



**Institute of  
Actuaries of India**

Statutory body established under an Act of Parliament

**Financial  
Partnership  
Brochure**

**2023**

# GCA'24

**DATA, DISRUPTIONS AND THE ACTUARY**

**23<sup>rd</sup>**  
**Global Conference  
of Actuaries**

## FINANCIAL PARTNERSHIP WITH THE 23<sup>rd</sup> GCA

The Institute of Actuaries of India (IAI) cordially invites your organisation to join us as a financial partner and exhibitor at the 23rd Global Conference of Actuaries (GCA). The event is scheduled from February 12th to 14th, 2024 at The Westin Powai Lake, Mumbai.

The global event presents an exceptional opportunity for your organization to connect with key decision-makers and industry experts, according you the benefit of dedicated pre and post-marketing initiatives along the sidelines of the conference. Pertinent details of tiered partnership packages are available in this document. We keenly look forward to your participation and collaboration at 23rd GCA.

Yours sincerely,



**R Arunachalam**  
President  
Institute of Actuaries  
of India



**Tushar Giri**  
Executive Director,  
Institute of Actuaries  
of India.



**Anurag Rastogi**  
Chairperson  
23<sup>rd</sup> GCA and  
AGFA Organizing Group



## BACKGROUND OF GCA

The Institute of Actuaries of India has proudly organized the Global Conference of Actuaries since 1999. This signature two-day event serves as a focal point for stakeholders in the insurance, pension, and financial sectors, including fintech and insurtech. The conference also features an enchanting Actuarial Gala Function & Awards (AGFA) evening.

The GCA and AGFA are made possible through the generous financial support of our partners, including the insurance and pensions industry, consulting organizations, and various stakeholders. Each year, IAI hosts this event, bringing together actuaries and non-actuaries from around the world in a global setting. Together, they engage in discussions and

debates on issues that impact the broader financial services industry, with a particular focus on the insurance sector.

Participating in the GCA provides a unique opportunity to connect with emerging actuarial professionals, immerse yourself in the festivities of the Gala evening, and contribute by presenting papers or discussions on topics that hold global significance for the industry. Your involvement is instrumental in making this event a success and fostering meaningful discussions that shape the future of the industry.

Visit our GCA website - <http://www.gca.org.in>





## OUR PARTNERS FROM 22<sup>nd</sup> GCA

### PARTNERS

Accenture
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The New India Assurance
Universal Sompo General Insurance

## PARTNERSHIP OPPORTUNITIES



### Why Partnering with GCA is a Strategic Marketing Move ?

◆ **Engage with Industry Leaders:** Collaborate with prospects and clients in a conducive learning environment, fostering meaningful connections.

**Boost Brand Visibility:** Elevate your brand's visibility throughout the conference marketing campaign, establishing valuable associations with top-tier brands.

**Networking:** GCA offers an excellent networking platform, 22nd GCA had nearly 1000 registrations and around 80 speakers from across the glob.

**Leverage Expertise:** Tap into the extensive expertise of the Conference Board, backed by 20+ years of experience, to position your brand and team ahead of the competition.

**Demonstrate Thought Leadership:** Showcase your organization's leadership by actively participating in discussions on pressing industry issues, uniting top executives and thought leaders to deliberate challenges, collaborate on solutions, and define best practices.

**Access Elite Thinkers and Leaders:** Gain access to the industry's brightest thinkers and leaders, facilitating connections with thought leaders and offering insights into future trends.

**Respected Platform for Ideas:** Utilize the respected GCA platform to share your insights on topics impacting your business, amplifying your message in a receptive setting.

Partnering with GCA opens doors to these compelling advantages, strengthening your brand presence, facilitating knowledge exchange, and expanding your industry network.

Your expression of interest for partnership could be sent to:

**Ms. Rashi Kapoor**  
Chief Manager - Marketing & Strategy  
Email Id: rashi@actuariesindia.org  
+91 22 62433354  
+91 93264 05130

## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 1. Platinum Partner:

Platinum Partners enjoy the highest level of brand exposure, with their logo prominently displayed on websites, and promotional content, ensuring unparalleled brand visibility. Platinum partner has the privilege of delivering a keynote speech, allowing you to position your organization as a thought leader in your field. Be publicly recognized at the event for your Platinum Partnership, which can enhance your organization's reputation and goodwill.

