



# MultaQa Qatar

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## ELECTRONIC TRADING IN GCC

# What is Electronic Trading?

- Not paper, but not email either
- It takes:
  - a community of buyers and sellers
  - a legal framework
  - a standardised, compliant, set of processes
  - on-line contract binding
  - data output for processing and clearing services
  - record and audit trail

# Why is E-trading necessary?

- Data capture is the key element
  - Enhanced decision-making
  - Risk-free execution
  - Lower frictional costs
  - Improved cash-flow
- But also.....a step towards a secondary market
  - Tradable derivatives
  - Capital market participation

# reinsurance



**Aon spearheads paperless plans**

Aon completes 80% of 1/1 electronically

## POST



Aon places 80 percent of London renewals through RI3K

Aon boosts electronic trading



Aon in electronic renewal breakthrough

Electronic Trading Milestone as Aon Renews 80% of Re Treaties with RI3K



Electronic love



As Aon reveals a huge leap in electronic placing at the 1/1 renewals, does this solidify technology's place in the London Market?

Aon achieves electronic renewal goal

Broker places 5000 lines through RI3K electronic trading platform



# E-Trading has arrived

- One main trading system – RI3K
- 180 companies, all major reinsurers
- 2500 users
- 80% of Aon London Treaty reinsurance
- 50% Aon Marine, other insurance ramping up
- Roll-out for Aon Global Fac in 2008
- Over \$5bn already traded



# Hurdles to progress

- Business process re-alignment
- Legacy systems
- IT Empires
- Fear of job losses
- Poor analysis
- Cost of change
- Risk in high volume markets

# GCC opportunity

- “Green field” site
  - Easier change process
  - Less legacy
  - Lower risk
  - Less job protectionism
- Appetite to develop Insurance/Reinsurance
- Chance to leapfrog Old World markets