

4th - 6th March, 2019 | Mumbai, India

Financial partnership brochure

Expected Registrations: 750+ National and International Delegates





Institute of Actuaries of India would like to invite you to participate as a financial partner and exhibitor at the 20th Global Conference of Actuaries (GCA) to be held at Renaissance Mumbai Convention Centre Hotel, Powai, Mumbai, India, on 4th - 6th March, 2019.

This offers an excellent opportunity for your organization to reach out to decision-makers, including key prospects of your industry and help to capitalize on the pre-marketing and post-marketing efforts dedicated to the conference.

This document explains the various partnership packages available.

Yours sincerely,

Sunil Sharma President

Institute of Actuaries of India



Sanjeev Pujari
Chairperson
20th GCA Organizing Group



Liyaquat Khan
Chairperson
20th GCA Paper Selection &
Programme Advisory Group



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

BACKGROUND OF THE GCA

The GCA has been organized by IAI since 1999 and is a signature two day event attracting stakeholders in the insurance, pension, and financial sector, including fintech and insuretech, with an evening devoted to Actuaries Gala Function & Awards (AGFA). The GCA and AGFA is organized with the financial assistance from the insurance and pensions industry, consulting organizations and other stakeholders as partners.

Institute of Actuaries of India (IAI) has decided to organize the event in the month of March, where actuaries and non-actuaries assemble in a global ambience to share thoughts and debate matters that affect the financial services industry in general and insurance industry in particular. This gives an opportunity to engage with the young actuarial professionals, be part of the celebrations at the Gala evening and learn/contribute papers/presentations on subjects that impact the industry at global level.

For Past Conferences we encourage you to visit: 20th GCA website - http://www.gca.org.in







20th Global Conference of Actuaries

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OUR PARTNERS FROM 19[™] GCA

AXA Business Services	Institute and Faculty of Actuaries	
Bajaj Allianz Life Insurance Company Ltd.	K. A. Pandit	
Bharti AXA Life Insurance Company Limited	Life Insurance Corporation of India	
Cholamandalam MS General Insurance Company Limited.	MetLife Global Operations Support Center	
Deloitte	Milliman India Private Limited	W.
Edelweiss Tokio Life Insurance company Limited	Munich Re	
Exide Life Insurance Company Limited	Reinsurance Group of America	M.
Export Credit Guarantee Corporation of India	SBI Life Insurance Company Limited	
General Reinsurance Corporation	SCOR Re	IEN
General Insurance Corporation of India	Shriram Life Insurance Company Limited	
Hansa Solutions	Star Union Dai-ichi Life Insurance Company Ltd.	
Hannover Rück SE	Swiss Reinsurance Company Limited	1
HDFC Standard Life Insurance Company Limited	Tata AIA Life Insurance Company Limited	
ICICI Prudential Life Insurance Company Limited	The New India Assurance Company Limited	
IndiaFirst Life Insurance Company Limited	The Oriental Insurance Co Ltd.	

Glimpses from 19th Global Conference of Actuaries







20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

An excellent opportunity for your organization to reach out to decision-makers, including key prospects of your industry and help to capitalize on the pre-marketing and post-marketing efforts dedicated to the conference. This would also help your organization to reach to the masses in media/social media through

Reasons- why partnering at GCA may be termed a good marketing Strategy?

• Collaborate with prospects and clients in a positive learning environment

PARTNERSHIP OPPORTUNITIES

Website, LinkedIn, Twitter, Facebook and Brochures.

- Drive Brand Awareness over a period of conference marketing campaign and associate with the best brands.
- Capitalize on the Conference Board's expertise to elevate your brand and your team above the competition, backed by our 20 years of experience.
- Demonstrate leadership by being a part of the latest discussion on the latest issues, bring together top executives and thought leaders to debate the issues, collaborate on solutions, and define best practices.
- Access the best and brightest thinkers and leaders in industry, connect with the thought leaders and gain insight into future trends.
- Provides a respected forum for your ideas on topics that affect your business and amplifies your message, by providing a setting of heightened receptiveness.

