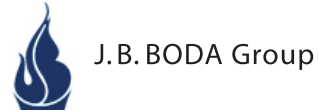


S P O N S O R S



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IIIBBCL



Pakistan Insurance Institute



*Winds of Change*

Challenges & Opportunities  
 for the Insurance Industry  
 in Emerging Markets

Karachi, April 19~21, 2015





**Winds of Change**  
 Challenges & Opportunities  
 for the Insurance Industry  
 in Emerging Markets  
 Karachi, April 19~21, 2015

## Introduction

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 Postgraduate 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 for 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 and the second one on the topic of 'Catastrophe Events – A Challenge' in April 2012. 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 third international insurance conference on the topic of 'Challenges & Opportunities for the Insurance Industry in Emerging Markets' to be held on 19 ~ 21 April, 2015, at Karachi.

The chosen topic is very relevant to the insurance industry at this time which is facing constant challenges in terms of occurrence of catastrophe events, political violence, shift in techniques of sales & marketing, the advancement and use of technology as an alternative distribution channel. The conference aims to bring together all stakeholders to discuss and find ways and means to convert low insurance penetration into an opportunity and in this context papers will be presented on micro insurance, Takaful, developments in Asian markets, global innovations in the insurance industry, renewable energy, employee benefits and personal lines business.

The conference is aimed to benefit the insurance industry of Pakistan where the delegates will have the opportunity to share the views and expertise of the learned speakers representing leading insurance companies, brokers and reinsurers.

<b>Date &amp; Time:</b>	<b>Welcome Dinner*</b>	<b>Sunday, April 19, 2015</b>	<b>8:00 ~ 10:00 p.m.</b>
	<b>Conference Day 1</b>	<b>Monday, April 20, 2015</b>	<b>8:00 a.m. ~ 5:00 p.m.</b>
	<b>Gala Dinner/Musical Evening**</b>	<b>Monday, April 20, 2015</b>	<b>8:00 ~ 11:00 p.m.</b>
	<b>Conference Day 2</b>	<b>Tuesday, April 21, 2015</b>	<b>9:00 a.m. ~ 2:15 p.m.</b>

**Venue:** \*Pool Side, Mövenpick, Karachi  
 \*\*Grand Ballroom, Mövenpick, Karachi



Pakistan Insurance Institute

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POTTERY



## POTTERY

Pakistan, having rich culture & heritage, handicrafts & art pieces are famous worldwide. The typical ceramics & pottery is very unique & popular art. The ceramic art seems amazing as it is designed by random local artisans, not done by machines or stickers. Pakistani Ceramic art work is usually in multi colors on white pot base.

## BASANT

The biggest, or perhaps the best known, festival is that of Basant (or Jashn-e-Baharaan) held in February each year. Basant is a Punjabi festival celebrating the onset of the spring season and is also called the Basant Festival of kites. This festival is celebrated with kite flying competitions all over the city especially in the Androon-E-Shehr (The Inner City or the Walled City) area. The sky is literally filled with colorful kites of all shapes and sizes flown from rooftops.



BASANT

TRUCK ART



## TRUCK ART

Many trucks and buses in Pakistan are highly customized and decorated by their owners and are commonly known as jingle trucks. External truck decoration can cost from \$3,000 to \$5,000. Decoration may include structural changes, paintings, calligraphy, and ornamental decor like mirror work on the front and back of vehicles and wooden carvings on the truck doors. Depictions of various historical scenes and poetic verses is also common. Outfitting is often completed at a coach workshop.

## TEXTILE

The Textile industry in Pakistan is the largest manufacturing industry in Pakistan. It has traditionally, after agriculture, been the only industry that has generated huge employment for both skilled and unskilled labor. The textile industry continues to be the second largest employment generating sector in Pakistan. Pakistan is the 8th largest exporter of textile products in Asia. This sector contributes 8.5% to the GDP and provides employment to about 15 million people or roughly 30% of the 49 million workforce of the country. Pakistan is the 4th largest producer of cotton with the third largest spinning capacity in Asia after China and India, and contributes 5% to the global spinning capacity.



