

LARG ANNUAL MEETING AGENDA 2017

SAN JUAN, PUERTO RICO 23 - 25 AUGUST

HOTEL VERDANZA

STRENGTHENING OUR BUSINESS THROUGH INTEGRATION

TUESDAY 22 AUGUST 2017

Arrival

Time	Activity
10:30 - 12:30	DELEGATE REGISTRATION
	Salón Cadenza, 2nd level of hotel (delegate helpdesk)

WEDNESDAY 23 AUGUST 2017

Time	Activity
07:30 - 17:00	DELEGATE REGISTRATION
	By the entrance to the Salón Grand Opera, 1st level of hotel
LARG TECHNICAL PROFESSIONALS MEETING, INVITED MEMBERS ONLY	
07:00 - 09:00	BREAKFAST MEETING - BOARD OF DIRECTORS
	Salón: Aria, 2nd level
09:00 - 13:00	TECHNICAL PROFESSIONALS MEETING, INVITED MEMBERS ONLY
	Sharing experiences and important information Salón Grand Opera, 1st level
13:00 - 14:00	Technical Professionals' Lunch, Salón JH Yee's, 1st level of hotel
SHARING EXPERIENCES Salón Grand Opera, 1st level of hotel	
14:00 - 14:15	WELCOME
	Daysi Rosales , Chair, LARG Board of Directors and General Manager, Seguros Futuro, A.C. de R.L., El Salvador Edward Potter , ICMIF Global Representative and Executive Director, ICMIF/Americas, USA Prof. Luis A. Velásquez Vera , Chairman of the Board, Cooperativa de Seguros Múltiples, Puerto Rico Roberto Castro Hiraldo , Executive President, Cooperativa de Seguros Múltiples, Puerto Rico Martha Julia de Marroquín , Executive Director, LARG, Guatemala
14:15 - 15:00	COOPERATIVA DE SEGUROS MÚLTIPLES INSTITUTIONAL PRESENTATION
	Roberto Castro Hiraldo , Executive President, Cooperativa de Seguros Múltiples, Puerto Rico
15:00 - 15:30	LIFE AND CREDIT PRODUCT FOR MINISTRY OF TRANSPORTATION
	Carlos Espinosa Covelli , Vice President - Insurance, La Equidad Seguros, Colombia
15:30 - 16:00	MICROINSURANCE PROVISION THROUGH COOPERATIVE INSTITUTION AGREEMENTS AT PANAL SEGUROS
	Martín Pineda , General Manager and Carlos Coronel, Operations Manager; PANAL SEGUROS, S.A., Paraguay
16:00 - 16:10	RECOGNITION AWARDS FOR EFFICIENT AND DISTINGUISHED WORK WITH REINSURERS
	Martha Julia de Marroquín , Executive Director, LARG, Guatemala
16:10 - 16:30	Coffee Break, Salón Grand Opera, 1st level
16:30 - 18:30	2017 LARG ORDINARY GENERAL ASSEMBLY
	Salón: Aria, 2nd level LARG member companies' managers and special guests (by invitation)
19:30 - 22:00	WELCOME RECEPTION, SPONSORED BY THE LARG GROUP
	Salón Los Jardines. If it rains the event will take place in the Salón Grand Opera. Both rooms can be found on the 1st level of the hotel.