Your expression of interest for partnership could be sent to:

Gururaj Nayak

Head - Operations

Email Id: hod@actuariesindia.org

+91 22 62433358 +91 9819932410

Binita Rautela

Marketing Manager

Email Id: marketing@actuariesindia.org

+91 22 62433341 /42

+91 9167943034







Principal Partner (only 1)

This is an opportunity to achieve critical marketing objective, increase brand awareness, promote your organisation's capabilities and generate new leads. The Premium Sponsorship is built to give you an all-round, high profile presence at the event, enabling you to benefit from the wide range of branding, marketing and sales opportunities available. The online pre-registration site generates high traffic as potential visitors register to visit the conference via this page. Gain high exposure of your brand name amongst these potential visitors by placing your banner on the page.



Benefits as a representative of the organisation

- ✓ Invitation to the Partner representative to be part of the Inaugural function.
- Five-minute speech in Inaugural Session welcoming delegates and reasons your organization has chosen to be partner with IAI for 20th GCA.
- ✓ A Speaking slot on the programme depending on your requirement.
- ✓ SIX Complimentary delegate passes.



Benefits for the Organisation

- ✓ Co-branding of the 20th GCA event with IAI.
- Enhanced verbal recognition as main Partner of the Conference.
- ✓ 20 second advertisement to be played at the beginning of a General Session.
- ✓ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- Home page and know our partners on conference website with link to company's website, Stage backdrop, signage displayed on-site, Program schedule, Social media used for the purpose- Facebook, LinkedIn, Twitter, etc.
- Strategically placed banner advert on Conference Registration page.
- 3 x 2 Exhibition booth at a vantage location in the conference venue.
- Marketing material from the Partner in the delegate bag (Hard copy Maximum 4 pages).

₹ 20,00,000



Types of Partners =



Annual Gala Function & Awards 2019 (Only 2)

There will be Awards Ceremony on 4th March, 2019. Your company's name & banner is prominently displayed during this event. Your company name will be mentioned in the conference program too. AGFA 2019 provides an excellent branding opportunity. The event usually includes local entertainment from the region, recognition of recipients of several merit awards and is considered the social highlight of the conference. About 500+ prestigious guests are expected!



Benefits as a representative of the organisation

- ✓ Invitation to plan the AGFA 2019 event with IAI.
- ✓ A Speaking slot on the Programme if you so desire.
- ✓ FOUR Complimentary delegate passes.



Benefits for the Organisation

- ✓ Exclusive branding in the conference area during AGFA 2019.
- ✓ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- Exclusively on stage backdrop during AGFA 2019.
- On home page of conference website,
 On signage displayed on-site, Program schedule.
- Facebook, LinkedIn & Know our partner's page on conference website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on both days.
- Inclusion of marketing material from the Partner in the delegate bags for 20th GCA. (Hard copy Maximum 4 pages)

₹ 15,00,000 /each





Cocktail & Dinner Partner (only 2)

Dinner will be served on 5th March 2019, Day-1. We will ensure prominent display of your company name in the Dinner and Cocktail Area and full conference. Whilst taking place within the formal framework of the conference, an official Dinner also provides the opportunity to emphasise your organization's services or products in a more congenial setting.



Benefits as a representative of the organisation

- ✓ A Speaking slot on the Programme if you so desire.
- ✓ FOUR Complimentary delegate passes.



Benefits for the Organisation

- ✓ Exclusive branding in the Pre function area on 5th March during dinner.
- ✓ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, Program schedule, Facebook, LinkedIn, table tent during dinner & Know our partners page on conference website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on two days of conference.

₹ 15,00,000 /each







The sponsorship of Conference bags is geared for a company that requires high visibility. All full time conference delegates receive a bag containing the conference programme and other gifts. With your logo on the front of the elite conference bag, you can create a long-lasting reminder of your business and brand retention. A highly visible branding, and somewhere for delegates to collect their notes & literatures. You will see your branding in use throughout the conference and beyond. Choice of bag and supplier is at the discretion of the Conference organizers.



