



Our World Our Turn  
Climate Change & Emerging Risks  
April 9~11, 2017 Karachi



# CLIMATE CHANGE & EMERGING RISKS



# Pakistan Insurance Institute

To promote educational and knowledge sharing activities in the field of insurance, the Pakistan Insurance Institute (PII) was set up in 1951 by the insurance fraternity of Pakistan.

In 1953, PII got affiliation with the Chartered Insurance Institute (CII), London and since then the Institute has been conducting the CII examination in Pakistan. In affiliation with the University of Karachi PII launched a 2 semester Post Graduate Diploma in Insurance and since 2010 has been conducting classes offering specialization in various classes of insurance.

To meet its objectives of being the primary organization for imparting insurance education in the country and, a credible source for developing insurance professionals to address the manpower requirements, at various levels, within insurance and related industries, Pakistan Insurance Institute also offers various certificate courses.

PII recognizes the importance of continuing professional development for executives employed in the insurance industry and organizes certificate courses / workshops and seminars / conferences specifically designed to enhance the academic and professional skills.

Pakistan Insurance Institute had the honour of hosting the first international insurance conference on the topic of 'Political Violence' in April 2010, the second one on the topic of 'Catastrophe Events – A Challenge' in April 2012 and third one in April 2015 on the topic of 'Challenges & Opportunities for the Insurance Industry in Emerging Markets'. The efforts of promoting professionalism and knowledge sharing activities were recognized by all concerned and encouraged by the support of the insurance industry, Pakistan Insurance Institute is organizing the fourth international insurance conference on the topic of 'Climate Change & Emerging Risks' to be held on 09 ~ 11 April, 2017, at Karachi.

# Message



## M. Zafar ul Haq Hijazi

Chairman  
Securities & Exchange Commission  
of Pakistan (SECP)

Pakistan was one of five nations most affected by events related to climate change in 2014 and is ranked 8th on the list of countries most vulnerable to climate change according to the Germanwatch Global Climate Risk Index. We are placed in a group of countries that encounter extreme weather events each year, not those that are in the bottom 10 because of exceptional catastrophes. The insurance industry is not immune to climate change and this can damage their balance sheet assets as much as their liabilities, potentially hindering their ability to meet obligations to policyholders.

The insurance regulation and supervision need to respond to industry changes. The relation between climate change, insurance and insurance regulation as well as supervision is the central issue that needs to be addressed with critical urgency. It is appropriate to mention that achieving increased investment in risk reduction will require enhanced collaboration between the public and private sectors. The public sector has an important role to play in facilitating this happens in an efficient and equitable manner.





## Message

### Fida Hussain Samoo

Commissioner (Insurance)  
Securities & Exchange Commission  
of Pakistan (SECP)

On this opportune occasion of International Insurance Conference on Climate Change and Emerging Risks, whereby large number of professionals from diversified backgrounds are gathered under one roof, I extend my best compliments to the insurance industry for being able to bring it this far where such events are being arranged at increasing frequency and important issues are deliberated at length.

It is encouraging to see that insurance fraternity recognizes its responsibility and the active role it has to play amid changing climate and the evolving risks as a result of global climate shift. I am confident that this vast assembly of professionals gathered here today will surely come up with solutions to the issues related to this subject.

Pakistan is prone to climatic shift and the emerging risks, including the significantly large risks which come under the ambit of disasters. There have been number of initiatives by the local and international bodies to develop a mechanism for the effective management of climate change and emerging risks, including the disaster risks which claim number of lives and valuable properties. The support and assistance from government of Pakistan and the SECP has been extended regarding many such initiatives, few of which are mentioned as follows.

