



NATIONAL INSURANCE  
CONFERENCE OF CANADA

2022

SEPTEMBER 18-20, 2022

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**Halifax Convention Centre**

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# NICC 2022 Sponsors

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## NICC 2022

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**Joel Baker**  
President & CEO,  
MSA Research

**Peter Braid**  
CEO,  
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**Don Forgeron**  
President & CEO,  
Insurance Bureau of Canada

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President & CEO,  
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President & CEO,  
Gore Mutual Insurance Company

**Kyle Winston**  
Chair,  
CRU Group

**Matt Wolfe**  
President & CEO, Reinsurance,  
AON Canada

# Welcome *Back* to NICC 2022

As President and CEO of MSA Research and the National Insurance Conference of Canada (NICC), I'd like to personally invite you to beautiful Halifax, Nova Scotia for the 2022 NICC, to be held there September 18th – 20th. Let's bring the industry together in style after a long COVID hiatus. The theme is 'You Can't Lock Down Change'.

NICC resumes its proud tradition as Canada's pre-eminent insurance conference with an outstanding agenda and networking opportunities. The agenda that you see in this brochure is a testament to the dedication and input of our outstanding Advisory Committee.

After NICC's traditional golf tournament, we will convene for the NICC welcome reception at Canada's historic Museum of Immigration at Pier-21 in Halifax Harbour and be welcomed by Lloyd's chairman, Bruce Carnegie-Brown.

We open NICC 2022 with a fireside chat between Canada's top regulator, OSFI superintendent, Peter Routledge, and our esteemed emcee, Alister Campbell. We then level-set with a series of 'What Did I Miss?' sessions covering all aspects of our business. After IBC's legendary lunch presentation, we delve into an array of topics such as ESG, cyber resilience and the industry's war for talent.

We don't let up on the final day with a global economic outlook, our global leaders' panel and trio of sessions on IFRS-17, the reshaping of sports insurance, and broker channel issues.

We close with a perennial favorite, the banter-filled hot topics panel and our closing luncheon fireside chat: Wes Hall, founder of the Black North Initiative with Sheldon Williams, chair of The Canadian Association of Black Insurance Professionals (CABIP). I invite you to review the impressive agenda for yourself to see what's in store.

As always, we also recognize the importance of networking – so we have provided ample opportunities for you to meet your colleagues and have those important discussions and jovial banter over coffee, drinks or at the NICC gala lobster dinner. All in all, the 2022 NICC is exactly where you, as an insurance executive, will want to be.

My very best,

**Joel Baker**  
President & CEO,  
NICC & MSA Research



**Monday Sept 19  
and Tuesday Sept 20**

**Open 9 am – 4 pm**  
A charging station, light snacks,  
coffee & tea will be available

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

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## Agenda Sunday September 18<sup>th</sup>

- 11:30 • HSB Canada - NICC 2022 Golf Tournament  
**The Links at Penn Hills Golf Club** - for tournament information, see page 16

- 18:15 • Cocktail Reception at Pier 21  
19:30 Round trip shuttle will be provided between Sutton Place Hotel and Pier 21 between 5:30 pm & 8:30 pm



### Welcome Address

**Marc Lipman**

President,  
Lloyd's Canada

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## Agenda Monday September 19<sup>th</sup>

- 08:00 • Breakfast  
09:00

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- 09:00 • Welcome, Acknowledgements & Intro Address  
09:20



**Joel Baker**

President and CEO,  
NICC & MSA Research



**Alister Campbell**

President and CEO,  
PACICC, and  
NICC 2022 Emcee

- 09:20 • Fireside Chat  
10:00



**Peter Routledge**

Superintendent of  
Financial Institutions,  
OSFI

Alister Campbell will engage OSFI's Superintendent, Peter Routledge, in conversation covering issues that are top of mind to insurers and reinsurers operating in Canada. Topics will include the global and domestic environment for insurers, updates on OSFI's work and other areas of interest. Mr. Routledge will respond to questions at the end of the fireside chat.