THURSDAY 24 AUGUST 2017

Time	Activity
07:30: - 17:00	DELEGATE REGISTRATION By the entrance to the Salón Grand Opera, 1st level of hotel.
SEMINAR - DAY ONE Salón Grand Opera, 1st level of hotel.	
08:30 - 09:00	OPENING CEREMONY: WELCOME Daysi Rosales Beltrán , Chair, LARG Board of Directors and General Manager, Seguros Futuro, A.C. de R.L., El Salvador Edward Potter , ICMIF Global Representative and Executive Director, ICMIF/Americas, USA Prof. Luis A. Velásquez Vera , Chairman of the Board, Cooperativa de Seguros Múltiples, Puerto Rico Lcdo. Roberto Castro Hiraldo , Executive President, Cooperativa de Seguros Múltiples, Puerto Rico Martha Julia de Marroquín , Executive Director, LARG, Guatemala OPENING REMARKS Daysi Rosales Beltrán , Chair, LARG Board of Directors, El Salvador
09:00 - 09:30	CONFERENCE KEYNOTE PRESENTATION: INTERGRATION BASED ON COOPERATION Dr. Edwin Quiñones , Former President of Cooperativa de Seguros Múltiples and (now) Consultant for Insurance and Cooperatives, Puerto Rico
09:30 - 10:00	UPDATE ON ICMIF ACTIVITIES Edward Potter , Executive Director, ICMIF/Americas, USA
10:00 - 10:20	Coffee Break, Foyer of the Salón Grand Opera, 1st level
10:20 - 11:30	PANEL: STRENGTHENING OUR BUSINESS THROUGH INTEGRATION Moderador: Bernardo Miranda , Consultant - Actuary, Costa Rica Presentación: Mariela Silva , General Manager, Equidad, Compañía de Seguros, S.A., Honduras Panellists: Boris Quiroa , General Manager, Columna, Compañía de Seguros, S.A., Guatemala Daysi Rosales Beltrán , General Manager, Seguros Futuro, El Salvador and LARG Chair Liliana Cano , General Manager, Aseguradora Tajy, S.A., Paraguay Rizick Rosario , Vice-President Cooperative Area, Cooperativa de Seguros Múltiples, Puerto Rico Ruth Soto , General Manager, Cooperativa Nacional de Seguros, COOPSEGUROS, Dominican Republic
11:30 - 12:45	PANEL: APPLICABLE STRATEGIES AND ACTIONS FROM INTERMEDIARY AND REINSURER PERSPECTIVES ON GREATER MARKET PENETRATION BY LARG MEMBERS Moderador: Edward Potter , Executive Director, ICMIF/Americas, USA Presentación: Greg Lockard , Director of Reinsurance Operations, Shelter Re, USA Panellists: Anthony Phillips , President, Willis Re, Latin America and the Caribbean, USA Dominique Hierro , Manager of Emerging Markets, RGA Reinsurance Company, Mexico Eduardo Betancourt , Technical Director, Reaseguradora Patria, Mexico Guadalupe Covarrubias , General Manager, Hannover Re, Mexico MC Porter , Vice President, International Underwriting/Marketing, American Agricultural Insurance Company, USA
12:45 - 13:00	GROUP PHOTO, SALÓN LOS JARDINES, 1ST LEVEL
13:00 - 14:00	Lunch, Salón JH Yee's, 1st level
MEETING WITH THE REINSURERS Salón Aria, 2nd level of hotel	
14:00 - 15:20	SESSION: DISCUSSION OF TERMS FOR NONLIFE REINSURANCE CONTRACT RENEWALS 2017 - 2018 Willis Re, AAIC, Reaseguradora Patria, Shelter Re, Cooperativa de Seguros Múltiples, TRANS Re; Companies that negotiate reinsurance contracts with support from LARG Presentation: M.C. Porter , Vice-President, International Underwriting/Marketing, American Agricultural Insurance Company, USA Eduardo Montenegro , Senior Broker, Willis Re, USA
15:20 - 16:50	SESSION: DISCUSSION OF TERMS FOR LIFE REINSURANCE CONTRACT RENEWALS 2017 - 2018 RGA Reinsurance Company, Reaseguradora Patria, Hannover; Companies that negotiate reinsurance contracts with support from LARG Presentation: Luis García , Actuarial Director, Emerging Markets, RGA Reinsurance Company, Mexico

16:50 – 17:15	Coffee Break, Foyer, Salón Aria, 2nd level
18:30	MEETING TIME TO LEAVE FOR THE DINNER OFFERED BY WILLIS RE AND THE REINSURERS
	Meeting point: Main hotel lobby, 1st level of hotel at 18:15H
19:00 - 22:00	DINNER OFFERED BY WILLIS RE AND THE REINSURERS
	La Casona Restaurant 609 Calle San Jorge, San Juan, 00909, Puerto Rico