In March 2015, an official from the Government of Pakistan attended the 3rd UN World Conference on Disaster Risk Reduction in Sendai, Japan whereby the United Nations Environment Program, Finance Initiative (UNEPFI) Principles for Sustainable Insurance launched the "united for disaster resilience statement". In the conference, "Sendai Framework for Disaster Risk Reduction 2015-2030", a new international guiding principle for disaster risk reduction, and the "Sendai Declaration" indicating political commitments of each country to disaster risk reduction were adopted by the attendee countries. The initiative also invites any insurance organization, or any organization that works with the insurance industry to make a voluntary commitment towards the purpose of this initiative. The categories of voluntary commitment include conducting research, development of risk management processes, literacy programs, customized products for low-emission and resource-efficient solutions, among others. The insurance industry stakeholders may play practical role for this cause by entering into this commitment.



# Message

At the level of SECP, the input was provided by the SECP during the consultation conducted by the UNEP to assess key priorities for the development of the Sustainable Insurance Policy Framework (SIPF) on areas such as scope, focus areas, strategy and work program, deliverables, leadership and partnerships. The SIPF initiative is being taken forward by UNEP, bringing together two UNEP global initiatives – the Principles for Sustainable Insurance (PSI) and the Inquiry into the Design of a Sustainable Financial System.

In January 2016, the ADB had embarked on a mission regarding the Regional-Capacity Development Technical Assistance (RCDTA) for Developing a Decision Making Tool for Introducing Disaster Risk Financing Products, the scope of which included the formulation of diagnostic methodology to assess the current disaster risk financing landscape and formulation of toolkit of actions to strengthen the enabling environment for disaster risk financing. The SECP had affirmed to this initiative and supported the same through its input to be incorporated in the *Aide Memoire* of the project.

The SECP had been strategically and technically supporting the parallel initiatives regarding the formulation of Disaster Risk financing solutions such as the National Disaster Risk Insurance Framework (NDRIF) formulated by the National Disaster Management Authority (NDMA). The SECP had provided input regarding its formation, design and operational modalities including corporate governance of the fund and its financial modeling. Furthermore, issues such as self-sustainability of the fund including its solvency, matching of assets and liabilities were also deliberated by the SECP.

As you may be already aware that SECP is in the process of introducing significant reforms in the insurance regulatory framework with Technical Assistance of the World Bank/ FIRST Initiative. Considering the significance of the subject of devising solutions for climate change and emerging risks, I invite input from you regarding the regulatory support that may be required in this regard, so that the same may be incorporated in the undergoing regulatory reforms.

In the end, I would reiterate that the SECP is committed to provide its full support in the capacity of regulator and enabler for insurance in Pakistan. I wish best of luck to the insurance fraternity in devising solutions for the emerging risks in the wake of climate change.



Sunday April 9, 2017

## Welcome Dinner

Pool Side, Mövenpick Hotel

08.00p.m.

Monday, April 10, 2017

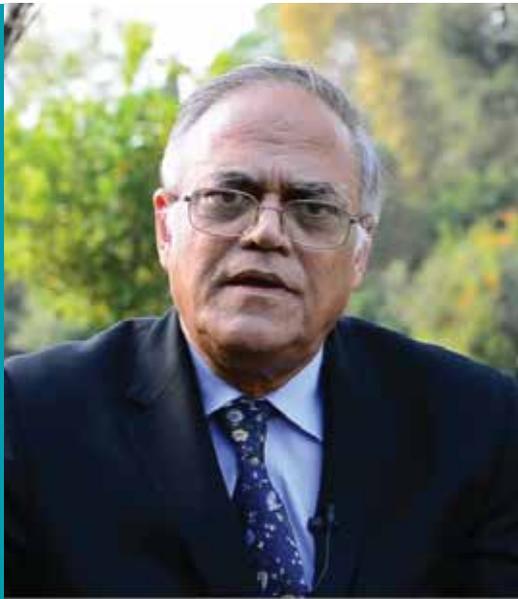
## Inaugural Session

- 08:15a.m. Registration
- 09:00a.m. Recitation from Holy Quran
- 09:05a.m. National Anthem & Documentary
- 09:20a.m. Welcome Address
- 09:25a.m. Address by Chief Guest
- 09:45a.m. Keynote Address

