



EIOPA Public Event
Insurance Mediation Directive
11 July 2014

Venue: Le Méridien Parkhotel: Wiesenhüttenplatz 28-38, Frankfurt am Main, Germany

Description

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The aim of the event is to debate the EIOPA Discussion Paper on conflicts of interest in sales of insurance-based investment products. The event offers participants the opportunity to meet and actively exchange views with insurance undertakings and distributors, consumer representatives, supervisors and other stakeholders from across Europe.

The scope and objectives of the Public Event follow the mandate from the European Commission to EIOPA for technical advice on how to address conflicts of interest in the sale of insurance-based investment products, following an amendment of the Insurance Mediation Directive (IMD) by the Markets in Financial Instruments Directive (MiFID II) to include measures on conflicts of interest.

Topics that will be addressed during the event include:

- What are the types of conflict of interest that could harm customers?
- How can these conflicts of interest be best avoided or managed?
- How can conflicts of interest be best addressed for very small intermediaries?
- What are the challenges in addressing conflicts of interest for large insurance undertakings?
- What are the disclosures that should be made to customers, and when?

Agenda

The Agenda includes the following:

- Keynote speech;
- Introduction of EIOPA's Discussion Paper; and
- Panel discussion on "types of conflicts of interest" and "what to do about them".



Target audience

- Representatives of firms who would be subject to the new rules on conflict of interest (e.g. insurance companies, intermediaries);
- Representatives of national supervisory authorities;
- Academia and independent professionals; and
- Consumer representatives.

Language

The working language of the event is English.

Outcomes

The aim of the Public Event is twofold: Firstly, to provide participants with an early information on issues that will need to be addressed in the technical advice of EIOPA to the Commission as reflected in EIOPA's Discussion Paper. Secondly, to facilitate a debate amongst participants with the objective to identify key challenges and opportunities of this work. Participants are encouraged to actively engage in the discussions and openly share their views.

Duration

The duration of the event is 1 day.

Preparatory material

Participants are kindly asked to read the EIOPA Discussion Paper on conflicts of interest in direct and intermediated sales of insurance-based investment products (21 May 2014).

Link: <https://eiopa.europa.eu/consultations/consultation-papers/index.html#c6483> .

Programme

11 July 2014

10:30 – 16:15 CEST

10:00 – 10:30	Registration
10:30 – 10:50	Welcome and keynote speech Gabriel Bernardino, Chairman, EIOPA
10:50 – 11:00	Introduction of the Discussion Paper Tim Shakesby, EIOPA
11:00 – 11:30	Coffee break
11:30 – 13:00	Types of conflicts of interest Moderation: Ludwig Pflieger, Austrian Financial Market Authority <i>with panellists representing</i> <ul style="list-style-type: none"> • <i>Insurance undertakings</i> (William Vidonja, Insurance Europe), • <i>Intermediaries</i> (Johannes Muschik, Austrian Financial & Insurance Professionals Association), • <i>Supervisors</i> (Guillaume Berard, Financial Services Regulatory Authority of Belgium), <i>and</i> • <i>Consumers</i> (Juan Manuel Viver, Better Finance for All) <i>followed by a panel discussion including audience Q&A</i>
13:00 - 14:15	Lunch break
14:15 – 15:45	What to do about conflicts of interest? Moderation: Annette Olesen, Nordea Life & Pensions <i>with panellists representing</i> <ul style="list-style-type: none"> • <i>Insurance undertakings</i> (Xavier Cognat, BNP Paribas Cardif), • <i>Intermediaries</i> (Paul Carty, European Federation of Insurance Intermediaries: BIPAR) • <i>Supervisors</i> (Fausto Parente, Italian Insurance Supervisory Authority), <i>and</i> • <i>Consumers</i> (Christian Ahlers, Federation of German Consumer Organisations) <i>followed by a panel discussion including audience Q&A</i>
15:45 – 15:55	Next steps Rogier Wezenbeek, European Commission
15:55 - 16:15	Conclusions & closing remarks Katja Würtz, EIOPA