



THRIVING IN A CHANGING INSURANCE LANDSCAPE

Day 1: Tuesday 3rd February 2015

08.00 to 09.00	Registration and Refreshments
09.00 to 09.05	Official Opening of the 11th Annual Middle East Insurance Forum (MEIF 2015)
09.05 to 09.10	Welcome & Moderator's Opening Remarks
	Moderator: Jon Guy Editorial Director World Business Media Limited
09.10 to 09.40	Session 1: Opening Keynote Plenary Session: Regulatory Perspectives - Advancing and Evolving the Regulatory Framework to Strengthen the Middle East Insurance Industry
	Opening Keynote Speaker: Abdul Rahman Mohammed Al Baker Executive Director – Financial Institutions Supervision Central Bank of Bahrain
	Ahmed Ali Al Mamari Director General of Insurance Supervision Capital Market Authority Sultanate of Oman
	<i>Key Discussion Points:</i> <ul style="list-style-type: none"> • Initiatives by regulators to improve solvency, capitalization and reserve ratios • Strengthening Corporate Governance and transparency in the regional insurance industry • Addressing risk management guidelines to tackle challenges related to key issues such as minimum retention requirements, investment related risks and pricing adequacy
09.40 to 10.10	Session 2: International Industry Keynote Address: Achieving Par with More Established Insurance Markets: Assessing New International Insurance Trends and their Impact on Middle East Markets
	Keynote Speaker: Lutfi Fadel El-Zein Chairman Medgulf



Jérôme Droesch

Chief Executive Officer
AXA Insurance (Gulf)

Key Discussion Points:

- *What are the key developments in the international insurance markets?*
- *Transferring international best practices to the regional insurance industry*

10.10 to 10.50

Session 3: CEO Power Debate: Poised for a Shake - up? Adapting to Change in the Regional Insurance Industry

Discussion Leader:

Safder Jaffer

Managing Director & Consulting Actuary - Middle East & Africa
Milliman

Keynote Debaters:

Jamil R. Bahou

Managing Director
Crescent Global Group

Yassir Albaharna

Chief Executive Officer
Arab Insurance Group (Arig)

Gautam Datta

Chief Executive Officer
Al Madina Insurance Company

Mahomed Akoob

Managing Director
Hannover ReTakaful

Key Discussion Points:

- *Assessing the implications of key regulatory changes on industry players*
- *How can long term profitable premium growth be built in the Middle East markets?*
- *Addressing pricing and competitive challenges*
- *How can the regional insurance industry be advanced to the next level of development?*

10.50 to 11.20

The 11th Annual Middle East Insurance Forum Exhibition: Official Opening & Networking Break

11.20 to 12.30

Session 4:

(11.20 to 12.00)

(a) Product Innovation: Innovating and Creating Solutions Tailored to Specific Market Needs in the Middle East





Speakers:

Jalal Khalil Husain

Assistant General Manager
Marketing and Business Development
Bahrain Kuwait Insurance Company

Tony Meakin

Regional Director Energy Power Construction Marine
CEO Aon Bahrain

Jabran Noor

Executive Director
Tajweez Advisory Co

Dr. Sutan Emir Hidayat

Acting Dean of Business Administration and Humanities Department,
Director of the MBA Program
University College of Bahrain

Key Discussion Points:

- *How is the Middle East different from other insurance markets?*
- *What are the unique insurance needs in the Middle East?*
- *Building a more powerful value proposition in the regional insurance markets*
- *Building trust from the efficient execution and delivery of insurance solutions*

(12.00 to 12.30)

(b) Market Growth Catalysts: Capitalizing on New Opportunities in Specialty Lines

Discussion Leader:

Robin Ali

Consultant-Health Insurance, Health Funding Department,
Dubai Health Authority

Panelists:

Gautam Datta

Chief Executive Officer
Al Madina Insurance Company

Fadi Nabeeh AlKhatib

General Manager
Al Ahlia Insurance Company

Tamer Saher

Head of Product Development
RGA





Key Discussion Points:

- Which business lines will drive the industry forward?
- Assessing the outlook for new specialty lines in the Middle East markets
- Assessing the outlook for life insurance in the Middle East
- Insuring mega risks in the Middle East

12.30 to 13.15

Session 5: Reinsurance Roundtable: New Realities for Reinsurance

Discussion Leader:

Yassir Albaharna

Chief Executive Officer

Arab Insurance Group (ARIG)

Panelists:

Ashraf Al Azzouni

Managing Director

RGA

Elie Abi Rached

CEO

Chedid Re Saudi Arabia

Prem Sagar

Chief Executive Officer

ACR ReTakaful MEA B.S.C. (c), Bahrain

Mohammad Azmatullah Sharif

Head of Pricing & Takaful, GCC Region - Life

Munich Re Underwriting Agents

Manoj Kumar

Managing Director & Chief Executive Officer

MNK Re Ltd. (UK)

Key Discussion Points:

- Is the regional reinsurance market primed for change?
- Towards higher retention rates by insurers: What can be done?
- Fostering relationships between insurers and reinsurers to better align interests
- Addressing competitive pressures and reinsurance pricing issues

13.15 to 14.30

Forum Luncheon hosted by the Central Bank of Bahrain

14.30 to 15.15

Session 6: Improving the Claims Management Process in the Middle East Insurance Industry

Panelists:

Tarek Elias Salibi

General Manager

GlobeMed Bahrain W.L.L.