**Taher G. Sachak**  
Chairman, Pakistan Insurance Institute

**M. Zafar ul Haq Hijazi**  
Chairman, Securities & Exchange Commission of Pakistan

**Javed Jabbar**  
Former Federal Minister, Government of Pakistan



## Keynote Speaker

### Javed Jabbar

Former Federal Minister  
Government of Pakistan

Javed Jabbar is a legend of advertising and media in Pakistan, a famous politician, a former federal information minister and an intellectual. He is the recipient of the first-ever Lifetime Achievement Award presented by the Pakistan Advertisers' Society in 2015 and has received several other honours and awards in diverse fields. He is presently a Member of the Senate Forum for Policy Research.

In recognition of his long association with environmental causes, he was twice elected global Vice President, 2004-2012, of International Union for Conservation of Nature (IUCN), the world's largest and oldest environmental organization.

He is father of renowned director Mehreen Jabbar. He is also a film-maker and writer with 14 books published to date. He was elected to the Senate of Pakistan and has served in three Federal cabinets. He has also been Advisor on National Affairs to the Chief Executive of Pakistan. He drafted new laws and policies to introduce private TV and radio channels and freedom of information for the first time.

Javed Jabbar wrote and directed Pakistan's first and only English-language feature film "Beyond The Last Mountain" which received wide critical acclaim as did the more recent film "Ramchand Pakistani", directed by Mehreen Jabbar and written and produced by him, which won 5 major global awards including the "Critics' Oscar" in 2008.

He is founder/co-founder of several public service development organizations and think tanks whose work covers over 2000 villages and towns throughout Pakistan.





# Working Session I

10:15a.m. To be Advised

**Shoaib Mir**  
Chairman, State Life Insurance Corporation of Pakistan

**10:45a.m. - 11:00a.m. Tea Break**

11:00a.m. Cyber & Technology Risk- How to manage a Chimera?

**Giles Ward**  
Regional President, Eurasia & Africa, Chubb

11:30a.m. Resilience during & after Large Cat Events

**Gianni Testa**  
Vice President Claims Expert Middle East, Swiss Re

12:00p.m. Opportunities in a Changing Landscape:  
Climate, Demographics & Emerging Risks

**Brad Weir**  
Head of Aon Benfield Analytics, Aon Benfield Asia

12:30p.m. Panel Discussion (Q & A)

**Ali Jameel (Moderator)**  
CEO, TPL Trakker Ltd

**01:00p.m. - 02:15p.m. Lunch & Prayer Break**





**Shoaib Mir**  
Chairman  
State Life Insurance Corporation of Pakistan

# Speaker

Shoaib Mir is a senior officer of Federal Government in BS-21, presently posted as Chairman, State Life Insurance Corporation of Pakistan. Prior to present posting in State Life he has held the position of Additional Secretary Establishment Division, Islamabad, besides he remained posted on leading Administrative & Financial positions in Federal, Provincial Government and Public Sector Enterprises.

Shoaib Mir joined Civil Services in 1990; he has vast professional experience in senior management positions in diversified fields including Public Sector Management, Administration, Financial, Judicial, Health, Insurance and Planning.

He has extensively attended local and international professional training courses, workshops, seminars and conferences.

Shoaib Mir has attained a Degree of MBBS and he is a Certified Director from Pakistan Institute of Corporate Governance.



**Giles Ward**  
Regional President, Eurasia & Africa  
Chubb

# Speaker

Giles Ward was appointed as Regional President of Chubb's businesses in Eurasia & Africa in April 2014, when this new regional division was established. He is responsible for the management of Chubb's property and casualty (P&C), accident and health (A&H) and personal and business insurance (PBI) operations in the nine countries that make up the region (Russia, Turkey, Bahrain, Egypt, Saudi Arabia, United Arab Emirates, Pakistan, Tunisia and South Africa), as well as for driving strategy and business development including any future expansion into new markets.

