



BIPAR ANNUAL GENERAL MEETINGS & BIPAR ACADEMY SEMINAR

20-21 JUNE 2019 - VIENNA

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BIPAR, the Brussels-based European Federation of Insurance Intermediaries, held its Annual General Meetings and a BIPAR Academy Seminar in Vienna on 20 and 21 June 2019. BIPAR together with its three Austrian member-associations (WKO Versicherungsmakler, WKO Finanzdienstleister, VÖVM) welcomed about 120 participants (brokers, agents and financial intermediaries/advisers) from 26 countries and 44 associations.

BIPAR Annual General meetings and BIPAR Academy seminar were the occasion to inform CEOs, members of the Board, chairmen and chairwomen of the BIPAR member associations and other participants (academics and others) about some key EU issues affecting the profession and to elect its new board.

BIPAR new board elected at BIPAR 2019 AGM

On 21 June BIPAR elected at its Assembly General a new Steering Committee, chaired by **Mr Juan Ramón Plá**, a Spanish broker and treasury of ADECOSE.



*Juan Ramón Plá,
BIPAR Chairman*

*Ulrich Zander,
Outgoing Chairman*

*Dominique Sizes,
Incoming Chairman*

*Nicolas Bohême,
Secretary General*



*Christoph Berghammer,
BIPAR Treasurer*

*Paul Carty,
EU Affairs Committee Chairman*

*Jean-François Mossino,
Agents' Committee Chairman*

*André Van Varenberg,
Brokers' Committee Chairman*

*Nic De Maesschalck,
BIPAR Director*

He will be assisted by the incoming Chairman, **Mr Dominique Sizes**, a French broker and a member of Planète CSCA, and by the outgoing Chairman, **Mr Ulrich Zander**, a German agent and a member of the BVK, as well as by the new Secretary General, **Mr Nicolas Bohême**, a French agent and member of agéa, and by the BIPAR Treasurer, **Mr Christoph Berghammer**, an Austrian broker and chairman of WKO Versicherungsmakler.

In his first BIPAR Chairman speech, **Mr Juan Ramón Plá** stressed that BIPAR has a busy agenda for the years to come, with key challenges such as sustainable finance and digitalisation facing the insurance distribution industry.

Mr Paul Carty remains the Chairman of the EU Committee, which has the task of formulating BIPAR policy in the ever more important area of EU public affairs. BIPAR works closely with the European Commission and other European institutions on matters which have a direct impact on insurance and financial intermediaries and their clients.

Mr Jean-François Mossino, an Italian agent and a member of SNA, remains Chairman of the BIPAR Agents' Committee.

Mr André Van Varenberg, a Belgian broker will also continue as Chairman of the BIPAR Brokers' Committee.

Mr Nic De Maesschalck is BIPAR permanent Director.

BIPAR Academy Seminar

BIPAR Academy is a forum for insurance and financial intermediaries and their associations to study and discuss with academics, representatives of European and International institutions, of the insurance industry (etc...), the changes affecting the insurance and financial intermediation sector in Europe.

The BIPAR Academy meeting was opened on 20 June 2019 by **Mr Ulrich Zander**, BIPAR Chairman. The three co-hosts of the meetings, **Mr Christoph Berghammer**, **Mr Hannes Dolzer** and **Mr Andreas Krebs**, presented the Austrian insurance and financial intermediation market.

In Vienna, BIPAR Academy had the honour to welcome the following speakers: **Mr Fausto Parente**, Executive Director of the European Insurance and Occupational Pensions Authority (EIOPA), **Mr Philipp Bohrn**, Managing Director, Bitpanda Payments GmbH, **Ms Sonja Rottiers**, CEO and Regional Director for Europe, Middle East and Africa Lloyd's Brussels, and **Ms Birgit Puck**, Managing Director for Securities supervision, Austrian Financial Market Authority (FMA).