**COST - ₹25,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Speaking Opportunity	✓
	Exhibition Stall Space	3x2 ( in meters)
	Complimentary Registrations	10
	Logo on Stage Backdrop	✓
	Logo on Registration Counter and helpdesk	✓
	Logo on Digital Wall	Dynamic
MARKETING	Logo on LED Wall (Main Hall)	Dynamic
	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
	Logo on Event Program Schedule	✓
	Logo on Registration Page	✓
	Brochure Insertions (up to 4 pages) in Conference Bag	✓
	Sponsor Recognition in post event thank you emails to delegates	✓
	Recorded Video of CEO / Leadership to be promoted on GCA website & IAI social media handles (To be shared by partner)	Upto 1 min
	AV film at the Event (To be shared by partner)	Upto 1 min
Recognition during Opening & Closing ceremonies	✓	
BULK REGISTRATIONS DISCOUNT	10% flat discount on bulk registrations for more than 15	✓



## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 2. AGFA Partner

On February 12, 2024, IAI will be hosting AGFA where your company's name and banner will enjoy prominent visibility. Your company name will also be featured in the AGFA program schedule, creating a superb branding opportunity. AGFA 2024 promises to be a memorable evening, complete with entertainment, the acknowledgment of merit award recipients, and is widely regarded as the social pinnacle of the conference. Anticipating over 500 prestigious guests in attendance, this event ensures unparalleled exposure.

**COST - ₹20,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Speaking Opportunity	On AGFA Night
	Exhibition Stall Space	2x2 ( in meters)
	Complimentary Registrations	8
	Logo on Stage Backdrop	On AGFA Night
	Logo on Registration Counter and helpdesk	✓
	Logo on Digital Wall	Dynamic
	Logo on LED Wall (Main Hall)	Dynamic
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
	Logo on Event Program Schedule	On AGFA Schedule
	Sponsor Recognition in post event thank you emails to delegates	✓
	Recorded Video of CEO / Leadership to be promoted on GCA website & IAI social media handles (To be shared by partner)	Upto 1 min
	AV film at the Event (To be shared by partner)	On AGFA Night

## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 3. Gold Partner

Gold Partners enjoy prominent branding and exposure, both online and during the event, ensuring high visibility among the industry's top professionals and thought leaders. A strategic move for organizations looking to increase brand visibility, generate leads, and position themselves as industry leaders.

**COST - ₹15,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Speaking Opportunity	✓
	Exhibition Stall Space	2x2 ( in meters)
	Complimentary Registrations	6
	Logo on Registration Counter and helpdesk	✓
	Logo on Digital Wall	Dynamic
	Logo on LED Wall (Main Hall)	Dynamic
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
	Logo on Event Program Schedule	✓
	Recorded Video of CEO / Leadership to be promoted on GCA website & IAI social media handles (To be shared by partner)	Upto 1 min
	AV film at the Event (To be shared by partner)	Upto 1 min



## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 4. Delegate Kit Partner

Your organization's branding will be prominently featured on delegate kits, ensuring widespread visibility and recognition. This strategic partnership offers an excellent opportunity to showcase your commitment to the event's success and to engage with a highly targeted audience of professionals and decision-makers. Join us in making the delegate experience truly memorable.

**COST - ₹15,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Complimentary Registrations	6
	Logo on Registration Counter and helpdesk	✓
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
	Brochure Insertions (up to 4 pages) in Conference Bag	✓
AD-ON	—	Branding on Delegate Kit

## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 5. Digital Partner

As our Digital Partner, your brand will have branding on LED wall, Digital Wall & the app. Your organization's branding will be prominently featured across our onsite digital platforms, enhancing your visibility and demonstrating your commitment to the success of our event. Your organization will be at the forefront of technological innovation, providing attendees with a seamless and engaging app.