TEXTILE

Message



## Fida Hussain Samoo

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

I am very delighted to witness this opportune assembly of local and international insurance professionals from diverse backgrounds and nationalities, gathered under one roof for interpreting and supporting the future of the insurance in the emerging markets, particularly Pakistan. It is very encouraging to see the insurance industry in Pakistan is creating avenues for exchange of knowledge and progress through collaboration while taking full cognizance of the evolving market practices and transforming global trends. It is my firm belief that only a well informed and knowledgeable industry is a progressing industry. Synergetic results become guaranteed when lessons are learnt from each other and knowledge is shared by all the diversities.

Over the past few years, the insurance industry in Pakistan has witnessed dramatic changes not only in terms of legislation but also in market practices because of technological advancements and innovation in business models globally. The market has responded well to both parallels i.e. regulation and innovation. The Securities and Exchange Commission of Pakistan (SECP) is fully committed to the cause of supporting the evolving market in line with the global trends while realizing the significance of prudent regulation to ensure the financial soundness and stability of business so that the end consumer remains protected. The insurance industry in Pakistan has to become well-conversant with the fact that, with greater innovation and global integration, come the enhanced regulation and supervision so that confidence of the retail users of financial services remains intact and an inclusive financial sector is shaped.

Being the apex regulator of the insurance industry, the SECP has taken measures to ensure judicious regulation of the insurance sector while creating an enabling environment to meet the needs of consumers, including the individuals as well as corporates. The continuous review and revision of existing legislation along with the issuance of legislation on new areas, such as Microinsurance and Takaful, show the role of SECP as the proactive regulator of the insurance sector. Going forward, we are also moving towards a risk-based supervisory regime which entails major reform and overhauling of the insurance laws.

The SECP has always encouraged the initiatives for organized development of the industry and once again expresses its full support to the Pakistan Insurance Institute. However, the insurance awareness and education remains a bigger challenge. I feel that Pakistan Insurance Institute needs to reform itself on war-footing basis and bring the much needed insurance awareness and education reform in Pakistan. I wish the organizers, the participants and the esteemed guests from across the border, a very fruitful experience and mutually beneficial regional partnership enabling substantial value exchange.





Sunday, April 19, 2015

# Welcome Dinner

Pool Side, Mövenpick  
08.00p.m.

Monday, April 20, 2015

# 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
09:35a.m.	Address by Guest of Honour
10:00a.m.	Keynote address

**Mr. Hasanali Abdullah**  
Chairman, Pakistan Insurance Institute

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

**Mr. Hussain Dawood**  
Chairman, Dawood Hercules Corporation Karachi

**Mr. Nadeem Hussain**  
Chief Executive Officer, Tameer Bank Pakistan



Guest of Honour

**Hussain Dawood**  
Chairman, Dawood Hercules Corporation Karachi

Mr. Hussain Dawood is a Pakistani industrialist and philanthropist. His business interests span across an array of diverse sectors. He chairs seven profit and not-for-profit organizations namely; Dawood Hercules Corporation, Engro Corporation, Hub Power Company, Karachi Education Initiative / Karachi School for Business & Leadership, Pakistan Poverty Alleviation Fund and The Dawood Foundation.

Dawood Hercules Corporation is the Group's flagship holding arm, with major investment interests in agriculture, foods and energy. It maintains strong relationships with foreign investors and technical partners, and has an excellent track record of strategic governance.

Its flagship investment, Engro Corporation is Pakistan's most respected organization, with businesses ranging from fertilizers, chemicals, foods, grains, energy, trading, liquefied chemical terminal and coal mining. Hub Power Company's focus remains on energy generation and is the first and largest Independent Power Producer (IPP) in Pakistan.

Mr. Hussain Dawood is a member of the World Economic Forum's Global Agenda Council on Anti-Corruption, Education and Partnering Against Corruption Initiative (PACI). He supports many

associations and serves as a Director on the boards of Pakistan Business Council and Asia House, London.

As an ardent philanthropist, Mr. Dawood chairs the International Advisory Council of the Cradle to Cradle Institute in San Francisco. He is also the Chairman of The Dawood Foundation, which supports various schools, colleges, universities and hospitals across the country. He is also on the board of Beaconhouse National University.

He chairs the Karachi Education Initiative (UK and Pakistan), which is the sponsoring and fund raising entity of Karachi School for Business & Leadership (KSBL), which is a graduate school formed in collaboration with Cambridge Judge Business School.

Mr. Dawood is the Honorary Consul for Italy in Lahore and in recognition of his contributions, the Italian Government conferred on him the award "Ufficiale Ordine al Merito della Repubblica Italiana."

