



***First International Conference:  
DEVELOPMENT OF LIFE INSURANCE MARKET:  
OPPORTUNITIES AND CHALLENGES***

*Budva, Montenegro, 17-18 October 2012*



## AGENDA OF THE CONFERENCE

### DEVELOPMENT IN LIFE INSURANCE MARKET: OPPORTUNITIES AND CHALLENGES

Budva, Montenegro, 17-18 October 2012

Hotel Avala & Resorts

<i>Wednesday 17 October</i>	
Time	Subject
09:00 - 09:30	Registration of participants
09:30 - 10:00	<p>Opening Remarks</p> <p>(Moderator Ms Ivana Šaranović Jovičević , Deputy Director, Insurance Supervision Agency of Montenegro)</p>
	<p>Mr Branko Vujović, President of the Council, Insurance Supervision Agency of Montenegro</p> <p>Mr Velimir Mijušković, President of the Chamber of Economy of Montenegro</p> <p>Mr Milorad Katnić, Minister of Finance, Government of Montenegro</p> <p><i>Insurance Core Principles and Policyholder Protection</i></p> <p>Mr Peter Braumüller, Chair, International Association of Insurance Supervisors (IAIS), Executive Committee</p>

*Wednesday 17 October cont.*

Time	Subject
10:00- 10:20	<p><i>New risk profiles and combinations of products in life insurance</i></p> <p>Mr Wolfgang Rohrbach, <i>Director of the "WR CONSULT DOO, insurance company for scientific research" , Professor at University of AA, Vienna, -SF University, Vienna, - University of WHS, Hungary.</i></p>
10:20-10:30	Questions /Answers
10:30-10:50	Coffee/tea break

Time	Subject
10: 50- 11:10	<p><i>Supervisory aspects of life insurance</i></p> <p>Mr Peter Baier, <i>Head of section International Policy-Affairs, Technical Assistance, BAFIN</i></p>
11:10- 11:25	<p><i>Possibilities of new life insurance products</i></p> <p>Mr Zdravko Petrović , <i>Attorney at law and Professor at University "Sigmund Freud" in Vienna</i></p>
11: 25- 11:45	<p><i>Experience and challenges in the Austrian life insurance market</i></p> <p>Mr Peter Braumüller, <i>Managing Director, Insurance and Pension Supervision, Austrian Financial Market Authority</i></p>
11: 45- 12:00	Questions /Answers
12:00-14:00	Lunch break

*Wednesday 17 October cont.*

Time	Subject
14: 00- 14:20	<i>The insurance market in Montenegro with review on life insurance</i> Ms Biljana Pantovic, <i>Director, Insurance Supervision Agency of Montenegro</i>
14: 20- 14:40	<i>Bank Insurance – development factor in life insurance market</i> Mr Klime Poposki, <i>President, Council of Experts, Insurance Supervision Agency, Republic of Macedonia</i>
14: 40- 14:50	<b>Business environment in Montenegro : Achievements and perspectives</b> Ms Bojana Boskovic, <i>Deputy Minister, Ministry of Finance of Montenegro</i>
15: 50- 16:00	<i>Organisation of Insurance Sales at the Bank Counter</i> Ms Iva Matić, <i>Project Coordinator, Incubis, Croatia</i>
16:00- 16:15	Questions /Answers
16:10	End of session

*Evening*

20:00	<i>Dinner Hosted by Insurance Supervision Agency of Montenegro and Montenegrin life insurance companies (GRAWE, LOVČEN, UNIQA, MERKUR, WIENER and ATLAS Life)</i>
21:30	<i>Cocktail Party Hotel Astoria, Old Town, Budva (Sponsored by Incubis Croatia)</i>

*Thursday 18 October*

Time	Subject
09: 00- 09:20	<i>Risk management in insurance</i> Ms Mojca Piskuric, <i>Director of risk management in Triglav Insurance, Ljubljana</i>
09: 20- 09:40	<i>Product innovation of classical life insurance caused by the financial crisis</i> Mr Rene Knapp , <i>Group Chief Actuary, UNIQA Group</i>
09:40- 10:00	<i>Role of insurance companies in the insurance market</i> Mr Dragan Filipović, <i>Authorized Actuary and Director of department for insurance entities Wiener Staedtische AD</i>
10: 00- 10:20	Coffee/tea break
10: 20 -10:40	<i>Development of life insurance in former Yugoslavia with view on Montenegro</i> Mr Marko Mikić , <i>President on the Board of Directors Grawe osiguranje AD and member of several management GRAWE companies</i>
10: 40- 11:00	<i>Life insurance – Necessity or Expense</i> Mr Ermin Nuhić, <i>President on the Board of Directors Merkur Insurance AD and Executive Director of Insurance Merkur B&amp;H</i>

*Thursday 18 October cont.*

11:20- 11:45	Questions /Answers
11:45- 12:00	Closing remarks and end of conference
12:00 -13:30	Lunch
14:00-15:30	<p><i>Panel of directors from life insurance companies in Montenegro &amp; Bilateral meetings</i></p> <ul style="list-style-type: none"> <li>- <i>Challenges of Sale of Life Insurance in Montenegro</i></li> </ul> <p>(Moderator Mr Miroslav Alavanja, editor "Moja polisa" TV serial)</p>