

Middle East Healthcare Insurance Conference 2020

Theme: "Hi-Tech Hi-Touch Health Insurance and the
Pull of Investing in Healthcare, Healthtech and Insurtech"

3-4 March 2020
Crowne Plaza Hotel,
Muscat, Oman



Under the Patronage of:
H.E. Nasser bin Khamis
Al Jashmi,
Secretary General,
Ministry of Finance,
Oman



Welcome Address:
H.E. Abdullah
Salim Al-Salmi
CEO,
Capital Market Authority,
Oman

Simultaneous Translation will be provided in Arabic/ English

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Under the Patronage of H.E. Nasser bin Khamis Al Jashmi, Secretary General, Ministry of Finance, Oman. Hosted by the Capital Market Authority of the Sultanate of Oman, *Middle East Insurance Review* is very honoured to organise the Middle East Healthcare Insurance Conference in Muscat, for the third time following two consecutive successful series held at the Sultanate, to continue discussion on the developments of the compulsory health insurance system in the country, and the rapid technological changes witnessed in the world by digital discoveries and AI that is revolutionising healthcare, health outcomes, and human experiences!

Healthcare enterprises are increasingly integrating their core business functionalities with partners and innovative platforms – unlocking the next waves of future growth. As they do, companies are beginning to create and design a future built around and within an ecosystem that will transform their organisations, services, and the market itself.

Will Oman evolve into one of the leading digital health innovative markets in the Middle East? What are the critical dynamics and the drivers of a successful healthcare system?

Many other different industries are beginning to enter into the healthcare space including biotech & medtech, fitness & wellness, genetics testing, agriculture & food and the financial services. What are the specific roles of the government and the insurance industry to ensure greater efficiency and sustainability of quality healthcare in the way forward?

The conference will bring together all healthcare stakeholders including top leaders from the healthcare industry, health authorities, investors, providers from both the government and private sectors, public policy makers, tech companies, banks, the C-suites and more!

The two-day conference will look at the developments of compulsory health insurance in Oman and across the region; the top health trends to watch, great models of care from all around the world, telemedicine apps, diagnostic AIs, new predictive analytics for preventive medicine, wearable gadgets that let individuals manage their own health, including a showcase of the latest healthtech and insurtech innovations for business transformation and to thrive!

Sign Up Now!

Who Should Attend

- Life and General Insurance & Reinsurance Companies
- Governments and Health Authorities
- International Aid Agencies & Emergency Evacuation Companies
- Healthcare Providers and Third Party Administrators
- Hospitals
- Managed Care Service Providers
- Medical Centres/Institutes/Clinics, R&D and Laboratories
- Medical, Biomedical, Pharmaceutical Companies
- Claims Specialists
- Technology Experts and Solutions Providers
- Healthcare Infrastructure Developers
- Investors and Banks
- Legal and Consulting firms
- Employers and HR Managers dealing with healthcare issues
- Risk Managers, Researchers, Intermediaries, Suppliers and Service Providers in the healthcare and medical field

Day One | 3 March 2020

8.00 am

Registration & Coffee

9.00 am



Welcome Address

H.E. Abdullah Salim Al-Salmi
CEO, Capital Market Authority, Oman

9:10 am



Keynote Address: Steps of Implementation of Health Insurance in Oman

Ahmed Ali Al-Mamari
Vice President, Insurance Sector, Capital Market Authority, Oman

9.20 am



Opening Address by Afternoon Session Chairman

Dr Aly Khorshid
Dean, Faculty of Management and Economic, London University, UK

9.30 am



Opening Address II by Morning Session Chairman

Dr Saif AlJaibegi
CEO, Middle East & Africa, Optum, UnitedHealth Group

9.40 am

High-level Panel on the Steps of Implementation of Health Insurance in Oman

Moderator:



Fahad Al Agbri
Master in Law, Lecturer, Al Sharqya University

Panelists:



Ahmed Ali Al-Mamari
Vice President, Insurance Sector, Capital Market Authority, Oman



Taibah Saif Al-Shamsi
Director, Health Insurance, Capital Market Authority, Oman



Dr Waleed Khalid Al-Zidjali
Chairman, Oman Medical Association, Oman



Dr Mazin Jawad Al-Khabori
Advisor, Minister of Health on Clinical Affairs;
Director General, Private Health Establishments

10.20 am

Special Address: The Dhamani Platform



Dr Mohamed Thabit Ghazaly
Expert, Capital Market Authority, Oman

10.40 am

Q&A

10.50 am

Networking Tea Break Hosted by **Oman Re**

11.20 am

Innovation Address: Transitioning from a Health Payer to Health Player – Why Health Insurance Companies Need to Go Beyond Simply Paying Claims



Sigal Atzmon
CEO, Medix Global

11.40 am

Global Address: Ever Increasing Healthcare Claims Costs Drivers – Overutilisation, Fraud and Abuse. A Global Perspective and Prevention Through “Healthcare Nudging” Approach.