Ward joined Chubb in 2006 as Regional Managing Director for the company's Middle East and Africa (MENA) operations overseeing the performance and growth of Chubb's businesses in Egypt, Pakistan and Saudi Arabia as well as the establishment of a new operation and regional MENA head office for Chubb in Bahrain in 2007. In 2010, he then moved to Sydney to take up the role of Country President, Australia and New Zealand.

Prior to joining Chubb, Ward held a number of underwriting and leadership roles with international insurance companies in the UK and South East Asia. He has a total of more than 28 years of experience in the insurance industry.

Ward holds a BA in Economics from the University of Manchester and is a Chartered Insurer.





### **Gianni Testa**

Vice President, Claims Expert Middle East  
Swiss Re

# Speaker

After having worked as an independent lawyer for several years, Gianni Testa joined Swiss Re in 1988 as a Claims Manager for the Italian market. He then held various positions within Swiss Re group starting with Client Manager for Switzerland, Italy and Global Clients and acting then as a coordinator for large losses within the Swiss Re Group between 2000 and 2006. Following that he worked as an internal auditor focusing on claims functions during 4 years. After having lead a team for compliance and governance in the claims department in 2009, he joined the EMEA claims management team in 2010 in his current function, and was supporting in addition to the Middle East also the Spanish market.

Gianni Testa holds a Master in Law from the University of Zurich, and is admitted lawyer to the Swiss Bar, Switzerland.



### **Brad Weir**

Head of Aon Benfield Analytics  
Aon Benfield Asia

# Speaker

Brad joined Aon in September 2001 and is currently based in Singapore. He has 15 years of experience in reinsurance related analytics with a focus on catastrophe modelling and management.

As Head of Aon Benfield Analytics, Asia, Brad is responsible for leading the development, innovation and application of Aon Benfield's analytical capabilities to meet client's strategic risk and capital objectives. This includes the Catastrophe Management and Actuarial teams and coordination with Regulatory & Rating Agency Advisory and Research & Product Innovation teams in addition to the Asia Pacific Impact Forecasting catastrophe model development team.

Prior to joining Aon, Brad worked on 3-D modeling and simulation within the mineral exploration and environmental industries. He has worked on a wide range of projects including; development of wind and flood models, tsunami propagation and inundation modeling, development of Catastrophe Management Processes and Tools, and model evaluation. He has a Master's degree in Computer Science/Photogrammetry, Curtin University, 1999.





**Ali Jameel**  
Chief Executive Officer  
TPL Trakker Limited

# Moderator

Ali Jameel is the CEO of TPL Trakker Ltd, Pakistan's first and currently the largest vehicle tracking and fleet management company in South Asia. He is also the Executive Director of TRG Pakistan Limited which is the largest BPO company in Pakistan. Jameel's other business interests include TPL Direct Insurance, Pakistan's first direct insurance company which is a joint venture with Greenoaks Global Holdings Ltd. TPL Properties, a commercial real estate company and TPL Life, formerly known as Asia Care Health & Life Insurance Co. Ltd. which provides innovative life and health insurance products, based on international standards and tailored to cater to the divergent needs of Pakistanis.

He is also a member of the Board of Advisors – (LSE) London School of Economics and Political Science and is also a member for YPO (Young Presidents Organization). He is currently the Chapter Chair for YPO's next international event "Colours of Indus – 2017" which is being held in Lahore from February 9th till 12th 2017.

Formerly, Jameel was Chief Executive Officer of one of the largest investment bank's in Pakistan. He has also held several advisory posts in the Pakistan's information technology and telecommunication sectors, including appointments on the Task Force on Telecom Deregulation, the Fiscal Incentives group on the IT Commission, The Task Force on Venture Capital. He is a member of the Tax Reform Group in 2011-2012 FBR and a member of The Economic Advisory Council, Government of Pakistan.

