



DAY 1 WEDNESDAY 17th OCTOBER 2018

8:00 – 9:00 REGISTRATION

AL YASSAT BALLROOM, RODA AL MUROOJ HOTEL, DUBAI

9:00 – 9:15 OPENING CEREMONY

INAUGURATION SPEECH BY FORUM PATRON

9:15 – 9:30 WELCOME ADDRESS

H.E. KHALED MOH'D ALBADI – CHAIRMAN, GULF INSURANCE FEDERATION

9:30 – 10:15
1st SESSION

THE CONCEPT OF INSURANCE TECHNICAL UNDERWRITING



SPEAKER
MR. SAFDER JAFFER
MANAGING DIRECTOR MILLIMAN
(UAE)

A prime responsibility of the management of insurance companies is to structure the insurance core business in a manner that ensures a positive return from the operation and to maintain the required level of solvency. This can only be achieved through the proper technical underwriting of risks by imposing the right terms and conditions as well the right pricing. There is no doubt that one of the main reasons for the negative results in the insurance market is the deficiency in pricing and the underestimation of the level of risk it brings to the insurance portfolio.

This session will address the above points and the need to use technically sound methods in risk analysis and pricing to determine the impact of such risks on insurance companies' portfolios and consequently its performance.

10:15 – 11:00
2nd SESSION

THE ROLE OF INSURANCE REGULATORS AND SUPERVISORY AUTHORITIES IN ENFORCING TECHNICAL EVALUATION FOR INSURANCE RISKS"



SPEAKER
MR. MAHER ISMAEEL AFANEH
FINANCIAL EXPERT
INSURANCE AUTHORITY (UAE)

Insurance supervisory and controlling bodies play a vital role in regulating the insurance sector by ensuring its continuity and sustainability. To do so, and to ensure that insurance companies adhere to regulations, the authorities require the periodic submission of reports and statistics from insurance companies to enable them to evaluate the status of these companies.

This is also an important role played by the regulators which is to safeguard and guarantee the rights of policyholders and beneficiaries.

11:00 – 11:30 Q&A SESSION WITH FORUM ATTENDEES

11:30 – 12:00 BREAK



DAY 1 WEDNESDAY 17th OCTOBER 2018

**12:00 – 13:30
3rd SESSION**

**THE ROLE OF INSURANCE, REINSURANCE COMPANIES AND BROKERS IN
CREATING A BALANCED INSURANCE ENVIRONMENT"**

The parties to the insurance process (Insurance and Reinsurance companies and Brokers) must conduct business relating to their respective roles in a manner that ensures the integrity of the business conduct through maintaining the level of technical evaluation of risks to ensure a healthy environment in the insurance market.

MODERATOR/ SPEAKER



MR. BASSAM CHILMERAN
Chairman - Technical Committee
Gulf Insurance Federation
Chief Executive Officer
Al Wathba National Insurance Co (UAE)

REINSURANCE



**PANELIST
MR. OLIVIER STEGER**
Senior Client Manager, Vice President
Swiss Re (Switzerland)

REINSURANCE



**PANELIST
MR. MAHOMED AKOOB**
Managing Director
Hannover Re (Bahrain)

INSURANCE COMPANY



**PANELIST
MR. ASHRAF BSEISU**
Chief Executive Officer
Solidarity Group Holding (Bahrain)

INSURANCE BROKER



**PANELIST
MR. GEORGE KABBAN**
Chief Executive Officer
United Insurance Brokers (UAE)

INSURANCE BROKER



**PANELIST
MR. FAWAZ MOUKAYED**
Chief Executive Officer
Guardian insurance brokers (UAE)

13:30 – 14:00 – Q&A SESSION WITH FORUM ATTENDEES

14:00 LUNCH HOSTED BY THE UAE INSURANCE AUTHORITY



DAY 2 THURSDAY 18th OCTOBER 2018

8:00 – 9:00 REGISTRATION

AL YASSAT BALLROOM, RODA AL MUROOJ HOTEL, DUBAI

9:00 – 9:45
1st SESSION

THE IMPACT OF THE GLOBAL AND LOCAL FINANCIAL CRISES ON THE INSURANCE SECTOR



SPEAKER:
Mr. Ayman El Hout
Chief Executive Officer
Marsh, (UAE)