Mr. Dawood holds an MBA from the Kellogg School of Management, Northwestern University, USA, and is a graduate in Metallurgy from Sheffield University, UK.



Keynote Address

**Nadeem Hussain**  
Chief Executive Officer, Tameer Bank Pakistan

Nadeem Hussain is the founder, CEO and President of Tameer Micro Finance Bank, Pakistan's first private sector microfinance bank and world leader in branchless banking. His efforts towards financial inclusion of the economically marginalized have impacted over 10 million people by extending credit and mobile banking facilities to unbanked Pakistanis. Mr. Hussain's bank introduced the first stand-alone micro health insurance program in rural areas to protect poor households from falling further below the poverty line and, therefore, has been asked by the SECP to lead its micro-insurance forum.

Mr. Hussain's bank is a pioneer in mobile and branchless banking in Pakistan and serves over 4 million people making 7 million transactions per month. Mr. Hussain forged a partnership with an international telecom to provide mobile banking solutions to a large segment of the unbanked Pakistani population. This initiative has become Pakistan's largest mobile transaction channel in a short span of three years and has been recognized by the World Bank as one of the top three branchless banking solutions in the world.

Mr. Hussain champions the causes of financial empowerment, access to healthcare, environmental sustainability, affordable housing and provision of alternate energy to all Pakistanis. He has spent the last 8 years focusing on these areas through his leadership of Tameer Micro Finance Bank and through his involvement with various organizations. Mr. Hussain serves on the advisory board of Institute of Business Administration. He is a prominent board member of the Pakistan Microfinance Network (PMN), Institute of Capital Markets and Asia Care Insurance Company. He also fulfills his Trustee responsibilities for the Indus Foundation and the Jinnah Institute. Mr. Hussain is an active member of the State Bank's and SECP consultative groups on various initiatives including Microfinance

and insurance. He is also leading the effort to implement Universal Standards of Social Performance Management (USSPM) across all PMN member banks and institutes.

Prior to pursuing his passion of making a difference, he worked in international banking for over almost 3 decades with Citigroup in seven different countries and major financial centers of the world. Mr. Hussain's illustrious banking career included working in corporate banking, consumer banking, risk management, insurance, transaction banking and treasury. He served as General Manager and Head of Consumer Banking for Citibank, Pakistan. Under his guidance, Citibank Pakistan pioneered the concept of consumer banking, with the introduction of credit cards, auto mobile financing and residential mortgage financing. Nadeem effectively turned the bank around after it went into loss due to the freezing of foreign currency accounts in 1998.

He also served as board member of the Honk Kong Commodities Exchange. Nadeem has also served as Chairman of the Y2000 Bank Committee and the Overseas Chamber of Commerce and was a member of the Government of Pakistan Investment Advisory Board.

Nadeem Hussain is globally recognized for his dedication and service to financial inclusion. He chaired the United Nation's MDG Session on Financial Inclusion in New York in September 2010, and is a frequent speaker at international forums on branchless banking and Microfinance. He was invited to speak at Harvard University's Kennedy School of Government and Johns Hopkins University in 2012 where Tameer Bank was showcased as Asia's solution to financial empowerment. He was awarded the Global leader award in 2011 by C5 in Geneva.





# Working Session I



## Making the Jump: How Pakistan can take advantage of Global Innovation

# Speaker

**Andrew Rear**

Chief Executive, Africa, Asia Pacific, UK & Ireland  
Munich Re

11:15a.m.

Andrew is the Chief Executive of Munich Re's Life businesses in Africa, Asia Pacific, UK and Ireland.

He joined Munich Re in November 2010 from Oliver Wyman where he was a partner and led the insurance practice in Europe, the Middle East and Africa, including both Life and Non-Life.

Andrew is a member of the Council of the Institute and Faculty of Actuaries and is a regular industry commentator on areas such as savings policy, demographics and systemic risk.



## Renewable Energy

# Speaker

**Kamal Tabaja**

Chief Operating Officer  
Marine & Energy Trust Re

11:45a.m.

Kamal Tabaja, Chief Operating Officer. He is a Fellow of the Chartered Insurance Institute in the UK. He has a Bachelor of System and Computer Engineering from Carleton University in Canada. He started his reinsurance career in Treaty with Trust Re and has 12 years

of experience in the industry. Prior to being appointed as COO, He has worked in various senior positions within the Organization including heading the Energy department at Trust Re which is specialized in Oil & Gas as well as Alternative Energy.



