

# 1<sup>st</sup> Sharm El-Sheikh Rendezvous



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## SPI Agenda

### Day one – 28th October, 2018

|                    |                                   |  |
|--------------------|-----------------------------------|--|
| 3:00 pm - 8:00 pm  | Registration – Sponsored by:      |  |
| 8:00 pm - 10:00 pm | Cocktail Reception– Sponsored by: |  |

### Day two - 29th October, 2018

|                     |   |  |
|---------------------|---|--|
| 7:00 am - 8:45 am   | Registration – Sponsored by:  |  |
| 8:45 am - 10:00 am  | <b>Opening Ceremony and Official Keynote Address</b><br>MR. ALAA EL-ZOHEIRY, CHAIRMAN OF INSURANCE FEDERATION OF EGYPT.<br>DR. MOHAMED OMRAN, CHAIRMAN - FINANCIAL REGULATORY AUTHORITY.<br>H.E. DR. MOHAMED MAAIT, MINISTER OF FINANCE.<br>H.E. DR. SAHAR NASR, MINISTER OF INVESTMENT AND INTERNATIONAL COOPERATION.<br>H.E. MR. HISHAM ANWAR TAWFIQ, MINISTER OF PUBLIC ENTERPRISES. |  |
| 10:00 am - 10:30 am | <b>Egyptian Regulator Keynote Address:</b><br>Dr. Mohamed Omran, Chairman - Financial Regulatory Authority.<br><b><i>The Future of Egyptian Insurance Market.</i></b>   |  |

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|---------------------|---|
| 10:30 am - 11:30 am | <b>SPI-1: THE GUEST OF HONOR</b> -very well-known public figure <i>(will be announced soon)</i>   |
| 11:30 pm -12:00 pm  |  <b>Networking Coffee Break - Sponsored by:</b>      |
| 12:00 pm – 1:30 pm  | <p><b>SPI-2: Egyptian Insurance and Reinsurance Industry Outlook</b><br/> <b>SPI Moderator:</b><br/>                 Mr. Mohamed Mahran, Managing Director - Allianz Egypt.<br/> <b>SPI Panelists:</b><br/>                 Mr. Emir Mujkic, Director/Lead Analyst Financial Services- S&amp;P Global Ratings, Dubai International Financial Center.<br/>                 Mr. Hussein Attalla, Chairman -Misr Insurance Company.<br/>                 Mr. Ihab Alameh , Head of Business Development &amp; Client Relations - Munich Re.<br/>                 Mr. Vasilis Katsipis, General Manager, Market Development, MENA - A.M. Best.<br/>                 Mr. Omar GOUDA, Regional Director, North East Africa and Middle East Region- AFRICA RE.</p> |
| 1:30 pm – 3:00 pm   | <p><b>SPI-3: What do we need to develop the Egyptian Brokerage Market</b><br/> <b>SPI Moderator:</b><br/>                 Mr. Joseph Azar, CEO - NASCO Re France.<br/> <b>SPI Panelists:</b><br/>                 Mr. Amr Sartawi, CEO of Middle East &amp; North Africa - Aon Benfield.<br/>                 Mr. Habib Jaalouk, Executive Board Member - Chedid Re.<br/>                 Mr. Omar Gemei, Managing Director - Marsh Egypt.<br/>                 Mr. Wael Khatib, Chairman, MENA operations - Lockton.</p>   |
| 3:00 pm             |  <b>Lunch – Sponsored by</b>    |

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|-------------------------------|--|---|--|---------------|--|
| 5:00 pm                       |  | Sharm Rendezvous<br>International Tennis<br>Tournament<br><b>2018</b>   |  | Sponsored by: |  |
| 8:00 pm                       |  | Dinner – Sponsored by:  |  |               |  |
| Day three- 30th October, 2018 |  |   |  |               |  |
| 9:00 am - 10:30 am            |  | <b>SPI-4: Best practices and the neoteric of Global industry "International Insurance Trends and Best Practices"</b><br><b><u>SPI Moderator:</u></b><br>Mr. Mahomed Akoob Managing Director Hannover Re Takaful, General Manager - Bahrain Branch.<br><b><u>SPI Panelists:</u></b><br>Mr. Hedi Hachicha, CUO, Head of Africa, Near & Middle East - SCOR Global P&C.<br>Mr. Kamal Tabaja, Group Chief Operating Officer - Trust Re Bahrain.<br>Mr. Peter Englund, Senior Head of Commercial Ins- Middle East - Zurich Insurance Company.<br>Mr. Salvatore Orlando, Head of Region MEAR- Partner Re, Zurich Branch, Switzerland.<br>Mr. Zuhair Al Atout, Chief Executive Officer, APEX Insurance. |  |               |  |
| 10:30 am -11:00 am            |  | <b>Networking Coffee Break - Sponsored by:</b>  |  |               |  |
| 11:00 am - 1:00 pm            |  | <b>SPI-5: Customers' needs and the most important challenges "Blockchain in the insurance sector"</b><br><b><u>SPI Moderator:</u></b>   |  |               |  |

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Mr. George J. Kabban, Chief Executive Officer - UIB (DIFC) Ltd.