Benefits as a representative of the organisation

- ✓ A Speaking slot on the Programme if you so desire.
- ✓ FOUR Complimentary delegate passes.



Benefits for the Organisation

- ✓ Exclusive branding on the delegate Bag.
- ✓ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, white logo on the bag, Facebook, LinkedIn & Know our partners page on conference website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on two days of conference.

₹ 15,00,000





Power Bank Partner (only 1)

Customized Power Bank to be given to all attendees with your company's logo. Choice of power bank and supplier is at the discretion of the Conference organizers.



Benefits as a representative of the organisation

- ✓ A Speaking slot on the Programme if you so desire.
- ✓ FOUR Complimentary delegate passes.



Benefits for the Organisation

√ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, company logo on the Power bank, Facebook, LinkedIn & Know our partners page on conference website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on two days of conference.

₹ 15,00,000





LED Wall (full stage backdrop) (only 1)

LED Wall For Video Displays, Ads Entertainment and Presentations.



Benefits as a representative of the organisation

- ✓ A Speaking slot on the Programme if you so desire.
- ✓ FOUR Complimentary delegate passes.



Benefits for the Organisation

✓ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, Facebook, LinkedIn & Know our partners page on conference website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on two days of conference.

₹ 12,00,000





Pen Drive Partner (only 1)

Customized flash drives to be given to all attendees with your company's logo. Flash drives to be pre-loaded with a marketing piece for your company as first slide, along with copies of all conference presentations and advertisements by other partners. Choice of pen drive and supplier is at the discretion of the Conference organizers.



Benefits as a representative of the organisation

- ✓ A Speaking slot on the Programme if you so desire.
- ✓ THREE Complimentary delegate passes.



Benefits for the Organisation

√ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, Facebook, LinkedIn & Know our partners page on conference website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on two days of conference.
- White logo on the Pen Drive.

₹ 10,00,000







Lunch Partner on Day1 & 2 (Only 2)

Lunch will be served. We will ensure prominent display of your company name in the lunch area. Your company's name will be prominently displayed during 20th GCA. Whilst taking place within the formal framework of the conference, an official lunch also provides the opportunity to emphasis your organization's services or products in a more congenial setting.



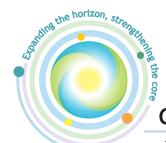
Benefits as a representative of the organisation

- ✓ A Speaking slot each on the Programme if you so desire.
- ✓ THREE Complimentary delegate passes.



Benefits for the Organisation

- ✓ Exclusive branding in the pre-function area during Lunch.
- ✓ Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, Program schedule, Facebook, LinkedIn & Know our partners page on conference website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on two days of conference.

₹ 10,00,000 /each







Demonstrate your organization's position as an industry thought leader by hosting your own session and gain the leading edge ahead of your competitors. Your company will work closely with the GCA organizing team to ensure that the sessions have high and productive values.



Benefits as a representative of the organisation

- The opportunity allows you to host a non-commercial 60/75 minute session in the main conference offering.
- ✓ TWO Complimentary delegate passes.



Benefits for the Organisation

√ Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, Program schedule, Facebook, LinkedIn &Know our partners page on conference website with link to company's website.
- Inclusion of marketing material from the partner in the delegate bag (Maximum 4 pages)

₹ 8,00,000 /each





Sweat Shirt / T-shirt Partner (only 1)

Gain instant visibility of the participants by partnering the Sweat Shirt/ T shirt. Choice of Sweat Shirt/ T shirt is at the discretion of the Conference organizers.



Benefits as a representative of the organisation

✓ THREE Complimentary delegate passes.



Benefits for the Organisation

Vantage position given to organization logo on following branding avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, Facebook, LinkedIn & Know our partners page on conference website with link to company's website.
- Logo on Sweat Shirt / T-shirt.





