



27 & 28 FEBRUARY 2019  
08:00 – 18:00  
JUMEIRAH BEACH HOTEL, DUBAI

BUSINESS PROGRAMME – NETWORKING  
**+700 ATTENDEES**  
**+72 PRIMARY INSURANCE COMPANIES**  
**+ 44 COUNTRIES**

## DAY ONE | 27 FEBRUARY 2019

08:00 – 18:00 | NETWORKING HALL: MEETINGS

MAIN PLENARY, SATELLITE & ROUNDTABLE SESSIONS

09:00 to 11:00 | Main Plenary | Auditorium

### GLOBAL PERSPECTIVES AND (RE)INSURANCE GROWTH STRATEGIES

#### THE GLOBAL PICTURE

09:10 – 09:35 | A supply side perspective: The economic environment; the availability of capital; the state of the market; trends in M&A and the challenges of integration; the likelihood of new entrants and disruption.

**David Watson, Chief Executive, International Re, AXA XL**

09:35 – 10:00 | A demand side perspective: The industry's ability to meet customers needs; The delivery of new products for emerging risks; Tackling global under-insurance; Innovation and digital transformation.

**James Vickers, Chairman, Willis Re International**

#### REGIONAL DIVERSIFICATION

10:00 – 10:25 | From the Cape to Casablanca; the business opportunity in Africa; developing and managing a cross-border network of operations; the prospects for profitable growth and the challenges.

**Emmanuel Brulé, Deputy Ceo, Saham Finances at Sanlam**

10:25 – 10:50 | Looking East: the current state of the Chinese market; the key industry issues; the role of Foreign (re) insurers; the international expansion from China and the opportunities this presents.

**Jindong Xu, Expert Consultant, China Insurance Association**

10:50 – 11:00 | Q&A session

**Roger Bickmore, Conference Chair**

11:30 to 12:45 | Satellite Session | Marasi 1-4

### MENA: IN GOOD HEALTH?

11:35 – 11:50 | Global Programmes and Partnerships: Demystifying health insurance; helping companies with products and providing the additional services that customers expect

**Laurent Pochat-Cottilloux – Global Head – Health Reinsurance Partnerships, AXA – Global Healthcare**

11:50 – 12:05 | Connected Healthcare Eco-systems: The trend towards connected health devices how to use them. Pay as you live; adapting premiums to lifestyle; Improving insurers understanding of device data.

**Dr Saif Aljaibeji, Ceo, Middle East and Africa At Optum, UnitedHealth Group, UAE**

12:05 – 12:20 | Health Insurance for Emerging Markets: Driving underserved and emerging customers' access to health and travel insurance. The end-to-end digital customer journey and automated insurance processes.

**Michele Grosso, Ceo and Co-Founder, Democrance**

12:20 – 12:35 | A Review of mandatory healthcare in the region; The lessons learned in Dubai

**Ali F. Lutfi, Health Funding Department, Dubai Health Authority**

12:35 – 12:45 | Q&A session

**Roger Bickmore, Conference Chair**

## DAY ONE | 27 FEBRUARY 2019

13:30 to 14:30 | Panel Session | Marasi 1-4

### DUBAI: AN OASIS FOR INNOVATION

How can a successful reinsurance hub create a conducive environment for innovation and for insurtech to thrive?

Moderator:

**Salmaan Jaffery, Chief Business Development Officer, Dubai International Financial Centre Authority**

Panel:

**Laurent Lemaire, Chairman & CEO, Elseco**

**Sinan Geylani, Architect & Board Member, virtual i**

**Asad Irshad, Principal & Consulting Actuary Dubai, Milliman**

\*presentations from **Addenda, BetterTradeOff** and **BankBuddy**

14:30 to 15:30 | Satellite Session | Marasi 5-6

### MENA: THE CURRENT STATE OF THE REINSURANCE MARKET

Regional Trends in 2019 and beyond: The level of local capacity and engagement of global markets; best territorial prospects and those that are a challenge; product line highlights and new initiatives; the role of regulation and the evolution towards a more compliant culture.