Nir Kaminer
Founding Partner, Medical Reviews International (MedRev)

12.00 nn

Industry Address: Prevention & Well-being - Data Usage & Cost Containment Capabilities



Dr Sherif A. Mahmoud
Regional Head of Employee Benefits Services and Retention, AXA Gulf

12.20 pm

Reserving, Renewals and Performance Monitoring for Health Insurers



Harry Kontonikas
Head, Business Development, MR HealthTech

12.40 pm

Healthcare Trends, Investments and Role of Banks in Financing Investment



Michal Perliceusz
Sector Head, Healthcare, CMB MENAT, HSBC Bank Middle East Limited

1.00 pm

Q&A

1.05 pm

Lunch

2.20 pm

Considerations in Selecting Health Insurance Plans – Reinsurers’ & Insurers’ Overview



Aftab Hasan
Chairman, Risk Exchange (DIFC) Ltd; CEO, Arya Insurance Brokerage Co. (Bayzat)

2.40 pm



Mandatory Health Insurance Is On Its Way

Simon Isgar

Partner and Head of Insurance, BSA Ahmad Bin Hezeem & Associates LLP

3.00 pm



New Oman Health Insurance Law

Ahmed Al Barwani

Head of Oman, Al Tamimi & Company

3.15 pm

3.30 pm

Q&A

Panel Discussion on Implementing Medical Guidelines in Oman

Introduction: Medical guidelines serve as a reference and guide decisions and criteria regarding diagnosis, management, and treatment in specific areas of healthcare. Discussion:

- The current state of affairs in Oman
- Challenges faced in the insurance industry in the absence of published national guidelines
- Some examples of suitable guidelines used globally
- Approaches to implement guidelines successfully and challenges faced in validation of successful implementation
- How digitization and automation can help in successful implementation.

Moderator:



Dr Mohammed Ghazally

Expert, Capital Market Authority, Oman

Panelists:



Dr Matlooba Al Zadjali

CEO, Cardiology Center



Dr Medhat Kamal Sayed

Expert, Ministry of Health, Oman

4.00 pm



The Pull of Investing in the Health Insurance Sector

Dr Halima Qalam Al-Hinai

Director, Investment in Health, Ministry of Health, Oman

4.20 pm

4.30 pm

Q&A

Networking Tea Break & Close for the Day

9.00 am

The Changing Role of Takaful to Convene Hi-Tech Digital Era and Global Healthcare



Conference Chairman

Dr Aly Khorshid

Dean, Faculty of Management and Economic, London University, UK

9.30 am

Value Based Health Care in the GCC



Safder Jaffer

Managing Director & Consulting Actuary, Middle East, Milliman

10.00 am

Cost Containment Strategies in Private Health Insurance



Dr Husam R Majali

Associate Director – Insurance, Merck Sharp & Dohme (MSD GCC)

10.30 am

Q&A

10.40 am

Networking Tea Break

11.10 am

Fraud, Waste & Abuse - Data Usage & Cost Containment Capabilities



Maya Orabi

Regional Healthcare Portfolio Risk Manager, AXA Gulf

11.30 am

Enhancing Healthcare Insurance Profitability



Dr C H Asrani

Founder & CEO, INCHEs Group

11.50 am

Transforming healthcare ecosystem for providers and payers using Data and AI enabled pathways TODAY



Rajat Karol
CEO, DHC AI

12.10 pm

Business Models for Collaboration: Hospitals/ Clinics, TPAs and Insurers - A Successful Model?



Vivek Sethia
Director & Co-founder, Beyontec Solutions DMCC

12.30 pm

Special Real-time Video Presentation: Instant Data Driven Sales and Personalised Access to Healthcare - Travel Insurance 2.0.



Timo Uustal
CEO, Nursebeam

12.50 pm

Q&A

1.00 pm

Lunch

2.30 pm

Pre-arranged Meetings & Networking

3.00 pm

Close of Conference

Middle East Healthcare Insurance Conference 2020

3-4 Mar 2020, Crowne Plaza Hotel, Muscat, Oman

Registration Email: weeling@meinsurancereview.com

Conference Registration

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REGISTRATION

Early Bird (Valid till 3 Feb 2020)

Subscribers US\$1,280

Non-Subscribers US\$1,580*

Normal Registration

Subscribers US\$1,780

Non-Subscribers US\$1,980*

(*Free One Year Subscription to Print Edition of Asia Insurance Review & AIR e-Daily)

Full registration fees MUST be paid before the valid dates for admittance at conference.

Only registrations FULLY PAID FOR by the early-bird deadline will be eligible for the discount.

I came to know about this conference through:

AIR/MEIR magazine AIR/MEIR Website Brochure Email

Referral by (Association/ Sponsor/ Speaker/ Exhibitor/ Business Contact)

Group registration: Special Offer for Year 2020

Register three delegates from the same company, and send the fourth delegate to attend the conference free of charge!

(Valid only for delegates from the same company in the same country)

Registration fee includes participation at Conference plus tea breaks and lunches. All meals are prepared without pork, lard and beef.

Special Dietary Requirements

I would like to have vegetarian meals during the Conference.

Closing date for registration: 25 Feb 2020

For cancellation in writing made before **3 February 2020**, 50% of the conference fee will be refunded.

No refunds will be made for cancellations after **3 February 2020**. However, substitution or replacement of delegates will be allowed.

PAYMENT

I undertake to indemnify the organisers for all bank charges

I enclose a cheque / bankdraft in US Dollars made payable to "ASIA INSURANCE REVIEW"

Telegraphic / Wire Transfer to the following account:

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(Conference fee is zero-rated for GST)

Hotel Reservation:
Email: cherry.nalog@ihg.com

Hotel Contact

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