Wireless Mouse Partner (only 1)

Wireless Mouse shall be placed in respective bags. Your logo goes to individuals each time the participant and/or other uses it. Choice of Wireless Mouse and supplier is at the discretion of the Conference organizers.



Benefits as a representative of the organisation

✓ THREE Complimentary delegate passes.



Benefits for the Organisation

√ Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site, Facebook, LinkedIn & Know our partners page on conference website with link to company's website.
- Logo on Wireless Mouse.





Co-Partner (Only 2)

This gives an opportunity for your organization to reach to the participants and earns goodwill that your organization is supporting the cause of IAI.



Benefits as a representative of the organisation

✓ THREE Complimentary delegate passes.



Benefits for the Organisation

√ Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On Stage backdrop, On signage displayed on-site & on Know our partners page on c o n f e r e n c e website with link to company's website.
- 2 x 2 Exhibition booth in the conference venue on two days of conference.

₹ 7,00,000 /each





Mobile App Partner (only 1)

More attendees than ever are choosing to use the conference mobile app to manage their schedule, receive real-time announcements, and navigate the exhibit hall right from the palm of their hand. With prominent logo placement on each internal page of the application, attendees won't be able to miss you as they manage their time at the event. Great for visibility!



Benefits as a representative of the organisation

✓ THREE Complimentary delegate passes.



Benefits for the Organisation

Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

On home page of conference website, On signage displayed on-site & on Know our partners page on conference website with link to company's website.







Conference Photo Booth Partner (only 1)

Attendees will come to your booth to have their fun conference photo taken. Attendees will have a memorable take home with your company logo printed on the print out. You will also have the opportunity to provide any company "props" with your logo on them for the fun pictures along with having your staff members at the booth. Choice of photo booth and supplier is at the discretion of the Conference organizers.



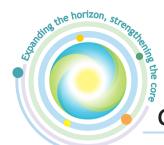
Benefits as a representative of the organisation

✓ THREE Complimentary delegate passes.



Benefits for the Organisation

✓ Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On signage displayed on-site & on Know our partners page on conference website with link to company's website.
- Logo on Photo booth in the conference venue.







Lanyard Partner (only1)

GCA is pleased to offer this high-profile, exclusive opportunity to promote brand awareness through conference lanyards.



Benefits as a representative of the organisation

- Partner for the event lanyards and allow attendees to do the advertising for you! GCA will produce lanyards printed with your company logo and distribute them to all registrants when they arrive on site.
- ✓ THREE Complimentary delegate passes.



Benefits for the Organisation

Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website,
 On signage displayed on-site & on
 Know our partners page on
 conference website with link to
 company's website.
- Logo on Lanyard.







Graphic Recorder Partner (only 1)

Capture conference keynotes live in front of the room and place the large drawings in high-traffic areas where they're most likely to be photographed and shared on social media. Great for visibility!

Imagine your brand appearing prominently and repeatedly where your target audience is already focusing their attention.



Benefits as a representative of the organisation

- Highlight your logo along with graphically presented key takeaways from discussions during sessions.
- ✓ THREE Complimentary delegate passes.



Benefits for the Organisation

Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

On home page of conference website,
 On signage displayed on-site & on
 Know our partners page on
 conference website with link to
 company's website.







Speakers Gift Partner (only 1)

Help us thank our speakers in style by sponsoring gifts for our esteemed presenters. Each speaker will receive a special gift - courtesy of you! Each gift will have a tag thanking you as the speaker gift sponsor and leaving a lasting impression. Choice of memento and supplier is at the discretion of the Conference organizers.



Benefits as a representative of the organisation

✓ TWO Complimentary delegate passes.



Benefits for the Organisation

Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website,
 On signage displayed on-site & on
 Know our partners page on
 conference website with link to
 company's website.
- Logo on Speakers Gift.

₹ 6,00,000





Charging Stations Partner

As the Charging Station partner you will have direct access to the attendees as they network and relax while charging their electronic devices in an area branded with your company logo!