FRIDAY 25 AUGUST 2017

Time	Activity
From 07:30	DELEGATE REGISTRATION
	By the entrance to the Salón Grand Opera, 1st level of hotel.
8:30 – 9:10	MANAGEMENT BASED ON AN INTEGRAL RISK SYSTEM FOR INSURERS
	Enrique Venegas , Senior Vice President, Willis Re, Latin America and the Caribbean, USA
9:10 – 10:30	PANEL: REINSURANCE PERSPECTIVES IN LATIN AMERICA FOR 2018
	Moderator: Andrea Keenan , Senior Managing Director - Industry Relations, A.M. Best. New Jersey, USA Presentation: Anthony Phillips , Chairman, Willis Re América Latina y el Caribe, Miami, USA
	Panellists: M.C. Porter , Vice-President, International Underwriting/Marketing, American Agricultural Insurance Company, USA Jorge Campa Díaz De León , CEO América Latina, RGA Reinsurance Company, Mexico Humberto Contasta , Property Treaty Underwriter, TRANS RE, USA Eduardo Betancourt , Technical Director, Reaseguradora Patria, Mexico
10:30 – 11:00	Coffee Break, Foyer, Salón Grand Opera, 1st level
11:00 – 11:30	SESSION: FINANCIAL INCLUSION IN INSURANCE
	Andrea Keenan , Senior Managing Director - Industry Relations, A.M. Best. New Jersey, USA
11:30 – 12:10	SESSION: REINSURANCE WITH FOCUS ON BOARD DIRECTORS - WHAT DO THEY NEED TO KNOW AND WHY?
	Guadalupe Covarrubias , Gerente General, Hannover Re, Mexico
12:10 – 13:00	SESSION: THE IMPACT OF REINSURANCE ON THE COMPANIES' SOLVENCY POSITION
	Jorge Campa Díaz De León , CEO América Latina, RGA Reinsurance Company, Mexico
13:00 – 14:00	Lunch, Salón JH Yee's, 1st Level
14:00 – 14:30	SESSION: GLOBAL TRENDS IN NEW PRODUCT DISTRIBUTION
	Dominique Hierro , Emerging Markets Manager, RGA, Mexico
14:30 – 15:00	SESSION: PRODUCTS FOR WOMEN
	Guadalupe Covarrubias , General Manager, HANNOVER RE, Mexico
15:00 – 15:30	SESSION: REVERSE MORTGAGES
	Verónica Robledo , Assistant Director of Contracts and Facultative Life, Accidents and Illness for the Latin American Market, Reaseguradora Patria, Mexico
15:30 – 16:00	CLOSING SESSION: LARG: CHALLENGES AND OPPORTUNITIES OF INTEGRATION
	Rizick Rosario , Vice President, Cooperative Relations, Cooperativa de Seguros Múltiples, Puerto Rico
16:00 – 16:45	CLOSING REMARKS
	Conclusions: Georgina Díaz , General Manager Sociedad de Seguros de Vida del Magisterio Nacional, Costa Rica Amílcar Córdoba , General Manager, Seguros Feta, S.A., Panama
	Closing Remarks: Esther Platero , Manager, Events and Member Experience and Representative for ICMIF Representative of the Host Company for the LARG Annual Meeting 2018 Daysi Rosales Beltrán , Chair, LARG Group, El Salvador
16:45 – 17:15	Coffee Break, Foyer, Salón Grand Opera, 1st Level
19:00 – 23:30	CLOSING DINNER OFFERED BY COOPERATIVA DE SEGUROS MÚLTIPLES
	Salón Grand Opera, 1st level



SOCIAL PROGRAMME

Welcome reception and other events

Welcome reception - hosted by the LARG Group

Wednesday 23 August

Time: 19:30 to 22:00 hours

Location: Salón Los Jardines. If it rains, the event will take place in the Salón Grand Opera. Both rooms can be found on the 1st level of the hotel.

Reinsurer and Willis dinner

Thursday 24 August

Timing: 19:00 to 22:00 hours

Venue: La Casona Restaurant

La Casona Restaurant is located at Calle San Jorge # 609, in Santurce, Puerto Rico. It is a majestic colonial mansion which, since its foundation in 1971, has provided unequalled excellence and quality service in a unique and different atmosphere. In addition to an exquisite variety of international dishes, La Casona has a natural and romantic atmosphere, full of impressive gardens, fruit plants, a fabulous interior patio, an extraordinary wine cellar, and with other areas for private activities, variety, and elegance in Puerto Rico.

Farewell dinner – hosted by Cooperativa de Seguros Múltiples

Friday 25 August

Timing: 19:00 to 23:00 hours

Venue: Salón Grand Opera, Hotel Verdanza