## Key Insurance Developments in Asian Markets

# Speaker

**John Thorpe**

Managing Director, Production & Marketing Asia  
Aon Benfield Asia Pte Ltd Singapore

12:15p.m.

John is currently a Managing Director in Aon Benfield Asia. He is responsible for the production and development of Aon Benfield's Reinsurance Treaty portfolio in Asia.

John began his career in the London Reinsurance market where he has spent the last 25 years with the Aon Group.

John is also a member of Aon Benfield Asia's Board of Management as well as part of the global Security Committee.

In 2000, John completed a full-time MBA at Cranfield University.



## Panel Discussion (Q&A)

# Moderator

**Mahmood Lotia**

Senior Deputy Managing Director  
EFU General Insurance Ltd.

12:45p.m.

Started his insurance career in April 1974 then trained at the M&G Reinsurance Company, UK. From April 1977 worked with Adamjee Insurance and Commercial Union and in 1989 left for Abu Dhabi to work with Abu Dhabi National Insurance. On return to Pakistan in late 1991 joined EFU General Insurance Ltd and currently is the Senior Deputy Managing Director in charge of all technical operations of the Company.

An Associate of the Chartered Insurance Institute UK, since 1977 Mr. Lotia has been involved with a number of technical projects since the 1980's of the Insurance Association of Pakistan and has also served as the Vice Chairman for the 2012/2013 period. He currently is the Chairman of the Association for the 2014/2015 period.



## Political Violence

# Speaker

**Andrew Bauckham**

Political Violence Underwriter  
Chaucer Syndicate Limited Lloyd's of London

10:30a.m.

Andrew Bauckham is currently working with Chaucer Syndicates as Class Underwriter where he is responsible for underwriting a broad war, terrorism and political violence account for a domestic and international client base for the Marine Division of Chaucer Syndicate 1084. Starting from 1998, Andrew joined Chaucer Syndicates as a Marine Division Underwriting Assistant, being

promoted to Assistant Underwriter for Marine and Political Risk in 2002. Chaucer appointed Andrew as a Deputy Class Underwriter in 2006, with responsibility for developing Syndicate 1084's Global Civil Unrest and Terrorism Facultative and Treaty portfolio. He is currently a member of the Lloyd's Terrorism Panel. The Chartered Insurance Institute accepted Andrew as an Associate in 2004.



## Political Violence

# Speaker

**Ciara Appleford**

PV Practice Team Leader & Director  
Crescent Global, UK

10:30a.m.

Ciara Appleford is currently with Crescent Global UK as Political Violence Director. Ciara previously worked as part of the Facultative Reinsurance department at R K Harrison Group placing Terrorism and Political Violence Reinsurance.

Her area's of expertise are the Middle East, Asia and Africa however Ciara also has experience in placing Reinsurance and Insurance placements in Europe and the United States of America.

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

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





## Working Session II



### Employee Benefits in Emerging Markets-Trends, Challenges and Opportunities

**Elias Musa Mazzawi**

Region Lead  
Employee Health & Benefits Marsh Middle East

02:15p.m.

Elias Mazzawi is the Middle East Region Lead for Marsh's Employee Health and Benefits practice.

Marsh is a global leader in insurance broking and risk management. From its founding in 1871 to the present day, Marsh has provided thought leadership and innovation for clients and the insurance industry — introducing and promoting the concept and practice of client representation through brokerage, the discipline of risk management, the globalization of insurance and risk management services and many other innovative tools and service platforms.

Marsh is the leading broker in the Middle East and assists a wide range of multi-national and local clients in designing, developing and delivering employee benefits programmes – across a wide range of sectors.

Prior to joining Marsh, Elias has worked as an advisor and an insurance manager, with a career located in Europe and the Middle East. A graduate of Oxford University, Elias also holds an MBA from London Business School.



### The Growing Risk of Asian Natural Catastrophes

**Apoorv Dabral**

Senior Consultant  
AIR Worldwide Singapore

02:45p.m.

