

An event produced by
consilient

INTERNATIONAL HEALTH INSURANCE FORUM

Middle East event

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International Health Insurance Forum 2022 Middle East event

25 - 27 September
Art Hotel & Resort
Manama, Bahrain

The future of health insurance in the Middle East

How data and tech are changing products, pricing, distribution and market efficiencies

Bahrain World Trade Centre

Supporting Sponsor



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Welcome to a different approach to events

The art of good conference production

The art of good conference production relies upon relevant content, engaging speakers, first class facilities and ensuring the event not only educates and informs the audience but provides value for money.

Beyond that, it should offer great networking and be an enjoyable experience for all involved.

The profusion of video conference events during the Covid-19 pandemic has provided some innovation but often the technology is not used to its best and audience attention and engagement is poor with reduced networking success.

There have been very few in-person events in recent years dedicated to health insurance as a health system financing tool. We are changing that.

Our format

In 2018 we believed that a new format was required to bring alive health insurance conferences in the Middle East and make them relevant to a wider audience outside of just UAE. We believe that smaller, more intimate events offer greater, more valuable networking and knowledge transfer opportunities. We saw this format succeed at a number of events in Europe over the previous two years.

Our events have been changing the *status quo* of in-person events which are re-emerging in some parts of the world as travel restrictions constantly change.

Whilst the themes should be relevant to the broader region, speakers should have global experience to bring insights from other parts of the world.

Our events are “**quality**” not “**quantity**” events. Importantly, they are “**how to do**” not “**what to do**” events.

Our events so far

Since 2018 and despite the pandemic, we have produced events in UAE, Kenya, Ghana, Rwanda, South Africa and also in Bahrain. This will be our seventh event and our third in the Middle East

Why Bahrain?

There are only two currently active health insurance conferences that remain in the region, one biennial event held in Cairo and another held in Dubai, both of which primarily attract in-country speakers and delegates.

Yet we see Bahrain as being a far more relevant and attractive venue for delegates from other GCC countries as well as from Jordan, Lebanon and Egypt. We aim to rotate the location of our Middle East Forum between different countries rather than stage it in the same venue every year in order to make it more accessible to a wider audience.

In addition, Bahrain, along with Oman and Qatar is a focus of attention in the region as it moves forward with its plans for mandatory health insurance.

The themes

Aside from new regulation, data and technology are undeniably the driver of change in every aspect of the health insurance ecosystem. It is changing **products, pricing, distribution** and **market efficiencies**. These are the themes for this forum.

A different calibre of speaker

Several of our speakers will have experience of speaking at conferences around the globe and will generally be high level executives who can bring their globally acquired experience to our audience.

But we can equally learn from regional speakers with international experience but who also have experience of their own markets which have different challenges. The opportunity for knowledge transfer between speakers from outside the region and within the region is enormous.

The audience

We expect the forum to be attended by insurers and reinsurers, intermediaries, regulators, IT firms, financiers, telcos, pharmacos and healthcare providers.

I hope our approach will inspire you!



Robin Ali
Head of Program Content
International Health Insurance Forum series

Your program

This is a draft program under ongoing development. Speakers are being added regularly.

25 September 2022

1930 - 2200 Evening reception (complimentary for all Forum attendees)
Mingle informally with delegates, sponsors and speakers as you enjoy food and beverages at the poolside terrace area of Art Hotel and Resort



26 September 2022

0800 - 0900 *Registration and refreshments*

0900 - 0905 Event producer's welcome

Robin Ali

Head of Practice, The Consilient Consultancy Limited, Ireland and
Head of Program Content, International Health Insurance Forum



0905 - 0915 Chairperson's welcome address

Zainab Al Moosawi

Bahrain Institute of Banking and Finance, Bahrain



0915 - 0945 Regulatory perspective: an address from a regional regulator

0945 - 1015 Private health insurance perspective: an address from a senior figure in the private health insurance sector

1015 - 1045 Healthcare provider perspective: an address from a representative of the healthcare provider sector

1045 - 1115 *Refreshment break and networking*

1115 - 1145 Forum sponsor speech: An overview of access to medicine and the value of innovation in MEA

Jeffrey P. Kemprecos

Director of Communications, Government Affairs & Market Access, GSK World



Theme 1: How data and technology are changing health insurance product design and what it means for insurers and providers

1145 - 1215 Session 1: How can digital distribution be used to enhance rather than constrain new product design?

Avinash Babur

Chief Executive Officer, insurancemarket.ae and Afia Insurance Brokerage Services LLC, United Arab Emirates



1215 - 1245 Session 2: How is the increase of telemedicine affecting product design and are insurers responding well enough?

Maher Antar

General Manager, GlobeMed Bahrain WLL, Bahrain



1245 - 1315 Session 3: How are telemedicine providers providing cross border services and what are the obstacles?

1315 - 1345 Panel session A: Is product design changing quickly enough to meet today's varying consumer needs?

Avinash Babur

Mohamed El-Dishish

Maher Antar

Neeraj Gupta

1345 - 1445 *Lunch and more networking!*

Theme 2: How data and technology are affecting health insurance pricing and how it will affect the market

1445 - 1515 Session 4: How do AI/ML algorithms work in health insurance underwriting and product pricing?

1515 - 1545 Session 5: How is precision underwriting impacting the principle of risk pooling and will it make health insurance unaffordable for many?

Raunak Jha

Founder, RJ Actuaries and Consultants, India



1545 - 1615 Session 6: How do privacy laws affect the usage of personal medical information by both payers and providers?