# Agenda Monday September 19<sup>th</sup>

Networking Break • 10:00  
10:30

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What Did I Miss? • 10:30  
11:45

This panel will set the stage for the conference – We might have all been locked down personally...but the forces of change certainly were not. So much has happened since we last met! More consolidation, the first P&C demutualization, a surge in broker M&A, a hard market in commercial lines, the rise of more and larger MGA's, major CATs – some exposing significant insurance gaps; a transformation of the workplace, rising inflation for the first time in a generation, the use of ESG metrics as an underwriting filter, the dramatic surge in cybercrime and so much more. We have a lot to catch up on!



Moderator  
**Alister Campbell**  
President and CEO,  
PACICC, and  
NICC 2022 Emcee



**Louis Gagnon**  
CEO, Canada,  
Intact Financial  
Corporation



**Marc Lipman**  
President,  
Lloyd's Canada

Lunch & Keynote Presentation • 11:45  
13:15

An increasing number of risks, including flood, earthquake and cyber, are becoming harder to insure, leaving protection gaps for consumers. As we saw in BC last year after the flood and fires, the gap between economic and insured losses is continuing to grow. What role could our industry play to lessen the protection gap? What role should our industry play to lessen the gap? IBC CEO Don Forgeron looks at what the industry needs to do to better protect Canadians.



**Don Forgeron**  
President & CEO,  
Insurance Bureau  
of Canada

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**IBC**  
Insurance Bureau  
of Canada

# Agenda Monday September 19<sup>th</sup>

13:15  
14:15

## **A** Concurrent Session

### Not Your Average Hard Market: New Perspectives on Responding to Cyclical Challenges in Commercial Lines

The world is grappling with urgent issues, including climate change, extreme events, cyber threats, and the response to the global pandemic. The insurance industry has a definite and emphatic role to play in these areas. However, the extended hard commercial market has compounded the complexity of responding to these issues, with many new and unforeseen challenges for the industry and its customers emerging over the past two years. We need to search for new ways to drive our businesses forward, engage with our customers, and support the economy by delivering critical services. Join us to hear leading perspectives on commercial markets and what we can do to mitigate current and future issues for our industry and customers.



Moderator  
**Celyeste Power**  
Executive Vice President,  
Strategic Initiatives & Advocacy,  
Insurance Bureau of Canada



**Cameron Copeland**  
President,  
Specialty Program  
Group Canada



**Paul Croft**  
Chief Operating Officer,  
AON Canada



**Conor Donaldson**  
CEO,  
Global Asia Insurance  
Partnership



**Heather Masterson**  
President & CEO,  
Travelers Canada



Moderator  
**Jonathan Stephenson**  
Managing Director,  
Guy Carpenter

## **B** Concurrent Session

### Personal Lines: Emerging From The Mist

This session will dig deeper and focus on developments in personal lines over the pandemic. We'll look to the future and discuss the impacts on the sector of climate change, societal shifts and technological advancements. This free-wheeling discussion may also bring into scope auto regimes and evolving distribution.



**Carol Jardine**  
President, Canadian  
P&C Operations,  
Wawanesa Mutual



**Andy Taylor**  
CEO,  
Gore Mutual  
Insurance Company

# Agenda Monday September 19<sup>th</sup>

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**Shelter Mutual**  
Compagnie Mutuelle D'Assurance Shelter  
Licensed Canadian Reinsurer

Networking Break • 14:15  
14:45

## Insurers, Sustainable Finance & Climate-Related Financial Disclosures • 14:45 15:45

The P&C industry is undertaking significant efforts to reduce its global carbon footprint and promote the transition to a net-zero economy. Regardless, expectations are growing for insurance companies to assess and disclose climate change risks and opportunities, and the Task Force on Climate-related Financial Disclosures (TCFD) recommendations are the emerging global standard. The TCFD recommendations are becoming essential for insurance companies in developing disclosure-reporting plans. IBC Vice President of Federal Affairs, Craig Stewart, will lead a panel discussion on climate-related financial disclosures. In this session, participants will be asked to identify strategies and best practices for how to establish or improve climate risk disclosure practices and articulate potential organizational opportunities and challenges in developing a reporting strategy.



