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Arcadialaan 36a
Postbus 1015
1810 KA Alkmaar
THE NETHERLANDS

AESIS Annual General Meeting Agenda

Athens 16-17 June 2025

AESIS Board of Directors

David Rodriguez Board Member – President	Henry Shurling Board Member Vice President and Treasurer	Klara Kodua Board-Secretary	Joao Almeida-Santos Board Member
Richard Morley Board Member	Gheorghe Grad Board Member	Tim Verlinden Board Member	Toni Gambonini Consultant Administrator to the Board

Monday, 16th of June 2025

Location: Athens Marriott, 385, Syngrou Ave, Athens, Greece 17564, T: +30 210 9471372

Dress: Business Casual – NO JACKETS and NO TIES required

Meeting held in the: Chios Room

Assistance: Toni Gambonini +44 783 329 2278

Timing	Description
07:30 to 08:30	ALL Young Adults meet in the Breakfast Room – meet each other and the Board – give us your impressions of the insurance industry
08:30 to 08:50	Registration and delegate badge collection Please go to the area outside the Chios Room Tea and coffee will be served in the area outside the Chios Room
09:00 to 09:05	Code of Conduct – Read by Toni Gambonini “The objective of our meetings is to discuss matters relating to the business of insurance and not to discuss or pursue the interests of individual members. Legitimate topics of discussion may include legislation, lobbying, judicial activities, regulatory matters, public relations and other subjects pertinent to the business of insurance. We must remember, however, that we, all members, are generally competitors in the marketplace and that the insurance industry has only a limited immunity from anti-trust laws. With that in mind, we should adhere to the written agenda and not discuss, formally or informally, any matters relating to the commission rates, contingency bonuses, profit-sharing arrangements or other forms of remuneration paid to brokers.”
09:05 to 09:20	Welcome by David Lee Rodriguez, President Includes President’s annual review of the network and aspirations for the future
09:20 to 9:30	Welcome by Stavros Papagiannopoulos, EXL Consulting
09:30 to 10:30	How Well Do You Know Your Host Country presented by Tim Verlindien
10:00 to 10:45	Young Adults Session presented by Toni Gambonini 1. Toni to do introduction 2. Video part 1 3. Q&A 4. Toni to introduce – finding a job 5. Video part 2 6. Q&A
10:45 to 11:00	Coffee Break and Networking



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11.00 to 12:00	Member Presentations, introduced by Klara Kodua <ul style="list-style-type: none"> ○ Talisman – Indonesia ○ Integra - Turkey ○ Guemas – Africa and French Coordination ○ Invest Suisse AG and GG&W – Switzerland ○ Median and Concentra the merger – Portugal ○ Acrisure – UK and Netherlands
12:00 to 13:00	“Understanding how the business you are talking to makes money and why this is valuable to a potential employee/interviewee or anyone trying to sell something to a given company” Presented by Stephen Slattery - introduced by Richard Morley
13:00 to 14:00	Lunch / Networking
14:00 to 15:00	Italiana Assessment Srl – Why Should Clients Request Official Insurance Replacement Appraisals Presented by Eleonora Brun and Marco Peres - introduce by David Rodriguez
15:00 to 15:30	Coffee Break / Networking
15:30 to 16:30	The Financial Interest Clause – FINC Presented by Filippo Cinelli and Caterina Dangelico of GENERALI – introduced by Klara Kodua
17:30 to 18:00	OMS BESSER Group Success Story – Inser, RENOMIA and Mentor – introduced by Klara Kodua
18:00 to 18:15	Networking – DO YOUR HOMEWORK Presented by Paul Slattery - introduced by Henry Shurling
18:15 to 19:00	Networking
19:30	Transportation from the Hotel to the Yacht Club
19:50	Gala Dinner at Yacht Club Greece, Karagiorgi Servias 18, Pireas 185 33, Greece Dress: Casual – No Jacket Required
22:45	Transportation from the Yacht Club to the Hotel

Tuesday, 17th of June 2025

Location: Athens Marriott, 385, Syngrou Ave, Athens, Greece 17564, T: +30 210 9471372