The financial crises witnessed by the global and domestic markets during recent periods have had a serious impact on various economic sectors including insurance. On one hand, there has been a negative impact on companies' investments, and on the other and more seriously on the results of the insurance business where the ability of reinsurers to meet their obligations towards insurance companies has been compromised. This also highlights the importance of selecting the right reinsurance partner.

9:45 – 10:30
2nd SESSION -Part 1

USE OF TECHNOLOGY IN RISK ASSESSMENT AND PRICING



SPEAKER:
MR. SANJAY JAIN
MENA Insurance Leader
ERNST & YOUNG

Technology today plays an important role in various economic sectors. The reliance on technology and the adaptation of automation in managing many business processes has reached such levels that today, there are virtual companies which include banks and retail establishments that operate and trade through the Internet.

Technology in insurance has yet to evolve but it has already started. Certain insurance products are now being underwritten through robotic processes such as motor and travel to name a few

10:30 – 11:00
2nd SESSION -Part 2

USE OF TECHNOLOGY IN RISK ASSESSMENT AND PRICING



SPEAKER
MR. SHADI SAADEH
GENERAL MANAGER
ESKADENIA SOFTWARE CO (UAE)

Technology adaptation today influences and touches on all aspects of the business cycle and processed in our part of the world, the GC and the Arab region. The deployment has already started and a good example is the Insurance Authority in the UAE where it is automating and digitizing the manner of communicating with the market.

This paper addressed how advanced we are in the implementation and how we foresee the future of the development of technology in our region.

11:00 – 11:30 Q&A SESSION WITH FORUM ATTENDEES

11:30 – 12:00 BREAK



DAY 2 THURSDAY 18th OCTOBER 2018

12:00 – 13:00
3rd SESSION

THE SIGNIFICANT ROLE OF THE SUPERVISORY/REGULATORY BODIES IN SUPPORTING THE DEVELOPMENT OF GCC INSURANCE & REINSURANCE COMPANIES



MODERATOR/SPEAKER
MR. YASSIR ALBAHARNA
President - FAIR (Bahrain)

A panel discussion will be held between the representatives of the insurance regulatory bodies and insurance and reinsurance companies.

The panel will discuss the joint role played by all parties in the insurance process in creating a sustainable environment to further the development the Gulf insurance market as well as the role of GCC insurers and reinsurers in supporting the evolution of the regional insurance industry.

INSURANCE COMPANIES



PANELIST
MR. KHALID SAOUD AL-HASAN
Chief Executive Officer
Gulf Insurance Group (Kuwait)

INSURANCE COMPANIES



PANELIST
DR. SAEED AL DASHTI
Deputy General Manager
Ritaj Takaful Insurance Co. (Kuwait)

INSURANCE COMPANIES



PANELIST
MR. NASSIR BIN SALIM ALBUSAIIDI
Executive President
Oman United Insurance Co. (Oman)

REINSURANCE COMPANIES



PANELIST
MR. IOANNIS MALLIOS
Nest Investments Holding
Trust Re (Cyprus)

REGULATORY AUTHORITIES



PANELIST
H.E. NASR BIN AHMED BIN ABDULLAH AL SALHI
Director of Risk Assessment & Control Dept.
Capital Market Authority (Oman)

REGULATORY AUTHORITIES



PANELIST
MR. MAHER ISMAEEL AFANEH
Financial Expert
Insurance Authority (UAE)

13:00 – 13:30 Q&A SESSION WITH FORUM ATTENDEES

13:30 LUNCH HOSTED BY ARAB LOSS ADJUSTERS