Moderator  
**Craig Stewart**  
Vice President,  
Federal Affairs,  
Insurance Bureau of Canada



**Dr. Michael Menhart**  
Chief Economist & Head of  
Economics, Sustainability &  
Public Affairs, Munich Re



**Javinder Sidhu**  
Director of Climate Analytics,  
OSFI



**Laura Zizzo**  
Co-Founder & CEO,  
Manifest Climate



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, WICC has made sizeable annual donations in lieu of speakers' gifts and, with the support from delegates across the country, WICC has hosted conference-based silent auctions and raffles, raising a 12-year WICC total of \$197,619 in support of cancer research and awareness. In 2018, WICC awarded MSA Research the Lew Dunn Award for their passionate and unwavering support and annual fundraising conducted at WICC.

WICC was formed in 1996 to unite and engage the Canadian Insurance community to fund cancer research, support and education and improve the lives of those affected by cancer. Over \$18.5 million has been raised across Canada and the funds have been donated to the Canadian Cancer Society in direct support of cancer research projects and community initiatives.

WICC is extremely proud to participate at the 2022 WICC in Nova Scotia and welcomes your show of support once again. Please contact Maryse Bossé at [maryse.bosse@aon.ca](mailto:maryse.bosse@aon.ca) regarding silent auction contributions.





## Agenda Monday September 19<sup>th</sup>

15:50  
16:45

### **C** Concurrent Session

## Dig Deeper: Western Canada's ESG Struggle

Canada's Oil & Gas sector represents more than 10% of Canada's GDP. And Canadian producers include major global best practice leaders making essential investments to help Canada achieve our nation's declared Net Zero 2050 goal. But "ESG" policies adopted by some of the largest insurers in the world have threatened to starve the sector of vital capacity just when they need it most. This fascinating panel will help us understand the trends we are seeing in this space and the implications for the sector, for our insurance industry... and for Canada.



Moderator  
**Alister Campbell**  
President and CEO,  
PACICC, and  
NICC 2022 Emcee



**Joe Bramer**  
Director,  
Insurance Risk,  
TC Energy



**Joe Seeger**  
Managing Director,  
Complex Risks,  
NFP Canada

### **D** Concurrent Session

## Cyber Resilience for the Industry & Those it Serves

This session will tackle two issues: 1. The Cyber Product: It has been said that one of the industry's main engines over the coming decades will be cyber security. Presently, the cyber product in Canada is limited, volatile and has challenging margins. Where is the Canadian Cyber Product going? How will it develop in Canada and globally? and 2. Cyber resilience of the industry ecosystem itself – Should there be more transparency and coordinated effort in the industry?



Moderator  
**Laurie LaPalme**  
Partner, National Lead,  
Corporate & Regulatory  
Insurance Practice,  
Dentons



**Mohamad AL-Bustami**  
Managing Director,  
Technology Risk Division,  
OSFI



**Jacqueline Detablan**  
VP, Specialty,  
CNA Canada



**Shawn Ram**  
Head of Insurance,  
Coalition

Concurrent Session **E**

## “Just Fell Into It” Doesn’t Cut It Anymore The Industry’s War for Talent

Changes in talent management preceded the pandemic but the past two years have thrust us forward by more than a couple of decades, say some. Hybrid work, changing expectations, DEI considerations and shifting career options in our industry make for a volatile mix. Relying on old tropes like “I just fell into it” won’t cut it any longer. Where will talent come from? What can we do to attract it to our industry and our organizations? Join this panel to find out.