**SPI Panelists:**

Mr. Adel Fatoury, Managing Director, Wethak Insurance Company.

Mrs. Elena Butarova, Vice Chairman & Managing Director - Met Life Insurance Company - Egypt.

MR. Hamed Mabrouk, Head of Egypt Hub & Head of CRB for Middle East & North Africa at Willis Towers Watson

MR. Jack Jenner, CEO - Allianz Global Corporate & Specialty - United Arab Emirates

Dr. Mazen A. Chakra Managing Director / MENA and Cyprus - Gen. Re - Lebanon.

1:00 pm



Lunch

8:00 pm



SPI Awards Ceremony and Gala Dinner - Sponsored by:

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## SPI Program

### SPI-1: The Guest of Honor: very well-known public figure (will be announced soon)

Every year, Sharm El Sheikh Rendezvous will host and present a public figure. This public figure may be an actor or a writer or any famous and respected name who will share with Sharm El Sheikh Rendezvous delegates his knowledge and precious ideas about any issue or topic.

### SPI-2: Egyptian Insurance and Reinsurance Industry Outlook

The Egyptian insurance market may be small, but it is one of the fastest growing in the world with plenty of untapped potential; experts expect that the market to expand in double-digit figures, helping to cement improving profitability post-revolution.

The market will benefit from a number of large-scale infrastructure projects in mining, oil & gas, power generation and transmission, and housing both from providing direct insurance cover and because any resulting job creation will support the expansion of the commercial and personal lines of business.

Furthermore, proposed draft Bills, including one mandating comprehensive health insurance and the draft insurance supervision law and regulations proposed by the Financial Regulatory Authority (FRA), will provide a boost for the sector's micro-insurance, medical, takaful and mutual guarantee premiums when enacted, according to the rating agency.

#### **The SPI will include:**

1. Insurance Industry – Forecast.
2. Reinsurance in Egypt, key trends and Opportunities.

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3. Governance, Risk and Compliance - The Egyptian Insurance Industry.
4. Future developments and the forces that shape the future of market conduct regulations.
5. Egyptian insurance brokerage market.

## SPI-3: What do we need to develop the Egyptian Brokerage Market:

Insurance broking is the only channel, which represents customers and not insurers. This unique role of the broking channel is recognized by all stakeholders, the regulator, insurers and customers.

In view of stakeholders' expectations and global leading practices, key imperatives for insurance brokers in general include:

- Building increased trust with customers by adhering to a code of conduct, acting in the best interests of customers and refraining from undermining role of other brokers.
- Expanding their service offerings to provide comprehensive risk management services and subsequent impeccable service and claims support
- Enhancing product and industry knowledge, focusing on niche and specialized offerings, and enabling product innovation through awareness and in-depth needs analysis.
- Evolving their operating model and enhancing penetration through various means including leveraging online and point of sales platforms channel.

These key imperatives will meet Egypt's insurance industry wishes aimed at promoting market growth and development of the Egyptian Brokerage Market.

These key imperatives will likely be to drive customer-centric growth by understanding customers' current and evolving risk management needs and by making insurance as a favorable solution to meet most of these needs.

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## SPI-4: Best practices and the neoteric of Global industry "International Insurance Trends and Best Practices":

Industry best practices have proven effective for a wide range of insurance providers, across sectors. Regardless of product mix or market, insurers in every stage of maturity can benefit from solutions designed to maximize growth, create effective strategies, and enable benchmarking and forecasting.

Change and evolution is a part of any industry, and it's how you adapt, develop and react to these changes that are key.

With the international insurance industry new tools, technologies and behaviors coming on fast, “Best” ideas about what works “Best” are failing fast and need updating. Companies are on the lookout for ways to differentiate their strategies and drive differentiated capabilities in order to gain a competitive advantage and become more profitable.

What may have once been differentiating now looks like an also ran and insurers accordingly are taking a serious look at what's better and how to achieve it.

## SPI-5: Customers' needs and the most important challenges "Blockchain in the insurance sector"

The insurance industry is in the middle of an exciting transformation. Technology advancements coupled with changes in customer lifestyles and expectations are driving a hitherto unwitnessed level of innovation. Insurers intent on realigning their business models with evolving customer needs have new allies in the form of blockchain and Internet of Things (IoT) that have the ability to change the course of the industry.

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As customers increasingly expect a personalized value proposition, block chain could be the solution, with more reliable and secure data available faster more cheaply whilst reducing risk and fraud.

In the insurance industry, blockchain can help all players — from agents and brokers to distributors and underwriters — to use the same source of data to underwrite risks and make decisions. The single ledger will also enable companies to eliminate inconsistencies and errors boosting the overall efficiency and transparency across the entire value chain. This can indirectly reduce data management costs significantly.

Blockchain will also compel all entities involved to adhere to the highest standards while they update the records. This will ensure that the resulting data is highly accurate and reliable. Each entity will also be assured of the safety of its proprietary information with the use of private and public keys along with cryptography.