



# IUMI

## International Union of Marine Insurance

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### **Annex 3**

to the  
Meeting Minutes  
Council Meeting Bruges – September 2009

### **The President's Workshop**

Good Afternoon ladies and gentlemen and welcome to the President's Workshop. This session near the end of our conference is devoted to showcasing emerging trends, issues and participants in the global supply chain that will impact our business now or in the future.

Our session today will provide us the opportunity to learn about the challenges associated with assessing political and security risks in a volatile world; give us an overview of the reinsurance market; and introduce us to the Middle Eastern and Northern African Region (MENA) with a discussion on insurance, the impact of piracy, oil prices and other highly interesting topics.

We have an excellent panel of speakers who will share with us how they are coping with the current rough seas in each of these different segments of our business.

Our speakers in the order in which they will appear are:

Richard Fenning is the Chief Executive of Control Risks. Control Risks is one of the world's leading business risk consultancies advising corporations and governments on a wide range of political, integrity and security risks. Headquartered in London with 27 offices worldwide, Control Risks is engaged in helping companies assess, plan and manage their operations in some of the most complex and volatile regions of the world including Iraq and Afghanistan.

Before becoming CEO, Richard was Chief Operating Officer from 2000 to 2005, head of the firm's New York office from 1997 to 2000 and Business Development Director since 1993. He is a regular speaker on how geo-political risk can impact a company's operations and on the role of the private sector in fragile and post-conflict states. To this end, he has in 2007 given



evidence to a congressional oversight committee in the United States and to a foreign policy commission in the United Kingdom.

Before joining Control Risks, he worked in the accounting and management consulting profession principally with Price Waterhouse Consultants. This period included three years with Price Waterhouse in Tokyo.

Richard has an honours degree in modern history from the University of Bristol in the United Kingdom. He is also a director of emergency medical relief charity, Merlin.

Chris Klein is Global Head of Business Intelligence at Guy Carpenter. He is responsible for reinsurer counterparty risk assessment, financial analysis of customers and prospects in support of sales activities and coordination of the published research product. He joined Guy Carpenter in November 2007 from Benfield, where he was Head of Counterparty Risk Analysis for over eight years having joined from the Fitch rating agency. Up to 1994, he was a commissioned officer in the British Army retiring in the rank of Major after 15 years of service in the infantry, including active service on operations, and range of finance-oriented staff officer appointments.

He holds an honours degree in Economic & Social History from the University of York and is a graduate of the Royal Academy Sandhurst. Chris was a member of the Lloyd's Franchise Performance Board Underwriting Advisory Committee until its dissolution in 2006 and is a trustee of the Lloyd's Patriotic Fund. He has had many articles published on industry issues and is a regular speaker at industry events.

Ashraf Bseisu is the President of the General Arab Insurance Federation (GAIF) and the Chairman of the Bahrain Insurance Association (BIA). He is also Deputy Chief Executive of Solidarity Group.

Mr. Bseisu has over 20 years of experience in the insurance and financial services sector, where he held several Executive positions including the Director of Strategic Planning, Chief Executive and Chief Financial and Administrative Officer. He also worked for major



insurance/reinsurance companies and financial institutions such as the Arab Insurance Group (ARIG), and Trust International Insurance Company.

Mr. Bseisu is a member of the board of several companies, financial institutions, and professional bodies. He is the Deputy Chairman of the Arab War Risk Insurance Syndicate (AWRIS); Member of the Executive Council, GCC Coordination Commission for Insurance & Reinsurance Companies; Member of the Board of Trustees of the Human Resources Development Fund of Bahrain; Chairman of Solidarity Takaful S.A., Luxembourg.; Deputy Chairman of First Insurance Company, Jordan; Member of the Board of Directors of MAA Takaful Berhad, Malaysia. He is also on the Advisory Board of the Bahrain Institute of Banking & Finance (BIBF)

Mr. Bseisu is a holder of a Master's degree from the London School of Economics and a Bachelors degree from Southern Methodist University in the US. He is also an Associate member of the Chartered Insurance institute of the UK, and an Associate member of the American institute of Management Accountants.

Before giving him the floor, a few words on GAIF.

GAIF is the General Arab Insurance Federation, incorporated in 1964. It comprises over 300 members from across the entire Arab world.

The Bahrain Insurance Association (BIA) became operational in 1994. I am very pleased to say that the BIA became a IUMI member in 2008.