Jameel received his B.Sc. degree in Economics from the London School of Economics and Political Science. He is also Fellow Member of the Institute of Chartered Accountants in England & Wales and qualified in 1994 at KPMG Peat Marwick in London.





## Working Session II

02:15p.m. Teleconnections for Peril Drought between Pakistan & Surrounding Countries

**Iakovos Barmpadimos**  
CAT Analyst Agriculture Risk Modelling SCOR Zurich

02:45p.m. Global Warming & The Changing Insurance Landscape

**Dr. Jagath Alwis**  
Director (Technical) / Chief Technical Officer  
Ceylinco General Insurance Plc, Colombo, Sri Lanka

**03:15p.m. - 03:30p.m. Tea Break**

03:30p.m. Emerging Risks in Emerging Markets

**Yassir Albaharna**  
CEO, Arig Bahrain

04:00p.m. Panel Discussion (Q & A)

**Tahir Ahmed (Moderator)**  
Managing Director & Chief Executive  
Jubilee General Insurance Company Limited

**Gala Dinner & Musical Evening 8:00p.m. - 11:00 p.m.**





**Iakovos Barmpadimos**  
CAT Analyst Agriculture Risk Modelling  
SCOR Zurich

# Speaker

Iakovos Barmpadimos holds a PhD in Environmental Science from ETH Zurich and an MSc in Applied Meteorology from the University of Reading, UK. In August 2012 he joined the Nat Cat team of SCOR in Zurich as a Cat Risk Analyst. In April 2015 he changed to the Agri and Specialty Risk Modelling team. His activities in SCOR include atmospheric hazard assessment, model validation, pricing and accumulation.

Iakovos' field of expertise is Atmospheric Science and Statistics and he has been involved in a number of industry-related research projects such as hurricane clustering and return periods of tropical and extra-tropical storms.

He has co-authored several peer-reviewed research articles.



**Dr. Jagath Alwis**  
Director (Technical)/Chief Technical Officer  
Ceylinco General Insurance Plc, Colombo, Sri Lanka

# Speaker

Dr Jagath Alwis graduated as a Bachelor of Science (B.Sc.) majoring in Mathematics and Physics. He is a Fellow Member (FCII) of the Chartered Insurance Institute, London and the Indian Insurance Institute (FIII). He is also a Chartered Insurer by profession. Dr Alwis is a Fellow Member of the Institute of Directors, U.K.

He is also one of the Past Presidents and a Member of the Board of Trustee of the Association of Insurers and Reinsurers of Developing Countries (AIRDC).

He is one of the past Presidents of the Insurance Association of Sri Lanka (IASL) and the Vice President of the Ceylon Society for Prevention of Accidents (CESPA).

He was conferred a Doctorate from the Middlesex University of UK in 2013. Dr Alwis was also a board member of the Faculty Board of Science of University of Peradeniya, Sri Lanka and presently a Board Member of Faculty of Management Studies, University of Sabaragamuwa, Sri Lanka.

Dr Alwis won the Award for the "Personality of the Year" at the 18th Asia Insurance Industry Awards Ceremony held in November 2014 in Taipei, organized by Asia Insurance Review Singapore.

He was also the Conference Chairman of the 12th International Microinsurance Conference organized by Insurance Association of Sri Lanka together with Munich Re Foundation which was held in November 2016 in Sri Lanka.





**Yassir Albaharna**  
Chief Executive Officer  
Arig Bahrain

# Speaker

Yassir Albaharna graduated in 1984 with a Bachelor degree in Engineering (Mechanical) from McGill University in Montreal and then in 1986 obtained dual Masters in Engineering (Manufacturing) and an M.B.A (High Honors) from Boston University. He subsequently joined the Arab Insurance Group (Arig) in 1987 and was elected as "Fellow" and "Chartered Insurer" of the Chartered Insurance Institute (CII) in 1993.