Moderator  
**Pete Tessier**  
Host and Producer,  
The Insurance Podcast



**Danielle Mercer**  
Assistant Professor,  
Acadia University



**Margaret Resce Milkint**  
Global Insurance  
Practice Leader,  
Diversified Search Group



**Kyle Winston**  
Chair,  
CRU Group

## The Future of Fleet Risk Management Has Arrived

*Bonus Optional Session*

16:50  
17:30

Learn from this session how the AI embedded in autonomous vehicles can be used today to improve risk selection, driver behaviour, and claims investigations. New technologies now available will eliminate class underwriting, creating additional market capacity by identifying the individual safest drivers and the best performing fleets.



Moderator  
**Bob Tisdale**  
JR Tisdale  
Consulting Services



**Nima Ashtari**  
Founder,  
Foresight Analytics



**Tim Bzowey**  
Executive Vice President,  
Auto/Insurance Products,  
FSRA



# Cocktail Reception & Gala Dinner

## Nova Scotia Kitchen Party Lobster Dinner

**Dress Code:** Business Casual

**Cocktail:** 18:30 pm

**Dinner:** 19:30 pm

Gala Dinner  
co-sponsored by

 **Guy Carpenter**

**Munich RE** 

Cocktail  
Reception  
sponsored by

**AON**

Gala Wine  
sponsored by

  
**EY**  
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# Agenda Tuesday September 20<sup>th</sup>

07:30  
08:30

## • Breakfast

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08:30  
09:15

## • Global Economic Outlook & Discussion

Join Munich Re's Michael Menhart for an engaging tour of the challenges, complexities and opportunities facing the industry and society amid a resurgence of global hot and cold conflicts, inflation fears, supply chain disruptions, and elevated climate risks.



**Dr. Michael Menhart**

Chief Economist & Head of  
Economics, Sustainability  
& Public Affairs,  
Munich Re

09:15  
10:15

## • Global Leaders' Panel

Always a favourite at the NICC, the 2022 Global Leaders' Panel promises to be particularly engaging. Global developments in the re/insurance arena always have a direct and immediate impact in the Canadian market. Technology, capital, inflation, CAT losses, M&A, global regulatory developments and emerging risks will be among the crucial topics discussed by this highly esteemed panel.



Moderator  
**Andrew Marcell**  
CEO,  
Reinsurance Solutions,  
AON



**Juan C. Andrade**  
President and CEO,  
Everest Re Group, Ltd.



**David McElroy**  
EVP and CEO,  
General Insurance,  
AIG



**Kathleen Reardon**  
CEO,  
Hiscox Re & ILS

# Agenda Tuesday September 20<sup>th</sup>

Networking Break • 10:15  
10:35

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Concurrent Session **F** 10:35  
**IFRS-17: The Fallout** 11:10

The implementation date for IFRS-17 is only a handful of weeks away. Are we ready? Are we prepared for the fallout? Can we make sense of the output? We know the costs, where are the benefits?



Moderator  
**Daniel Willmann**  
Associate Partner, Financial  
Accounting Advisory Services,  
EY

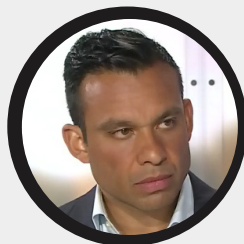


**Hudson Lopez**  
Partner,  
KPMG



**Craig Pinnock**  
CFO,  
Northbridge Financial Corporation

Concurrent Session **G**  
**How Insurers are Reshaping Sports**



**Dr. Neilank K. Jha**  
Neurosurgeon

Insurers should closely monitor the current case law, clinical and scientific developments surrounding concussions. This knowledge will guide insurers to tailor policy language and exclusions to address this risk and place requirements on sports leagues to ensure health and safety.