Moderator:

**Roger Bickmore, Conference Chair**

Contributors:

**Simon Isgar, Head of Insurance and Reinsurance, BSA**

**Eric Lafage, Market Manager, Scor**

**Farid Chedid, CEO, Chedid Re**

**Zayd Faris, COO, Fenchurch Faris**

**Peter Englund, SEO, Zurich**

Roundtable discussion – *Observers are welcome to attend*

## DAY TWO | 28 FEBRUARY 2019

08:00 – 18:00 NETWORKING HALL: MEETINGS

SATELLITE & ROUNDTABLE SESSIONS

09:00 to 10:15 | Satellite Session | Marasi 1 - 4

### TAKAFUL - AT A TIPPING POINT?

09:05 – 09:25 | An overview of the latest global developments in Takaful and Retakaful: the key trends and outlook for profitable growth in 2019 and beyond.

**Bashar Al-Natoor, Global Head of Islamic Finance, Fitch Ratings**

09:25 – 09:45 | Commercial Insurance: The engagement of international markets in Takaful; developments in the London Market; building a framework to offer Shariah compliant commercial insurance products

**Dave Matcham, Chief Executive, International Underwriting Association [IUA]**

09:45 – 10:05 Rebooting Takaful: Finding new audiences for Takaful; developing new products and service delivery; re-imagining organizational structure and introducing digital processes to meet customer expectations.

**Mohammad Al Hawari, Executive Board Member and Managing Director, Takaful Emarat**

10:05 – 10:15 | Q&A session

**Roger Bickmore, Conference Chair**

SATELLITE SESSIONS

11:00 to 12:30 | Satellite Session | Marasi 1 - 4

## BEYOND MENA: A REVIEW OF EMERGING MARKETS AND THE IMPACT OF CHINA 1BIR

11:05 – 11:25 | One Belt One Road: Background to Chinese overseas investment programme; latest update on progress; an understanding of the insurance potential and the potential opportunities in MENA.

**Jindong Xu, Expert Consultant representing the China Insurance Association**

11:25 – 11:45 | An overview of the Silk Road emerging markets; latest developments and prospects for profitable growth; the role of international reinsurance; the opportunities arising from one belt one road.

**Vasilis Katsipis, General Manager, Market Development, A.M. Best - MENA, South & Central Asia**

Country Presentations:

11:45 – 12:00 | **AZERBAIJAN**

**Mr Fuad Kuliyev, Chairman, Az Re**

12:00 - 12:15 | **TURKEY**

**Levent Nart, President & CEO at Nart Sigorta ve Reasürans Brokerligi A.S.**

12:15 – 12:30 | Q&A session

**Roger Bickmore, Conference Chair**

11:30 to 13:30 | Roundtable – By invite | Marasi 7-8

## THE INSURETECH REVOLUTION – FROM TECHNOLOGY-DRIVEN SOLUTIONS TO A CUSTOMER-FOCUSED FUTURE

From a peripheral re/insurance topic to the centre stage, InsureTech is about innovative thinking and cutting-edge solutions. The outcomes are ground breaking: employing artificial intelligence to automate claims, using drones to overfly damaged property, analysing big data to better price risks and pioneer parametric solutions – all of this is easier with technology as an ally.

But the InsureTech evolution isn't just about providing technology-driven solutions. It's about delivering customer-driven outcomes that pave the way for deeper customer relationships.

If you want something you have never had, you must be willing to do something you have never done. This roundtable will challenge your thinking of InsureTech and explore the steps to a more efficient customer-focused future.

*Closed door session held under Chatham House Rule*

*Hosted by Global Reinsurance and Charles Taylor Insurtech*

CEO Roundtable discussion – *By Invitation Only*

## NETWORKING

The Dubai World Insurance Congress is the biggest 'pre-scheduled business meet-up' in the Middle East.

Since its launch in 2017, DWIC has focused on providing senior insurance executives with a platform to meet and do business. DWIC's Networking Hall and online meeting scheduler make it easy to arrange business meetings and this year's expanded Meeting Hub, Premium Lounge, and Client Suites mean there are now even more places to meet.

### NETWORKING AT A GLANCE

DAY ONE   27 FEBRUARY 2019	DAY TWO   28 FEBRUARY 2019
08:00 to 18:00 <b>NETWORKING HALL</b>	08:00 to 17:00 <b>NETWORKING HALL</b>
12:30 to 13:30 <b>NETWORKING LUNCH ON THE TERRACE</b>	12:30 to 13:30 <b>NETWORKING LUNCH ON THE TERRACE</b>
18:00 to 19:30 <b>WELCOME RECEPTION AT THE SUNSET GARDEN</b>	

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