Dress: Business Casual – NO JACKETS and NO TIES required

Meeting held in the: Chios Room

8:30 to 9:30	<p>Meeting Opens</p> <ul style="list-style-type: none"> • Presentation of Accounts presented by Henry Shurling, Vice President, and Treasurer This is where we discuss the financials and budget of the network – How much money we take in, how much we spend and what we spend it on; and do we need to raise our membership fees • Election of new Board member to the Executive Board presented by Klara Kodua, Board - Secretary Board members serve for 3 years and then are either re-elected, step down or are a new person elected to the Board for a 3-year period – by the membership. The members have a discussion; people volunteer and the membership votes • Reappointment of existing Board members Board members who want to stay on the Board were discussed and re-elected to the Board for another 3 years • Richard Morley to discuss changes in Member’s Ownership <ul style="list-style-type: none"> ○ Any significant change in the ownership of any member needs to be formally communicated to the Board as soon as possible. ○ After the Board discusses the change in ownership and determines their decision regarding the member’s continuing membership, the Board must immediately inform the membership if their decision is to ask the member to leave. • David Rodriguez to discuss consideration of more than one member per country.
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09.30 to 10:30	WhatsApp and Social Media Consequences – Presented by Michael Hatchwell, Richard Morley, and Joao Almeida-Santos
10:00 to 10:30	INI is the world's leading global insurance provider while maintaining its status as the best local partner Presented by Dr. Christian Gabriel - introduced by Henry Shurling
10:30 to 11:00	Coffee Break / Networking
11:00 to 11:30	Onesurance helps brokers and carriers grow smarter with explainable AI that boosts retention, sales and client value — at scale. Presented by Jack Vos and Dennie Van Den Biggelaar via TEAMS - introduced by Tim Verlinden
11:30 to 12:00	Wannet Sports Insurance Presentation Club Protection Plan Insurance, for the protection of sporting clubs, their key players, and other assets Presented by Joseph Wannet - introduced by Tim Verlinden
12:00 to 13:00	Wrap Up <ul style="list-style-type: none"> • David Rodriguez, President's thoughts about Conference and takeaways • Survey of our attending youth regarding their view of the insurance industry having attended our conference • 2026 AGM location and proposed dates
13:00	Meeting Adjourns and Networking Continues – Lunch is on your own



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Outside Conference Speakers

Stephen Slattery
VP, Global Sales
Money20/20 (An Informa Company)
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Stephen Slattery is an award-winning sales leader with 27 years of experience driving revenue growth, securing major clients, launching new products, expanding into international markets, and building high-performing global sales teams. He has held senior commercial roles at Reuters, Dow Jones, Moody's, and Informa, complementing his International Business (BA Hons) degree with executive education from Harvard Business School and UC Berkeley.

As part of the Money20/20 leadership team at Informa, Slattery leads sponsorship sales across Singapore, London, and New York, managing a team of forty-five. During his five-year tenure, he has successfully doubled revenue and built a scalable sales structure to support future growth.

Over his career, Slattery has led over 1,000 sales professionals worldwide and generated hundreds of millions of dollars in revenue. He has worked with leading financial services, technology, and payments companies, including JP Morgan, Citi, Visa, Mastercard, Nvidia, Google, McKinsey, Stripe, AWS, and Microsoft.

Informa Plc, a global leader in B2B events, has a market valuation of £10 billion and annual revenues of £3.5 billion. Money20/20, the world's largest fintech and payments event, connects key players in the ecosystem to foster partnerships, accelerate deals, drive innovation, and elevate industry leaders. With four major events annually in Bangkok, Amsterdam, Riyadh, and Las Vegas, Money20/20 attracts 30,000 delegates worldwide.

Eleonora Brun
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Professional with solid experience in the management and development of commercial strategies, oriented towards the achievement of sales objectives and business growth.

Marco Peres
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CEO and freelancer with consolidated experience in the insurance and asset valuation of movable and immovable property



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Filippo Cinelli
Global Head of Client & Broker Relationship Management
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I represent Generali Global Corporate & Commercial, managing the sales and distribution performance and coordinating the overall relationship with Clients and top Brokers at global level.

Working experiences

- I have more than 30 years' experience within the insurance industry. I joined Generali in 2013 at the very beginning of GC&C experience.
- Before joining Generali, I spent 8 years within ZURICH Group. I previously worked for XL Insurance and Caterpillar
- I have more than 9 years experience within the Brokerage industry, having worked with Johnson & Higgins and Marsh. I started my career as P/C Underwriter with Allianz in Milan (Italy).

Education/ Other

- I am a Doctor in Law, married with one grown child... two dogs and two cats.... I speak four languages ...I love cooking, and I am a former semi-professional basketball player

Caterina Dangelico
Client & Broker Relationship Manager
Generali Global Corporate & Commercial
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I have joined Generali Global Corporate & Commercial in April '25 with the role of Broker Networks relationship manager.

Before starting this new exciting experience I have worked for more than 20 years at Allianz SpA gaining extensive experience in both Broker and direct Client channels. At the beginning I focused on Employee Benefits underwriting and later worked in the international department on captive and pooling programs. I then had a long experience in Property and Casualty business development and in the last seven years I have been completely included on sales activities, dealing relationship with more than 50 brokers and clients.

Education/Other

I graduated in foreign languages and outside professional life I always find time for outdoor activities, cinema, I love reading books and have a keen interest in politics and current events. I also enjoy traveling, with a particular curiosity and attraction for big cities.