Yassir worked within the reinsurance division of Arig during his entire working career and assumed various underwriting and managerial positions. Throughout, he has traveled extensively and represented Arig in numerous regional and international forums.

Yassir is currently the CEO of Arig, Chairman of Arig Capital Limited (London), Chairman of Gulf Warranties (Bahrain), Chairman of FAIR Oil & Energy Insurance Syndicate (Bahrain), Board member of Arima Insurance Software (Bahrain), Board member of the FAIR Non-Life Reinsurance Pool (Istanbul), Board member of Takaful Re (Dubai International Financial Center) and Board member of GlobeMed (Bahrain). He is also Board member of the International Insurance Society (New York), Board member of the Federation of Afro-Asian Insurers & Reinsurers (Cairo), Board member of the Association of Insurers and Reinsurers of Developing Countries (Philippines), Vice Chairman of Bahrain Insurance Association, Board member of Bahrain's Specific Council for Vocational Training (Banking Sector) as well as Board of Trustees of Bahrain's Human Resources Development Fund (Banking & Financial Sector).





## Tahir Ahmed

Managing Director & Chief Executive  
Jubilee General Insurance Company Limited

# Moderator

Tahir Ahmed, Managing Director & Chief Executive Officer, Jubilee General Insurance Company Limited (Pakistan) is a Metallurgical Engineer by profession, holds MBA (IBA, Karachi-Pakistan) degree and is also an Associate of Chartered Insurance Institute (ACII), London.

Ahmed has been associated with the insurance industry for the last 37 years. He spent almost 25 years with Adamjee Insurance where he obtained extensive experience in all areas of general insurance business including Engineering, Marine Hull & Machinery, Energy Risks and Aviation. As General Manager (Operations) of Karachi Zone in Adamjee, he oversaw the growth from 25 to 46 branches and premium from less than quarter billion to almost 3 billion Pak Rupees. His last assignment with Adamjee was as General Manager- Middle East where he was tasked to turn around the company's operations which he successfully did.

Ahmed joined Jubilee General Insurance in August 2004 and since then the Company has positioned itself as provider of innovative insurance solutions including specialized lines e.g. engineering projects insurances, products for financial institutions like Banker's Blanket, Bank Lockers, Computer Crime and Directors & Officers Liability and many other unusual miscellaneous insurances including terrorism insurance. Jubilee General has also pioneered paperless & cashless on-line delivery of insurance products and continues to make rapid progress in internet sales under Mr Ahmed's leadership. As the 3rd largest insurance company Jubilee is presently growing at almost twice the rate of market in general and has the highest rating amongst the general insurers of "AA+ (Stable Outlook)" from local credit rating agencies and "B++ (Good)" from A. M. Best. Recently Jubilee has entered Takaful business.

Ahmed is Council Member of Pakistan Insurance Institute (PII) and was its Chairman in 2013-2014. He has also previously held the office of Chairman, Insurance Association of Pakistan (IAP) in the years 2006-2007, 2009-2010, 2012-2013 and 2015-2016.

Ahmed chaired the Conference Committee of Pakistan Insurance Institute which successfully organized three International Conferences in 2010, 2012 and 2015 on "Political Violence", "Catastrophic Events – A Challenge" and "Winds of Change Challenges & Opportunities for the Insurance Industry in Emerging Markets" respectively. These conferences attracted a number of international speakers and delegates.

Ahmed was the Member of the Working Group on Micro-insurance Development and the Chairman of Insurance Reforms Sub-Committee of Securities & Exchange Commission of Pakistan (SECP), Government of Pakistan.