# Agenda Tuesday September 20<sup>th</sup>

## **H** Concurrent Session

### The Broker Channel Landscape: Challenges & Opportunities

This panel will discuss and explore the impacts of the pandemic on the broker channel, the strengthening of the broker value proposition, consolidation trends, the drive to scale, the attraction and retention of talent, technology acceleration, changing consumer demand, and broker advocacy.



Moderator  
**Peter Braid**  
CEO,  
Insurance Brokers  
Association of Canada



**Aneill MacCaul**  
President,  
AA Munro Insurance



**Tina Osen**  
President,  
HUB International Canada



**Robyn Young**  
President and CEO,  
Excel & Y Insurance  
Services Ltd. and  
President, IBAC

11:10  
12:00

### • Emerging Issues & Regulatory Hot Topics - An Interactive Discussion

Join us for a return of our fast-paced discussion of legal and regulatory hot topics affecting the industry. The session will address a wide array of subjects including OSFI's Revised Guideline B3; OSFI's increasing focus on Culture Risk Management – what it means; Insure Tech and FSRA's innovation and test and learn framework; Changes to the take-all-comers rule; Unfair and Deceptive Acts and Practices – have we evolved?; Increased powers of credit unions to sell insurance; MGA regulation, where are we at?; Cross-Canada regulation of insurance digital transactions, and more. This session is designed to be interactive – your input will be encouraged.



**Stuart Carruthers**  
Partner,  
Stikeman Elliott LLP



**Koker Christensen**  
Partner,  
Fasken



**Jill McCutcheon**  
Partner,  
Torys



## Agenda Tuesday September 20<sup>th</sup>

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### Lunch & Keynote Fireside Chat

12:00  
13:15

We are thrilled to be joined by Wes Hall, founder and chairman of Kingsdale Advisors and The BlackNorth Initiative, as well as the first Black Dragon on Dragon's Den. Wes is one of Canada's most important agents of change. We are also delighted that Sheldon Williams, the chair of The Canadian Association of Black Insurance Professionals will be joining Wes in a wide-ranging conversation on corporate Canada and our industry in particular.



**Wes Hall**

Founder, Kingsdale Advisors  
and BlackNorth Initiative



**In conversation with**

**Sheldon D. Williams**

Chair of CABIP, Office Owner,  
Nacora International Brokers

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### Conference Wrap-Up

13:15



# NICC 2022 GOLF TOURNAMENT

*at The Links at Penn Hills Golf Club*

## **Tournament Fee: \$100 per person**

\*Rentals not available

Please bring your own clubs or inquire if you need assistance with clubs.

## **Tournament Package includes:**

Transportation, green fees, power carts, boxed lunch, 2 beverages, taxes & gratuities.

**Departure from Sutton Place Hotel:** 9:30 am

**Foursome Scramble:** 11:30 am Shot Gun Start







# NATIONAL INSURANCE CONFERENCE OF CANADA



@NICC\_Canada



NICC - National Insurance Conference of Canada

## Halifax Convention Centre

1650 Argyle Street

Please go to:  
**[www.niccanada.com/hotel](http://www.niccanada.com/hotel)** to reserve  
your room. If making  
reservations by phone,  
be sure to mention you  
are with the NICC to  
receive the group rate.

## NICC Facts

Registration takes place at Pier 21  
Sunday, September 18th. You may also  
register at the Convention Centre for the  
duration of the conference. Conference  
concludes at 1:45pm on Tuesday,  
September 20th.

### **Dress Code: Business Casual**

Entry to all business sessions and social  
functions are restricted to registered  
attendees and social guests. All  
attendees are required  
to wear badges.

Accommodation is not  
included in the registration  
fee and must be booked  
separately. NICC has reserved a  
block of rooms at Sutton Place  
Hotel and the Prince George  
Hotel. This group rate applies  
September 17th through  
September 20th, 2022. The last  
day to book the Prince George  
Hotel rate is Thursday, August  
18th, while the Sutton Place  
Hotel rate is due on Friday,  
September 2nd.