Dr. Apoorv Dabral is a Senior Consultant at AIR Worldwide and is based in AIR's Singapore office. He is responsible for assisting clients in their understanding of the science behind AIR's Asia-Pacific catastrophe models and also supports the development of models in the region. While working for AIR's research department, he helped develop the Builder's Risk model and studied regional and temporal

variations in wind vulnerability in Hawaii and the Caribbean territories. He has also participated in post-disaster damage surveys for Hurricane Irene and the 2008 California wildfires. Dr. Dabral has earned a B.S. in Civil Engineering from Pune University, India, and an M.S. and Ph.D. in Civil Engineering from Texas Tech University.

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



### Global Trends in Sales Growth and Customer Satisfaction

**Imran Ali**

Chief Operating Officer  
Centegy Technologies Karachi

03:30p.m.

Imran Ali is the Chief Operating Officer at Centegy Technologies – a leading provider of enterprise software solutions for the insurance industry. Centegy has been providing policy administration and innovative distribution channel solutions to the insurance industry since 1998 across Middle East (UAE, Saudi Arabia, Lebanon), Africa and Pakistan and has won the 'Best Technology Company' award consecutively for 2013 and 2014 at the International Takaful Awards.

Imran has been associated with Centegy Technologies since 2010 initially leading the Insurance and Takaful solutions segment before

taking on the COO role for the company. In addition to existing responsibilities, his current portfolio also includes sales and managing the insurance division at Centegy Technologies. Prior to joining Centegy, Imran has worked with leading companies in USA and UK including Ernst & Young, Cap Gemini and Motorola.

Imran has a MBA from London Business School.



### Using Takaful to promote Personal Lines Business

**Marcel Omar Papp**

Head of Retakaful  
Swiss Re

04:00p.m.

Marcel Omar Papp is the head of Swiss Re's Retakaful operation in Kuala Lumpur, after setting it up in 2009. The Retakaful branch is the global centre for Swiss Re's Family and General Retakaful business, responsible for developing the firm's Islamic Reinsurance business, products and processes.

Under his leadership Swiss Re Retakaful has become a market leader in South East Asia and has won several awards as 'Best Retakaful operator in Asia' in the past three years.

Until he moved to his current position, he was based in Hong Kong and Singapore for ten years in various underwriting roles, including

head of the Casualty Treaty Desk and Product Manager Casualty for Asia.

He started his career in insurance more than 20 years ago as a claims broker in the London market working for Willis. He then moved to Union Re (Zurich) working in Client Market and Underwriting functions before joining Swiss Re in 1998.

Marcel Omar holds a Masters of Arts (Business Administration) from the University of Zurich (Switzerland) and is an Associate of the Chartered Insurance Institute (A.C.I.I.) of London.



### Panel Discussion (Q&A)

**Mujib Khan**

Country Manager  
New Hampshire Insurance Company Pakistan Branch

04:30p.m.

Mr. Mujib Khan is currently Country Manager at New Hampshire Insurance Company Pakistan Branch.

Mr. Khan majored from the Suffolk University in UK and speaks a number of foreign languages including German.

Mr. Khan has over 3 decades of experience in the Insurance Industry that started in 1983 with AIG in Austria. Mr.Khan has worked in 7 countries over 3 continents in senior management roles with this multinational organization.

## Gala Dinner & Musical Evening

Grand Ballroom, Mövenpick

08:00p.m. to 11:00p.m.





## Working Session III



### Personal Lines

#### Mishal O.M. ALMana

Managing Director  
ALMana & Warren Consultancy Group, Bahrain

Over 20 years of unique and successful executive leadership experience in various industries, mainly banking, insurance and telecoms and across a broad range of managerial, financial, marketing and technical skills, with particular emphasis on developing and executing strategies, sustainable business development and unique leadership capabilities. With extensive global experience in expansion programs, global innovations, emerging markets, start-ups and sustainable organic growth. He is a Kuwaiti national brought up in England since childhood.

He is the Managing Director of ALMana & Warren consultancy group (M&W), with his primary partner Paul Warren a British Actuary and a financial consultant. M&W is providing advisory services to financial companies in business design, strategy formation and implementation with a focus on innovation, product development, business development, technology and sustainability.

His last employee position was Director of Strategy for Zain group and in charge of the P&L and organic growth of the 23 global operations with a target of 6 Billion EBITDA. He provided leadership and technical support to all operations and group functions and was directly leading all Groups' & Operations strategic initiatives.