Angelique Watkins

Senior Associate
Al Tamimi & Company

Key Discussion Points:

- *What are the major challenges in the claims management environment?*
- *Enhancing the efficiency of claims management processes*
- *How can technology solutions improve the claims management cycle?*

15.15 to 16.00

Session 7: Does Big Data Equal Big Opportunity for Transforming the Regional Insurance Industry?

Panelists:

Dino Wilkinson

Partner
Norton Rose Fulbright

Lakhdar Moussi

Independent Consultant
Advisor to PineBridge Investments Middle East

Silvan Said

CII Accredited Advanced Insurance Trainer

Key Discussion Points:

- *Making the most of data availability & analytical techniques to improve insurance solutions*
- *Case study examples of how big data has transformed the insurance internationally*

16.00 to 16.10

Moderator's Summation Remarks

19.30 to 21.00

Gala Dinner

(20.00)

Awards Ceremony

21.00

Close of Day 1



Day 2: Wednesday, 4th February 2015

08.00 to 09.00

Morning Refreshments

09.00 to 09.05

Moderator's Opening Remarks

Moderator:

Jon Guy

Editorial Director

World Business Media Limited

(09.05 to 09.40)

Session 8: Assessing and Improving the Strength of the Regional Insurance Industry

Speakers:

David Cafferty

Head of Compliance Advisory Service

Kane LPI Solutions

Vasilis Katsipis

General Manager, Market Development

A.M. Best

Sanjay Jain

Director, MENA Insurance Advisory

Ernst & Young

(09.40 to 10.15)

Discussion Leader:

Peter Hodgins

Partner

Clyde & Co

Panelists:

Mohammed Ali Londe

Analyst, EMEA Insurance

Moody's Investors Service Middle East Limited

Kevin Willis

Director, Financial Services Group: EMEA

Standard & Poor's

David Cafferty

Head of Compliance Advisory Service

Kane LPI Solutions

Vasilis Katsipis

General Manager, Market Development

A.M. Best





Sanjay Jain

Director, MENA Insurance Advisory
Ernst & Young

Dr. AbdelGadir Warsama Ghalib

Legal Advisor
BBK

Key Discussion Points:

- How is the insurance industry in the Middle East performing?
- Towards financial strength and stability in the regional insurance markets
- The role of ratings in the regional insurance industry
- Risk Management Issues in the Middle East Insurance Markets

10.15 to 10.45

Session 9: Face-to-Face with an Industry Pioneer: Insights into the Past, Present and Future of the Middle East Insurance Industry

An informal interview Q&A session with a leading figure who is driving the progress of the Insurance industry in the Middle East

10.45 to 11.15

MEIF Exhibition Viewing & Refreshment Break

11.15 to 11.45

Session 10: Influencing the Laws of Probability: Managing Risk in Complex Systems

Speaker:

Hugh Crowther

Regional Energy Risk Engineering Manager, ACE MENA
ACE Insurance

11.45 to 12.00

Session 11: Scaling- Up: Leveraging Bancassurance and Alternative Distribution Channels in the Middle East

Speaker:

Peter Hodgins

Partner
Clyde & Co

Key Discussion Points:

- Making Bancassurance work in the Middle East: What can be done?
- Exploring key alternative distribution channels for insurance in the Middle East

12.00 to 12.30

Session 12: Captive Insurance: Assessing the Appetite and Opportunities for Captives in the Middle East

Speaker:

Steven Convery

General Manager
Ensuirion



Simon Owen

Principal/Owner

Hyperion Risk Solutions and Hyperion Insurance Management

Key Discussion Points:

- *What role and benefits can Captives deliver to the Middle East markets?*
- *To what extent are Captives building traction in the regional markets?*
- *What are the key international trends and what is the future outlook for Captives?*

12.30 to 13.00

Session 13: The Impact of Professional Development of Human Resources on Career Progress in the Insurance Industry

Speaker:

Manal Mashkoor

Senior Lecturer

BIBF

Key Discussion Points:

- *To what extent does professional development through attainment of CII professional qualifications translate into actual career progress? Forms of career progress includes promotions, salary increments, more challenging tasks and finally increased employability through new job offers*
- *An overview of the scientific research undertaken to answer this question*

13.00 to 13.05

Moderator's Summation & Closing Remarks

13.05 to 15.00

Forum Luncheon hosted by Solidarity

15.00

Close of the 11th Annual Middle East Insurance Forum (MEIF 2015)