Tuesday April 11, 2017

## Working Session III

09:30a.m. Shielding your Digital Risks with Cyber Edge

**Alexandar Pieter Blom**

Head of Financial Lines MENA, AIG Dubai  
(courtesy: Crescent Global)

10:00a.m. Emerging Risks & Life Insurance

**Tobias Frenz**

Managing Director Life & Health Reinsurance  
(South East Asia) & Retakaful, Munich Re

10:30a.m. An Overview of Agriculture & Climate Change

**Xiaoliang Liu**

Agricultural Risks, Hannover Re (courtesy: JB Boda)

### 11:00a.m. - 11:15a.m. Tea Break

11:15a.m. Inter-Active Session  
Moderator: Tahir Ahmed

**Saifuddin N. Zoomkawala**

Chairman, EFU General Insurance Ltd

11:45a.m. Powering The Future - Risky or Not?

**John Nolan**

Regional Director, Lockton MENA

12:15p.m. Climate Change & Emerging Risks – Communicable  
Diseases Case Study

**Jean Louis Piquet**

Head of Life & Health Reinsurance, Trust Re

12:45p.m. Panel Discussion (Q & A)

**Arshad P. Rana (Moderator)**

Chief Executive Officer, Atlas Insurance Limited

### 01:15p.m. Vote of Thanks

### 01:20p.m. Memento Presentation

### Lunch





**Alexandar Pieter Blom**  
Head of Financial Lines MENA, AIG Dubai

# Speaker

Alexander Blom is the Head of AIG's Financial Lines business unit for the Middle East and North Africa. The unit underwrites risks in relation to Directors' & Officers' Liability (D&O), Professional Indemnity (PI), Bankers Blanket Bond (BBB), Cyber, Kidnap & Ransom (K&R) and other related Financial Lines insurances for the various licensed AIG entities throughout the MENA region on a direct and reinsurance basis.

Before joining AIG in 2010 in Dubai, Alexander worked for one of the leading international insurance brokers for over 11 years out of Dubai, London and Rotterdam. He has Masters in Economics degree from the Erasmus University of Rotterdam.



**Tobias Frenz**  
Managing Director Life & Health Reinsurance (South East Asia)  
& Retakaful, Munich Re

# Speaker

Tobias Frenz is the Managing Director Life & Health Reinsurance (Southeast Asia) and Retakaful for Munich Re, based in Singapore. He has been in Asia for the past 13 years in various executive positions with Munich Re in Kuala Lumpur (2008-2013), Dubai (2013-2015) and Singapore (2004-2008 and 2015 to date).

Before joining Munich Re, Tobias spent seven years with an Actuarial Consultancy in Germany, Switzerland and Austria. During this time he was also seconded to New York to help set up the actuarial consulting practices for the USA market.

Tobias obtained his Master in Mathematics & Economics from the University of Dortmund, Germany in 1996 and is a Fellow of the German Society of Actuaries (DAV) and the German Society of Insurance and Finance Mathematics (DGVMF) since 1998. He is the first graduate worldwide to be awarded the Certificate in Islamic Finance by the Chartered Institute of Management Accountants (CIMA) and published a comprehensive book titled "Takaful & Retakaful: Advanced Principles and Practices."



**Xiaoliang Liu**  
Agricultural Risks  
Hannover Re

# Speaker

Xiaoliang Liu was born in Taiyuan, China. He did his bachelor in International Economics and Trade in China and received his Masters degree in Agricultural Economics at Humboldt University of Berlin, Germany. Prior to joining Hannover Re Xiaoliang worked as research fellow at Humboldt University of Berlin.

Since 2012 Xiaoliang works at Hannover Re as an Underwriter responsible for Agricultural Risks in Asia.





## Saifuddin N. Zoomkawala

Chairman  
EFU General Insurance Limited

Saifuddin N. Zoomkawala is the Chairman of EFU General Insurance Limited, Pakistan and Allianz EFU Health Insurance Limited, Pakistan, he is also Director of EFU Life Assurance Ltd., Pakistan. EFU by far is the largest Insurance Group in Pakistan.

He started his career in Insurance in 1964 with EFU Insurance Group, he also managed Credit & Commerce Insurance Company, United Arab Emirates, from 1975 to 1989, being a subsidiary of EFU Insurance Group.

