



REINSURANCE MART

One Stop Reinsurance Shop!

PITCH DECK

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Introduction

Reinsurance Mart is an electronic platform that aims to act as a virtual market to gather the buyers and sellers of reinsurance contracts in one place to make the exchange of business between them smoother and easier. It is , very simply, another form of e-commerce but the products traded are of “intangible” nature.

Team

- **Nabil S. Kwar:** has an experience of more than 22 years in insurance in both of technical and managerial levels at reputable insurance operators in several countries starting from Jordan to Kuwait and lastly in United Arab Emirates. Mr. Kwar is well experienced with the practice of treaty and facultative reinsurance let alone the general insurances underwriting.
- **Abdulrahman N. Dodeen:** has an experience of around 15 years in insurance and reinsurance accounting and the technical aspect of reinsurance practice and the designing and evaluation of reinsurance programs.

Problem

Currently, the exchange of reinsurance contracts is being transacted through lengthy discussions between the buyers (Insurance Companies) and the Sellers (Reinsurance Companies) and it may require an intermediate parties to complete the deals (Reinsurance Brokers). Communications are made either be direct meetings and \ or phone calls and \ or email matter which takes a significant time (bearing in mind the time differences between geographical areas in which buyers and sellers are located) while in many cases, the buyers, Insurance Companies, do need to be responded favorably and quickly to enable them meeting the clients requests in a very competitive market where they can lose an insurance policy to the favor of another competitor who could respond the client swifter.

Product \ Service

A virtual marketplace where the buyers of reinsurance can do the shopping of reinsurance products at one stop shop.



Solution

When a given insurer wishes to buy a reinsurance contract, they will have to enter a request on “Reinsurance Mart” including the details of risk for which reinsurance is requested and the “Criteria” of displaying the request (i.e. e.g. Don’t show to non-rated reinsurers, show only to reinsurers located in Europe, Do not accept brokers involvement, Do not show to insurance companies which accept inward reinsurance .. Etc.). Moreover, the insurer can send their request directly and exclusively to parties selected by them.

The request will be apparent to reinsurers and \ or reinsurance brokers who can respond either with rejection, asking for further details or acceptance and size of their participation.

Advantages

What makes “Reinsurance Mart” a special solution is not only facilitating the process of trading reinsurance contracts but the very marginal cost on the relevant parties where the buyers are not requested to pay any cost of whatsoever nature while the sellers will be required to pay only 1% out of the amount of successful transactions made via the website.

Moreover, it will enable buyers and sellers finding new probable business parties from new geographical scopes and who used to be reluctant about writing outside regions which are familiar to them. This, in the outcome, will lead to a great development to the whole insurance and reinsurance industry.

