
ENCON Group Inc.



**Michael Densham**  
VP Executive &  
Professional Lines,  
Berkshire Hathaway  
Specialty Insurance



**Jean-Raymond Kingsley**  
SVP & Chief Underwriter,  
Odyssey Re (Canada)

Specialty liability lines in Canada have been losing ground for more than a decade, especially in the highly competitive E&O and D&O lines. Amongst the many reasons for this, oversupply of capacity is held out as the main culprit. While most carriers in the market openly acknowledge that circumstances have already reached the edge of profitability competition continues unabated. Join this expert panel comprised of new, incumbent and reinsurance perspectives to determine if there is a path to sustainable underwriting in these long tail lines, or if market dynamics will cause things to go past the brink (again).

## END OF MORNING CONCURRENT SESSIONS

12:00-1:45pm **Closing Lunch** Sponsored by the CIP Society



Keynote Luncheon Speaker: **David Andelman**  
Editor of World Policy Journal and Columnist at USA Today

**The New World of Global Risk:  
ISIS, the new Cold War and Cyber Terrorism**

Social Guests Welcome

1:45pm **Conference Wrap Up** **Joel Baker**, NICC President & CEO

**Conference Concludes**

# 2015 DAS – NICC Golf Tournament

Club de Golf de l'Île de Montréal, Wednesday, September 30, 2015



Club de Golf de l'Île de Montréal, a fabulous 36 hole public facility only 20 minutes from downtown Montreal was built at the turn of the millennium. Wishing to give it a strong Irish flavour, its founders hired reputed Irish architect Pat Ruddy, designer of the famed European Club near Dublin Ireland. It offers two very distinct courses: the Island course of parkland style and its unique Ireland course, the only true links course in Canada in the pure tradition of the famous Scottish and Irish links.



Wednesday, September 30, 2015

Foursome Scramble: 11am Shot Gun Start

### Tournament package includes:

- Transportation to and from Club de Golf
- Green fees and power carts
- 2 beverages and a boxed lunch
- Taxes and gratuities

Tournament fee: **\$100 per person**

Premium Golf Club Rental fee\*: **\$50 per person**  
(\*must be reserved in advance)

Hotel Departure 9:45am & 10:00am

Return to Hotel: 4:30pm

## Hole In One

The NICC is excited to present our Hole-in-One tournament, proudly sponsored by Aviva.

**The prize is worth \$15,000.**  
**Good luck, golfers!**