However, Mishal started his career in retail banking, where he developed an extensive set of technical skills in leading change programs & re-engineering, innovation and sales & marketing. He

has also been involved with the insurance industry from an early stage in his career as he introduced some of the first bancassurance products into the GCC.

Throughout his career he has developed some of the top innovative retail products & service and distribution channels for the financial and telecoms industries in the MENA region and globally. Some of these pioneering products are still successful and have won many awards and have become business case studies for some of the top business schools such as Harvard Business School & LBS. An example of that would be the revolutionary initiatives such as the One Network and Mobile Banking, which have changed the lives of many Africans. Many other successful innovations had been introduced for the financial sector as well that have impacted their respective markets such as the first ewallet in the region, and the first prepaid ATM cards, just to mention a few.

Mishal is also an advocate and expert in retail financial distribution through the innovation of alternative delivery channels based on the need of the changing social and consumer behaviours regionally and globally.

He is also a very successful Keynote and Motivational speaker at international conferences, trainer, workshops facilitator and an external faculty for some very well known, universities, business schools, institutions and research centres.

## Speaker

09:00a.m.



### Micro Insurance the Sri Lankan Perspective

#### Jagath Alwis

Director (Technical)  
Ceylinco Insurance Plc Colombo, Sri Lanka

After completing primary and secondary education at Isipathana College, entered the University of Kelaniya, Faculty of Science and graduated as a Bachelor of Science (B.Sc) majoring in Mathematics and Physics. He is a Fellow Member of the Chartered Insurance Institute, London (FCII), and a Fellow member of the Indian Insurance Institute (FIII). He is a Chartered Insurer by profession. Dr Alwis is also a Fellow Member of the Institute of Directors, UK.

He is presently holding the position as the Director (Technical)/Chief Technical Officer of Ceylinco Insurance PLC.

He is also the Chairman of CEG Education Holdings which is the biggest private sector Education Group, the members of which are inclusive of ICBT Campus, ANC Education, Wycherly International School, Modern Montessori International, NetAssist International and St. Nicholas International College, the students population of which around 13,500

He is one of the past Presidents of the Insurance Association of Sri Lanka (IASL) and presently the Vice President of the Ceylon Society

for Prevention of Accidents. (CesPA) and was also the President and a Member of the Executive Board of the Association of Insurers and Reinsurers of Developing Countries (AIRDC) from 2012 to 2014. Dr Alwis has presented papers at many International Insurance / Reinsurance Conferences/ Seminars and is a regular contributor to the International Insurance / Reinsurance press.

He was conferred a Doctorate from the Middlesex University of UK considering his contribution to the International Insurance Industry. Dr Alwis is also a board member of the Faculty Board of Science of University of Peradeniya and the Faculty of Management Studies, University of Sabaragamuwa.

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

Also won the Awards for "Outstanding contribution for Education" and "Educational Entrepreneur of the year" at the World Private Universities Awards held in Mumbai, India.

## Speaker

09:30a.m.



### To be Advised

#### Tony Saada

Chief Executive Officer  
Lockton (MENA) Ltd.

Tony has 35 years experience in risk management and reinsurance broking.

During this period, Tony has designed and managed complex insurance programmes for those risks dealt with by means of transfer; conducted due diligence work in respect of mergers /acquisitions; analysed and advised on liabilities/ responsibilities under contracts; delivered innovative reinsurance and captive solutions; consulted with utilities, power generators and infrastructure developers on risk management strategy; developed and implemented insurance products which satisfy the unique

requirements lenders impose upon project developers; led efforts in public/private partnerships and infrastructure financing activities; worked as a consultant to several UAE Government entities involved in Power, Telecoms, Oil & Gas and advised contractors, developers, owners and financial institutions.

Tony is the CEO of Lockton (MENA) Ltd and was formerly the CEO of Bowring Marsh Middle East. Prior to that, Tony was the Managing Director in charge of Marsh UAE's risk management, risk consulting and Employee Benefits operations.

## Speaker

10:00a.m.

10:30a.m. - 10:45a.m. Tea Break



## Political Risks and Trade Credit Insurance

**Dr. Clive Aston**

Crescent Financial Risk  
Canada

# Speaker

10:45a.m.

Dr Clive C. Aston, is a PhD in Economics from the London School of Economics, which he completed in 2 years being the quickest ever in the history of the University of London, England.

