



Asociación de Supervisores de
Seguros de América Latina



Inter-American
Development Bank



FIDES
Federación Interamericana
de Empresas de Seguros

**Fifth Meeting - Regional Financial Sector Forum
"Challenges and Opportunities for the Development of the
Insurance Markets in Latin America and the Caribbean"**

Agenda

**Washington D.C.
7th and 8th of November, 2005**

**Location:
The Inter-American Development Bank Headquarters
Enrique V. Iglesias Conference Center
CR2 and CR3
1330 New York Ave., NW
Washington DC, 20577**

Monday, November 7 **Plenary Session**

8:30 – 9:00 a.m. **Registration**

9:00 – 9:20 a.m. **Opening remarks:** Dennis E. Flannery, Executive Vice-President, Inter-American Development Bank

Yoshihiro Kawai, Secretary General, International Association of Insurance Supervisors (IAIS)

9:20 – 9:30 a.m. **Challenges and Opportunities for the Insurance Markets in Latin America and the Caribbean**

Guillermo Aponte, President, Asociacion de Supervisores de Seguros de América Latina y el Caribe (ASSAL)

9:30 – 9:40 a.m. **Challenges and Opportunities for the Insurance Markets in Latin America and the Caribbean**

Rodolfo Wehrhahn, Vice-President, Federacion Interamericana de Empresas de Seguros (FIDES)

9:40 – 9:50 a.m. **Challenges and Opportunities for the Insurance Markets in Latin America and the Caribbean**

Robert Gibbons, President, International Insurance Foundation (IIF)

9:50 – 10:50a.m. **Financial Sector Assessment Program (FSAPs)**

Nigel Davies, Financial Supervision and Regulation Division, International Monetary Fund

Moderator: Dorelisse Juarbe, Commissioner, Office of the Commissioner of Insurance (Puerto Rico)

Panelists:

Roberto Junguito, Executive Director, Federacion de Aseguradores Colombianos

Jose Gerardo Lopez Hoyo, General Director of Research and Development, Comisión Nacional de Seguros y Fianzas (Mexico)

10:30 – 10:50 a.m. **Q&A**

10:50 – 11:05 a.m. **Coffee Break**

11:05 – 12:45 **Diagnosis of the Critical Aspects for the Development of the Insurance Markets in Latin America and the Caribbean – IADB Project**

Relevant factors in the Insurance Markets

Pietro Masci, Jefe SDS/IFM, Inter-American Development Bank

Results of the IADB Insurance Survey: A Diagnosis of the Latin American and the Caribbean Insurance Markets

Ian Webb, Director of Research, International Insurance Foundation

James Sylvester, SDS/IFM, Inter-American Development Bank

Luis Tejerina, SDS/POV, Inter-American Development Bank

Latin American Insurance Markets

Jaime Tamayo, Executive President, MAPFRE USA

Moderator: Dr. Roberto Degl'Innocenti, Latin America Treaty Reinsurance Manager, Generali Group

Panelists:

Luis Armando Montenegro, Superintendent, Superintendencia del Sistema Financiero (El Salvador)

Recaredo Arias, Executive Director, Asociacion Mexicana de Instituciones de Seguros (AMIS)

12:35 –12:55 Q&A

12:55 – 2:30 p.m.

Lunch Speaker

Institutional Quality, Uncertainty, and Insurability

S. Nuri Erbas, Middle East and Central Asia Department, International Monetary Fund

2:30 – 3:45 p.m.

Industry Problems and Development Opportunities

Solvency

Roberto Westenberger, Managing Principal for Latin America, Towers Perrin

Reinsurance

Luc Albert, Head of Latin America, Swiss Reinsurance America Corp.

Human Resources

Luis Huerta-Rosas, President, Comite Latinoamericano de Actuarios

Moderator: Ana Maria Acosta y Lara, Superintendent of Insurance and Reinsurance, Superintendencia de Seguros y Reaseguros (Uruguay)

3:45 – 4:00 p.m.

Coffee Break

4:00 – 6:00 p.m.

Workgroups (*)

Group No. 1: Insurance Industry Issues Panel

Discussion Panels

Moderator: Jorge Claude / Jose Luis Moncada

Panelists: FIDES and Experts

Group No. 2: Regulatory & Supervisory Issues Panel

Discussion Panels

Moderator: Joel Herrera Campos, Superintendent of Insurance,
Superintendencia de Seguros (Venezuela)

Panelists: ASSAL and Experts

Group No. 3: Users Issues Panel

Carlos Heeren R., Managing Partner, Apoyo Consultoria

(*These panels would be designed to discuss the issues touched by, but not limited to, the “*Industry Problems and Development Opportunities*” presentations. The experts would make relevant observations for their sector and the market, which would be presented by the rapporteurs at the beginning of the following day. The moderators of these sessions would be the rapporteurs of the conclusions.

END OF DAY ONE

Tuesday, November 8 **Plenary Session**

9:00 – 10:30 a.m

Presentation of the Report Panels:

Discussions on rapporteurs' conclusions of previous day.

Moderator: Earl Moore, President, Insurance Association of the Caribbean (IAC)

Panelists:

Jorge Claude, Secretary General, Federacion Interamericana de Empresas de Seguros (FIDES)

Joel Herrera Campos, Insurance Superintendent, Superintendencia de Seguros (Venezuela)

Carlos Heeren R., Managing Partner, Apoyo Consultoria

10:30 – 10:45

Coffee Break

10:45 – 12:00

IADB Thinking and Approaches to Risk Management

Risk Management Tools for the Poor

Luis Tejerina, SDS/POV

Latin America and the Caribbean Agricultural Insurance Markets

Mark Wenner, SDS/RUR, Senior Financial Specialist

Agricultural Insurance Market Development: The Case of the CA-4

Diego Arias, RE2/EN2, Natural Resources Specialist

Disaster Risk Management

Niels Holm-Nielsen, SDS/ENV

Moderator: Robert Kaplan, Chief RE2/EN2, Inter.-American Development Bank

12:00 – 12:30

Regulatory & Supervisory, Insurance Issues, and Users

Agenda and Initiatives going forward

Moderator: Pietro Masci, Chief, SDS/IFM, Inter-American Development Bank

Panelists:

Guillermo Aponte, President, Executive Committee of ASSAL

Jorge Claude, Secretary General, FIDES

José Luis Moncada, FIDES

Nigel Davies, International Monetary Fund

Carlos Heeren R., Managing Partner, Apoyo Consultoria

12:30

Conclusions and Commentaries – Closing Remarks