Simon Peter D Isgar

Partner, BSA Ahmed Bin Hezeem Associates, United Arab Emirates



1615 - 1645 *Refreshment break and networking*

1645 - 1715 Panel session B: Implications of the application of AI/ML to health data from the perspectives of data privacy, underwriting, risk pooling and affordability

Raunak Jha

Simon Peter D Isgar

1715 - 1730 Chairman's summation and close of the day's session

27 September 2022

0830 - 0900 *Arrival refreshments*

0900 - 0915 Chairperson's opening

0915 - 0945

0945 - 1015 Special address: How and to what extent should we rely solely on data and technology to deal with overuse of medical services?

Nir Kaminer

Medical Reviews International, Ireland



Theme 3: How technology is changing distribution of health insurance products and the impact on insurers

1015 - 1045 Session 7: How are mobile apps really influencing customer experience and helping distribution?

1045 - 1115 Session 8: How can insurers develop effective and efficient digital distribution channels?

1115 - 1145 *Refreshment break*

1145 - 1215 Session 9: How can technology help with cross-border product development and distribution and is regulation an obstacle?

Celine Messerschmitt

Head of Strategic Partnerships, Oman Insurance Company, United Arab Emirates



1215 - 1300 Panel session C: Are intermediaries succeeding more than insurers in utilizing digital platforms for distribution?

Avinash Babur

Celine Messerschmitt

Neeraj Gupta

1300 - 1400 *Lunch and a chance for more networking*

Theme 4: The impact of data and technology on market efficiencies and relationships between insurers, TPAs and providers

1400 - 1430 Session 10: How technology can reduce clinical coding errors and enhance the claims process

Adi Codaty

Business Development Director, MR HealthTech, United Arab Emirates



1430 – 1500 Session 11: Emphasizing the importance of Health informatics to all stakeholders: what it means to each of them.

Speaker to be confirmed

ANOVA for health and application services, Saudi Arabia

1500 - 1515 *Refreshment break*

1515 - 1545 Session 12: How advances in medical coding are improving payer-provider efficiencies and the impact on human resource requirements

Mohamed El-Dishish

Chief Executive Officer Insurance Institute of Egypt, Egypt



1545 - 1630 Panel session D: Is the advance of data and tech driving the argument for specialized health insurance companies and/or market consolidation?

Adi Codaty

Mohamed El-Dishish

1630 - 1645 Chairperson's remarks and close of IHIF 2022 Middle East Event

Venue

Art Hotel and Resort, Amwaj Islands, Manama, Kingdom of Bahrain

Art Hotel and Resort is a 15-minute drive from Bahrain International Airport and Manama city center is just 20 minutes away.

The hotel has 311 luxurious rooms and suites, all ocean front facing with the latest in room technology and furnishing with king/twin size beds, sofa and writing desk, bathroom equipped with a marble bath or shower. Located at Amwaj Islands, Art Hotel and Resort is surrounded by the crystal clear waters of the Arabian Gulf.

Outside of the event proceedings this location will allow you to escape to a tranquil and secluded ocean front oasis, where a pristine private beach gives way to the warm waters of the Gulf Sea, also offering several options for private networking.



Conference facilities

Our event utilizes the Thuraya function suite whose features include conference, exhibition, private event use and is fully equipped with WiFi integration. The exhibition area will be alongside the main conference room and will also serve as the refreshments area. Lunch will be served in Choices Restaurant.



Main conference room



Exhibitors' area



Lunch venue



Prior evening reception venue

Registration details

Ticket prices are as shown below. The price includes:

- Attendance at the two main forum days (unless one day delegate rate is selected)
- Attendance at the complimentary prior evening food and drinks reception on 25 September at a Terrace/Poolside location (all delegates)
- All refreshments and lunch on both forum days (or single day in case of one day delegates)

Ticket type*	Discount on standard ticket rate	BHD**	USD**	EUR***	Availability and conditions
Standard ticket	n/a	489	1300	1176	Freely available. No time limit
25% early booking	25%	367	975	882	Booking deadline 26 August 2022
Group rate	25%	367	975	882	Available to 3 or more delegates employed by same legal entity. No time limit
BIA member	35%	318	845	765	Booking deadline 26 August 2022
NGO/NFP delegate	50%	244	650	588	Freely available. No time limit
One day delegate	n/a	244	650	588	Freely available. No time limit
Middle East Insurance Review special offer	35%	509	1353	1224	Price includes one-year digital subscription to the magazine. Available to first 10 applicants only.

* Ticket types cannot be combined

** Approximate equivalent to the EUR ticket price as at 10 March 2022

*** **Payment currency is EUR** and must be made through our ticketing agent via credit/debit card or via offline direct bank transfer in Euro equivalent (see below)

Accommodation

Accommodation is available at the venue, The discounted daily rates below in **BHD** include full breakfast, internet access and taxes (total 27.05%) for any number of nights during the week of the event. You should book directly with the hotel.

Room type	Rate per night single occupancy	Rate per night double occupancy
Weekday	82.583	95.288
Weekends (Thu/Fri)	95.288	107.993

Registration and payment

There is a secure online registration and credit card payment facility available through our event ticketing agency at this link <https://t.cvent.me/qvl7RV> and also accessible at our website www.ihif.global. We can also accept payment by direct bank transfer (when booking select "Bank transfer" option)

Cancellation

Should a paying delegate wish to cancel we will accept a substitute delegate. Otherwise we will provide refunds on the following basis:

Cancellation before 27 August 2022	75% refund or substitute delegate allowed
Cancellation from 27 August 2022 onwards	No refund but substitute delegate allowed
Full cancellation of group booking	As above schedule
Partial cancellation of minimum group booking (3 delegates)	Substitute delegate only

Refund policy applies only to event registration fees. MEIR subscription refund is subject to the publisher's terms.