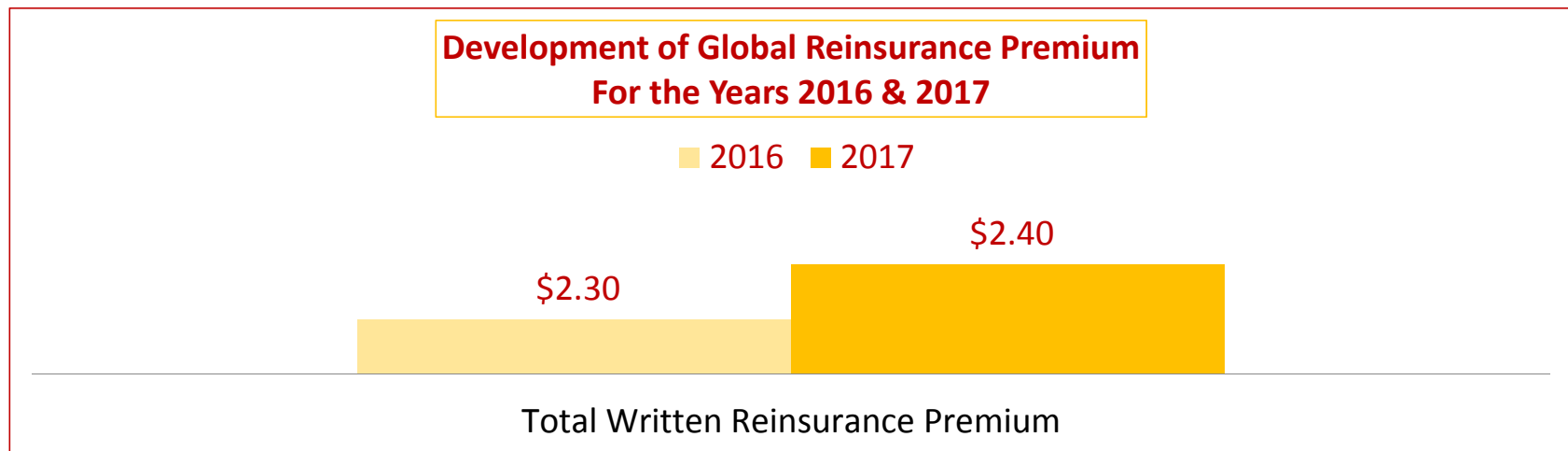
Scope of Services

While the connection between reinsurance buyers and sellers will be the core business of “Reinsurance Mart”, the below points constitute the probable future expansion on our scope of services:

1. Publishing advertisements for companies and bodies working in or interested in the industry.
2. Bonds Re: to open a special section within the website for contractors wishing to buy bonds insurances as this is usually a very special line of insurance which needs lengthy and little complicated negotiations.
3. Cut-Through: the term “Cut-Through” refers to the case where the policy holder can refer to the reinsurer in case of loss without submitting their claim to the insurance issuer. Our cut-through won’t be for losses but to connect VIP clients like aviation and energy companies directly with the reinsurance markets and then issuing the agreed term through the following facility.
4. Fronting: this is when an insurer issues a policy that is agreed by the client and the reinsurer or when an insurer issues a policy covered actually by another insurance operator who is unable to write business directly in the geographical limit in question.
5. Linking investors wishing to operate as reinsurers by using their capital to replace or support reinsurance arrangements. In this context, we think about issuing Blockchain Reinsurance Bonds “BRB” i.e. to collecting funds from public by subscribing to BRBs and using the collected funds as a reinsurance for insurance operators.
6. Designing new covers of reinsurance to use them by the insurance operators.
7. Designing new calculation and decision-making digital tools to help the reinsurance and insurance specialist while doing their daily job.

Market

- The volume of global reinsurance premium for the year 2016 was estimated by Swiss Re around USD 2.3 billion.
- The estimation of the year 2017, made by Swiss Re as well, surged up to USD 2.4 billion.



Traction

- **Very moderate cost of establishment compared to the volume of targeted market.**
- **Very few similar platforms are existing around the world.**
- **The application of technology in trading reinsurance contracts is still in an early stage and there is an opportunity for new platforms to serve the reinsurance market.**

Competition

While “Reinsurance Mart” is the first Arabic platform of its kind, there are very few similar platforms like:

- Fly-Re
- Ereinsure
- Place Re

These platforms impose subscription fees or the activity of some of them is limited to a certain geographical regions unlike “Reinsurance Mart” which does not intend to make itself costly or limited with a given territory.

Business Model

It is obviously a “B2B” model where “Reinsurance Mart” won’t be entitled to be rewarded unless the seller (Reinsurance Company or Broker) transacts a successful deal through our website. In which event, we’ll be entitled to a fee of 1% of the written reinsurance premium.

Investing

Currently, “Reinsurance Mart” requires funding to meet the cost of completing its programing and establishing an offshore company to own it (So it acquire clients trust by knowing that they are dealing with a legal company rather than a website owned by persons) and launching itself to public. Additional cost maybe needed for the legal consultancy (i.e. agreements between “Reinsurance Mart” and its users).



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