The BIPAR Academy Seminar focused on the new global trends driven by digitalisation, energy and resource efficiency but also by social and governance awareness, which are changing the current business models in the insurance and financial intermediation market.



*Fausto Parente,
Executive Director, EIOPA*

Mr Parente gave an update on the trends affecting the insurance and investment intermediation sector in Europe, focusing on the supervision of Conduct of Business, the InsurTech Developments, Sustainable Finance, EIOPA evaluation of the Structure of the Insurance Intermediaries Market, the review of the Insurance Distribution Directive (IDD) and Brexit.

Mr Bohrn explained the evolution and the functioning of cryptocurrencies, blockchain, smart contracts and initial coin offerings and how they can revolutionise the "traditional" banking/investment world. He stressed that he/Bitpanda is in favour of regulation when it is fitting and adequate but that wrong regulation could "strangle the market".



*Philipp Bohrn, Managing
Director, Bitpanda Payments
GmbH*



*Sonja Rottiers, CEO and
Regional Director for Europe,
Middle East and Africa,
Lloyd's Brussels*

Ms Rottiers talked about the new developments which are expected to have an impact on the European insurance market from an insurer perspective. She focused on the changing risk landscape in Europe (market crash, cyber, flood and others) and the innovation and future at Lloyd's'.

Ms Puck gave a presentation on trends affecting the investment intermediation sector. She shared her experience as a national integrated supervisor, pointed at the similarities and differences in regimes such as IDD, MIFID II, PRIIPs and touched upon various files that are important to intermediaries such as the investment firm review, fintech and sustainable finance.



*Birgit Puck, Managing
Director for Securities
supervision, Austrian
Financial Market Authority
(FMA)*

BIPAR Annual General Meetings

The Annual General Meetings started on 20 June with the BIPAR EU Affairs Committee meeting chaired by **Mr Paul Carty**. **Mr Louis-Marie Durand**, Director at Euralia, set the scene by updating the participants on the current and future European political context: 2019 is an extraordinary year of political and institutional renewal for the European Union. He gave an overview of the new EU political landscape following the recent EU elections.

Via three interactive panels, the members of the EU Affairs Committee had then the opportunity to exchange views and decide on follow up actions on the implementation of the IDD, on business models issues and on the impact on intermediaries of the failures of EU based insurers operating under the freedom of services (FOS) in national markets.



Panel on intermediaries' business models



Panel on supervisory practices and failed insurers operating under FOS/FOE



Panel on IDD implementation

The AGM continued on 21 June with two fruitful parallel meetings of the BIPAR Agents' Committee and Brokers' Committee, respectively chaired by **Mr Jean-François Mossino** and **Mr André Van Varenberg**.

The Agents Committee meeting focused on business models and GDPR issues that insurance agents are faced with at national and European level.

The Brokers Committee meeting focused on the digitalisation of the profession, multinational placement, and the findings of the Wholesale Insurance Broker Market Study conducted by the FCA in the UK. **Mr Christian Schmidt**, an independant expert in digital developments, talked to the members of the Committee about the digital transformation in insurance industry driven by the latest technological developments.



***BIPAR is the European Federation of Insurance Intermediaries.** It groups 53 national associations in 30 countries. Through its national associations, BIPAR represents the interests of insurance agents and brokers and financial intermediaries in Europe.*

Apart from some large multinationals, the insurance intermediation sector consists of hundreds of thousands of SMEs and micro-type operators. It accounts for 0.7% of European GDP, and over one million people are active in the sector. Insurance and financial intermediaries facilitate the insurance and financial process for several hundreds of millions of customers. The variety of business models, the high level of competition and the geographical spread in the sector ensure that everyone in Europe has easy access to tailor-made insurance and financial services.

BIPAR is a member of the World Federation of Insurance Intermediaries (WFII). Founded in Paris in 1937, BIPAR has been established in Brussels since 1989.

The BIPAR Panorama is available [here](#).

www.bipar.eu