The station will be placed in a high-traffic area where it will be sure to draw attention and appreciation from attendees as you rescue them from the dreaded "low battery" signal.



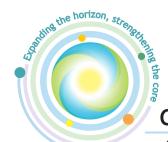
Benefits as a representative of the organisation

✓ TWO Complimentary delegate passes.



Benefits for the Organisation

√ Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

- On home page of conference website, On signage displayed on-site & on Know our partners page on conference website with link to company's website.
- Logo on Charging Stations.

₹ 6,00,000





Associate Partner (No Limit)

This gives an excellent opportunity to reach out to the participants in effective manner and creating long lasting goodwill for your organization.



Benefits as a representative of the organisation

✓ TWO Complimentary delegate passes.



Benefits for the Organisation

√ Vantage position given to organization logo on following branding following avenues:



20th Global Conference of Actuaries

4th - 6th March, 2019 | Mumbai, India

Branding avenues:

On home page of conference website,
 On signage displayed on-site,
 Facebook, LinkedIn & on Know our partners page on conference website with link to company's website.

₹ 5,00,000 /each



Venue: Renaissance Mumbai Convention Centre Hotel





Located on the banks of Powai Lake, Renaissance Mumbai Convention Centre Hotel, a Marriott Luxury & Lifestyle Hotel offers luxurious rooms. Renaissance Mumbai Convention Centre Hotel is 7 km away from Chhatrapati Shivaji

External Affairs and Research Committee

Sr. No	Name	Designation	
1	Sunil Sharma	Chairperson	
2	Richard Holloway	Member	
3	K Subrahmanyam	Member	
4	Parmod K Arora	Member	

20th GCA Organizing Group

Sr. No	Name	Designation
1	Sanjeev Pujari	Chairperson
2	Vivek Jalan	Secretary
3	Asha Murali	Member
4	Bharat Venkataramani	Member
5	Hiten Kothari	Member
6	Irvinder Singh Kohli	Member
7	Pankaj Kr. Tewari	Member
8	Subha Neelakantan	Member

20th GCA Paper Selection & Programme Advisory Group

Sr. No	Name	Designation
1	Liyaquat Khan	Chairperson
2	Heerak Basu	Secretary
3	Mayur Ankolekar	Member



Note: All display materials, boards, standees to be put as a part of partners in your Stall, will be at your cost & responsibility. We will provide 1table, 2 chairs, 1Dustbin, spotlight, power supply and fascia signage with organization's name, 1complimentary stall attendee pass.

 $\begin{tabular}{ll} \textbf{Requirement from Partner} & \textbf{-} \textbf{Company logo in PDF \& CDR formation}. \\ \end{tabular}$

Payment Method

By NEFT

1. Name of the beneficiary: Institute of Actuaries of India

2. Name of Bank: Axis Bank

3. Account No.: 911020048384303
4. Type of Bank Account: Current Account
5. Branch Name & Address: Mumbai Fort Branch,

Jeevan Prakash Building,

Ground Floor, Sir P M Road, Fort

Mumbai - 400001

6. Nine digit MICR Code No.: 400211002 7. IFSC Code No.: UTIB0000004 8. PAN Card details: AAATA0145Q

9. GST Number: 27AAATA0145Q1ZO

Please note: All bank charges in respect of the transfer of funds must be borne by the remitter. Surcharge of 1.5% per week applies for all overdue payment.

GST Applicability on Partnership amount:

In terms of Notification no. 13/2017 - Central Tax (Rate) dated 28.06.2017, if the recipient of service is anybody corporate or partnership firm located in India, then the liability of GST will be discharged by the recipient of service under reverse charge basis. That is to say, IAI will not pay GST under forward charge.

In case the service recipient is situated outside India, the outward supply will be treated as export of service under section 2(6) of IGST Act, 2017.

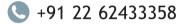




Contact Us

For further details on opportunities or queries please contact:

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INSTITUTE OF ACTUARIES OF INDIA

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