**COST - ₹15,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Complimentary Registrations	6
	Logo on Registration Counter and helpdesk	✓
	Logo on Digital Wall	Static
	Logo on LED Wall (Main Hall)	Static
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
	Logo on App	✓
AD-ON	—	Branding on Conference App



## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 6. On-Site Partner

As our Onsite Partner, your brand will have branding on Speakers Gift, Lanyard & charging Station. Your brand will be prominently featured on the special gifts presented to our speakers, creating a lasting impression. Your organization's logo will be featured on the lanyards, ensuring widespread visibility throughout the event. Your organization's branding will adorn charging stations, offering a valuable service to participants while maximizing your brand visibility.

**COST - ₹15,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Complimentary Registrations	6
	Logo on Registration Counter and helpdesk	✓
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
AD-ON	—	Branding on Lanyard, Charging Station and Speaker Gift



## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 7. Wellness Partner

Great opportunity for the brand to connect with the ever-growing health-conscious consumers.



**COST - ₹15,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Complimentary Registrations	6
	Logo on Registration Counter and helpdesk	✓
	Logo on Digital Wall	Dynamic
	Logo on LED Wall (Main Hall)	Dynamic
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
AD-ON	—	Wellness Lounge to be set-up in high-footfall pre-function area



## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 8. Hospitality Partner

As our Hospitality Partner, you get to savour the opportunity to tantalize the taste buds of our event attendees. Your organization's branding will be prominently featured in all aspects of event hospitality, such as during lunch & dinner in the pre function area showcasing your commitment to ensuring a comfortable and enjoyable experience for our event attendees.

**COST - ₹12,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Complimentary Registrations	5
	Logo on Registration Counter and helpdesk	✓
	Logo on Digital Wall	Dynamic
	Logo on LED Wall (Main Hall)	Dynamic
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
AD-ON	—	Branding in FnB area

## PARTNERSHIP OPPORTUNITIES

### Types of Partners

#### 9. Engagement Partner

As our Engagement Partner, your brand will have branding on photo booth, graphics recorder board. These are the most highly engaging activities attracting maximum eyeballs. Attendees will come to your booth to have their fun conference photo taken. 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.

**COST - ₹12,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Complimentary Registrations	5
	Logo on Registration Counter and helpdesk	✓
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓
AD-ON	—	Logo on Graphic Recorder Board Logo on Photo Booth





# PARTNERSHIP OPPORTUNITIES

## Types of Partners

### 10. Silver Partner

Silver Partners gain visibility through logo placement on-site, across website, and social media, bolstering brand recognition.

**COST - ₹7,00,000**

OFFERINGS	DETAILS	BENEFITS
ON-SITE	Complimentary Registrations	3
	Logo on Registration Counter and helpdesk	✓
MARKETING	Creatives on IAI Social media handles	✓
	Logo on the GCA website	✓



### General Terms and Conditions



1. Booth space, if included in the partnership category, is available only on 13th and 14th February 2024.
2. All display materials, boards, and standees that are part of partners booth must be arranged by the partner and will be partner's responsibility.
3. IAI will furnish each booth with 1 table, 2 chairs, 1 dustbin, spotlight, power supply, fascia signage displaying your organization's name and 1 complimentary stall attendee pass will be provided.

### Payment Method:

- |                                     |   |  |
|-------------------------------------|---|--|
| <b>1. Name of the beneficiary</b>   | : | Institute of Actuaries of India  |
| <b>2. Name of Bank</b>              | : | Axis Bank  |
| <b>3. Account No</b>                | : | 921010006476949  |
| <b>4. Type of Bank Account</b>      | : | Saving Account   |
| <b>5. Branch Name &amp; Address</b> | : | Sector 6 Nerul Branch, Shop No 18 & 19, Beverly Park CHS, Plot 20, Sector 6 Nerul, Navi Mumbai – 400 706 |
| <b>6. Nine-digit MICR Code No</b>   | : | 400211166  |
| <b>7. IFSC Code No</b>              | : | UTIB0003321  |
| <b>8. PAN Card details</b>          | : | AAATA0145Q   |
| <b>9. GST Number</b>                | : | 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. IAI will pay IGST @ 18% under RCM (forward charge).

## Contact Us

For further details on opportunities  
or queries please contact:

### Rashi Kapoor

Chief Manager - Marketing & Strategy

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