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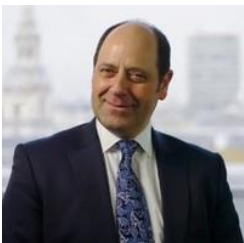
Paul Slattery
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Paul Slattery is a co-founder and director of **Otus & Co Ltd**, the investment bank and strategy advisor specialising in hospitality and travel. He has advised on a range of M&A transactions for international hospitality companies. The strategy advisory business advises international hospitality and travel businesses, capital providers, governments and advocacy groups on critical medium to long-term strategies and policies.

Before the foundation of Otus, Paul worked for **Dresdner Kleinwort Wasserstein** ("DrKW") for 15 years until 2002. Until 1998 he worked in **Global Equities** where he was head of hospitality research. He established the industry presence of DrKW and built its hospitality reputation as one of the market leaders among stockbrokers. Paul's annual book on Quoted Hotel Companies ran for 10 years, provided analyses of the global hotel markets, the performance of quoted hotel companies around the world and became the source of record in the hospitality business and the investment community. In 1998 he joined **Corporate Finance** at DrKW to develop the bank's franchise in the hospitality and travel arena. He advised on a range of hospitality transactions for companies such as **Compass Group, Scandic Hotels, Thompson Travel Group and Whitbread**. Of note, Paul advised Compass Group in 2000/2001 on its disposal of the Forte hotel brands, the **largest ever hotel chain auction at the time**.

Michael Hatchwell
Partner
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Michael is an English qualified solicitor specialising in corporate and commercial matters. He is a partner at gunnercooke, a large UK based law firm with over 350 partners.

Michael works for UK based and overseas clients and his work often involves overseas transactions and issues. He has for over 30 years worked for clients the world over, acquiring companies and assets and generally assisting them with their businesses and assisting them to achieve their business objectives. He has handled transactions totalling over £3bn in value.

He frequently puts together teams of lawyers for multi-jurisdiction transactions and commercial matters.

Michael has been involved with Globalaw from its inception 31 years ago. He is Chair of the Business Development Committee and a Director and has served as President twice.



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Dr. Christian Gabriel
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- Dr. Christian Gabriel is currently the Head of the International Network of Insurance at ERGO Versicherung AG in Düsseldorf since September 2024. Prior to this role, he served as an Executive Assistant to the CEO from 2024 and 2023, and worked within the ERGO Group AG from 2018 to 2023. His experience also includes positions at HSBC Bank plc in London and HSBC Trinkaus AG in Düsseldorf.
- Dr. Gabriel holds a PhD in Finance (magna cum Laude) from Martin-Luther-University, Halle (Saale), where he also completed a research stay at Monash University in Australia. He has a Master's and Bachelor's degree in Mathematics from Heinrich Heine University, Düsseldorf.
- He is fluent in German and English and has published works in financial research, including a notable publication on government bond returns.



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Presenter – Jack Vos (CEO – founder)
Jack is the founder and CEO of Onesurance. Before launching the company, he spent 19 years as the founder and owner of a successful Dutch brokerage. With deep roots in the industry and a clear vision on innovation, Jack brings together commercial experience and technical insurance knowledge. His goal: build the AI tool he wished he'd had as a broker — to make advisors smarter, portfolios stronger, and growth more responsible.

Dennie Van Den Biggelaar
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Presenter – Dennie Van Den Biggelaar (CTO – co-founder)
Dennie is co-founder en Chief Technology Officer at Onesurance. He leads the datascience- and delivery-teams, and brings over 15 years of experience in applied AI, advanced analytics and digital transformation. Dennie previously lead datascience teams in building and successfully implementing algorithms for big brands like Samsung, Coca-Cola, Johnson&Johnson, Corendon, Brandloyalty etc across the globe on how to embed data-driven decision-making into operations — from boardroom to frontline. At Onesurance, he translates complex data into simple, actionable tools that advisors actually use — and that deliver measurable value within weeks.

About Onesurance

Onesurance is a European AI company built by insurance and AI veterans. We combine over 30 years of insurance expertise and 15 years of applied data science to help brokers and carriers unlock the hidden value in their portfolio — with explainable, low-friction AI. Our mission: grow smarter, serve better, and build lasting client relationships. Clients include leading broker groups across Europe. Backed by CuriosityVC, Onesurance is built for responsible, scalable AI in insurance with laserfocus on brokers.



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Joseph Wannet
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As an insurance industry veteran with over 30 years of experience, I have consistently demonstrated my ability to lead teams, drive business growth, and build strong, long-term client relationships. In 1995, I took the initiative to start my own insurance company, which has since thrived. Notably, I am proud to have kept a loyal client base, including many who have been with the company since its inception, as a testament to the exceptional quality of service we offer.

My commitment to ongoing education and professional development ensures that I am up to date on industry trends and best practices. To expand my expertise and skill set, I actively pursue certifications and engage in ongoing learning. This dedication to excellence benefits not only my clients and my company but also empowers my team members to excel in their respective roles, fostering a culture of success and growth.