Dr Aston started his career in 1978 as Assistant Director-Trade at the International Chamber of Commerce, Paris, from where he went to work for the Lloyd's of London, Canadian Imperial Bank of Commerce, Sedgwick James Insurance Brokers and Dan Lawrie Insurance Brokers. Since 1996 he has been working for Canadian Financial Insurance Brokers in Toronto and is the President of the company.

He has many distinguished accomplishments to his credit in addition to his quick attainment of PhD. At the age of 24 he published his first

academic book and since then has 18 books and monographs to his credit, covering terrorism and political hostage-taking.

He co-founded the International Maritime Bureau when he served as a Secretary at the International Chamber of Commerce in Paris; founded Gulf Information & Research Centre; created and placed the first ever political risk reinsurance treaty and followed by several other firsts during his attachment with the Lloyd's of London. In his present company he led it to being ranked the top 3 political risk brokerages in North America, wrote the largest political risk and terrorism cover in Canada and, made Canadian Financial the only political risk insurance brokerage in Canada to become accredited by the World Bank's Multilateral Investment Guarantee Agency (MIGA).



## Development of an agency sales force - Challenges and Opportunities

**Taher G Sachak**

Managing Director & Chief Executive  
EFU Life Assurance Ltd

# Speaker

11:15a.m.

Mr. Taher G. Sachak has studied in UK and is a graduate in Business Studies from Bournemouth University, and also has a post-graduate Diploma in Management Studies from Liverpool University. Following his studies he joined the British Civil Service and after 5 years decided to pursue a career in life assurance. He held executive positions in major UK Life Assurance Companies before coming to Pakistan in 1994 to join EFU Life.

His particular expertise lies in sales management and marketing. He

helped introduce new concepts and products in Pakistan such as "unit linking" and "critical illness". These innovations introduced by EFU Life gave the average investor the opportunity, for the first time in Pakistan, to avail the latest products marketed in the West.

He is also a Director of EFU General Insurance and Vice Chairman of Allianz EFU Health and Director of Institute of Capital Markets and a "Certified Director" from Pakistan Institute of Corporate Governance.



## To be Advised

**Vasilis Katsipis**

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

# Speaker

11:45a.m.

Vasilis Katsipis is based in Dubai and is General Manager, Market Development of A.M. Best for MENA, South & Central Asia.

He has been with A.M. Best for the last ten years, having joined the company in London as a managing senior financial analyst and growing to the position of general manager, analytics for EMEA. He has written several pieces focusing on insurance and regulation in Europe and the MENA region and has participated in international bodies focused on establishing global standards for insurance.

Prior to joining A.M. Best Vasilis was responsible for alternative distribution channels for GE Insurance Solutions. He has over 20

years of insurance and reinsurance experience, having focused on both the life and non-life sectors. He has held roles in high level operational and strategic positions. For most of his career, he has held international positions with either European or global responsibilities.

Vasilis holds an MBA from University of Wales and a BSc in economics from Piraeus University.



## Panel Discussion (Q&A)

**Nasar us Samad Qureshi**

Chief Executive & Managing Director  
Alfalsh Insurance Company Ltd.

# Moderator

12:15p.m.

Mr. Nasar us Samad Qureshi is the founding Managing Director and Chief Executive Officer serving Alfalah Insurance Company Limited since 2006.

Before Alfalah Insurance, having started his insurance career in 1974 in Rawalpindi, Mr. Qureshi served in the UAE in senior positions with various insurance companies for almost 30 years.

During these 40 years, besides gaining immense industry experience, he has supported efforts for development of insurance industry in the UAE and in Pakistan. He was elected as a member of

the Energy Committee and Non-Marine Committee of Emirates Insurance Association. As an honorary visiting faculty he joined UAE Institute of Bankers in Sharjah teaching various insurance subjects to local students.

He has served Insurance Association of Pakistan as Vice Chairman in 2011 and Chairman of Lahore Insurance Institute for the year 2013 and 2014. He was nominated to the Insurance Industry Reforms Committee formed by the SECP in 2012 and served as Chairman of the Operational Challenges Sub Committee.

12:45p.m. - 12:50p.m. Vote of Thanks  
12:50p.m. - 01:00p.m. Memento Presentation  
01:00p.m. - 02:00p.m. Lunch