Chairman – Insurance Association of Pakistan (2005)

Chairman – Pakistan Insurance Institute (2008 – 2010)

President/CEO – Pakistan German Business Forum (2010 – 2013)

In addition he is also associated with:

SAARC CCI Council on Financial Services & Insurance - Chairman

SAARC Chamber of Commerce & Industry - Member Executive Committee

IBA Advisory Council – Member

Aga Khan Resource Committee - Member

Shaukat Khanum Memorial Trust and Research Centre - Member

Board of Governor Burhani Hospital, Karachi - Member Trustee

Sindh Institute of Urology and Transplantation, Karachi - Member Board

German Pakistan Chamber of Commerce and Industry - Member Board

Vice Chairman, Karachi Council on Foreign Relations

He is also on the Academic Council of Pakistan Insurance Institute.



## John Nolan

Regional Director  
Lockton MENA

# Speaker

John began his international career at Johnson & Higgins in Saudi Arabia where he became Country Manager before leaving the Middle East after 10 years to head up the Asia Special Projects team which he created based in J & H's Hong Kong office. He then led the Power and Infrastructure Asia practice following the merger with Marsh and Sedgwick whilst stationed in each of Manila, Jakarta and subsequently Bangkok.

John's wide background and training encompass construction, property and casualty insurance lines and during his career he has gained detailed and extensive insights and experience of the risk characteristics of major infrastructure projects and their limited recourse or balance sheet financing during development, construction, commissioning and operations.

John has worked closely with many international legal and financing teams in order to achieve Financial Close on major infrastructure projects and acted as a permanent consultant to the Asian Development Bank (Private Sector) whilst based in Manila. He has also acted with and for many Multilaterals including the IFC as well as with numerous commercial banks and Export Credit Agencies in acting as their Lenders Insurance Adviser. John has been for many years a Fellow of the Chartered Insurance Institute of London by examination and a Chartered Insurance Practitioner.





**Jean Louis Piquet**  
Head of Life & Health Reinsurance  
Trust Re

# Speaker

Graduated in Economics and Actuarial Science, Post Graduate in Law. He has been working in the insurance industry for more than 25 years. He worked for French direct insurance companies in the Technical Department till 1998 and then joined Munich Re Paris office as Chief Actuary. In May 2003, he joined Hannover Rückversicherung as Actuary Life Underwriter for Africa, Maghreb, and Middle East markets. In 2008, he joined CCR as Vice President in charge of French, Middle East & Asian Markets.

He joined Trust Re in October 2015 heading Life and Health operations.



**Arshad P. Rana**  
Chief Executive Officer  
Atlas Insurance Limited

# Moderator

Arshad P. Rana is the Chief Executive Officer of Atlas Insurance Ltd an Atlas Group company, and has been associated with the company since 1991; as General Manager and Chief Operating Officer before being appointed as the Chief Executive Officer of the Company in March, 2004. He is a graduate from Government College, Lahore; B.S. in Insurance & Economics from Iran and MBA from USA. In his professional career that spans over 40 years, he has worked in Iran, USA and Middle East. With the vision to make Atlas Insurance one of the best performing companies in the market, the company during this period has won several awards in the financial sector. He is also on the Board of Atlas Asset Management Ltd.

Rana has been the Chairman, Insurance Association of Pakistan (IAP), Lahore Regional Committee in 2002-2003 and Vice Chairman, Central Committee (IAP) in the year 2004-2005 prior to becoming the Chairman, Insurance Association of Pakistan in 2005-2006. Currently he is the Senior Vice Chairman of the Association.





## SPONSORS



### Secretariat Office:

30-B Lalazar Drive, M.T. Khan Road, Karachi-74000  
Tel: (+92-21) 35611063-64 Fax: (+92-21) 35610020  
Email: [customer.service@pii.com.pk](mailto:customer.service@pii.com.pk)  
[www.pii.com.pk](http://www.pii.com.pk)