




Examining the Prospects for Growth in the Middle East Insurance Market

Osama Abdeen
Executive Vice President, Middle East Region
AIG Inc





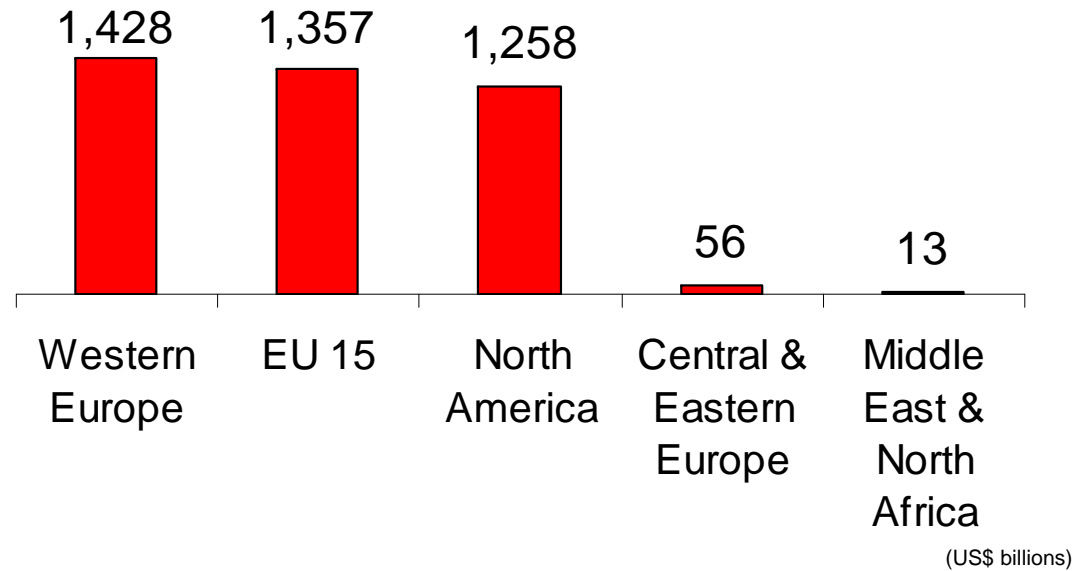
Arab Insurance Market



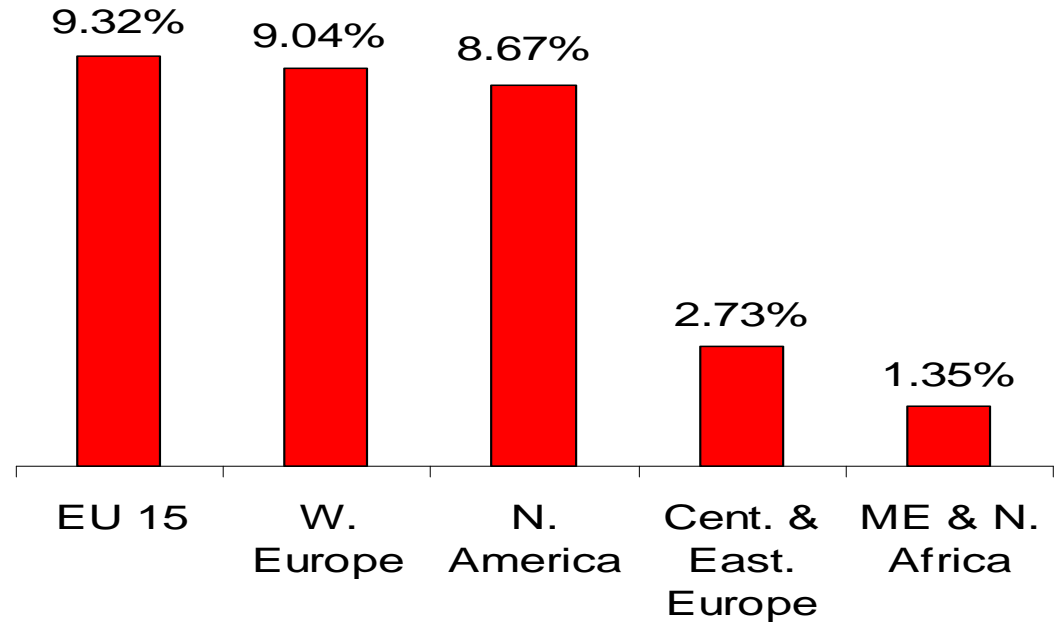
Country	2006 Insurance Market(US\$m)	2006 Non-life Market (US\$m)	Population (m)
UAE	2,726	2,308	4.7
Saudi Arabia	1,590	1,571	25.2
Egypt	843	487	75.4
Lebanon	656	447	3.6
Kuwait	628	515	2.8
Qatar	573	548	.08
Oman	349	312	2.6
Jordan	347	311	5.8
Bahrain	246	202	0.7



Gross Premium Income by Region

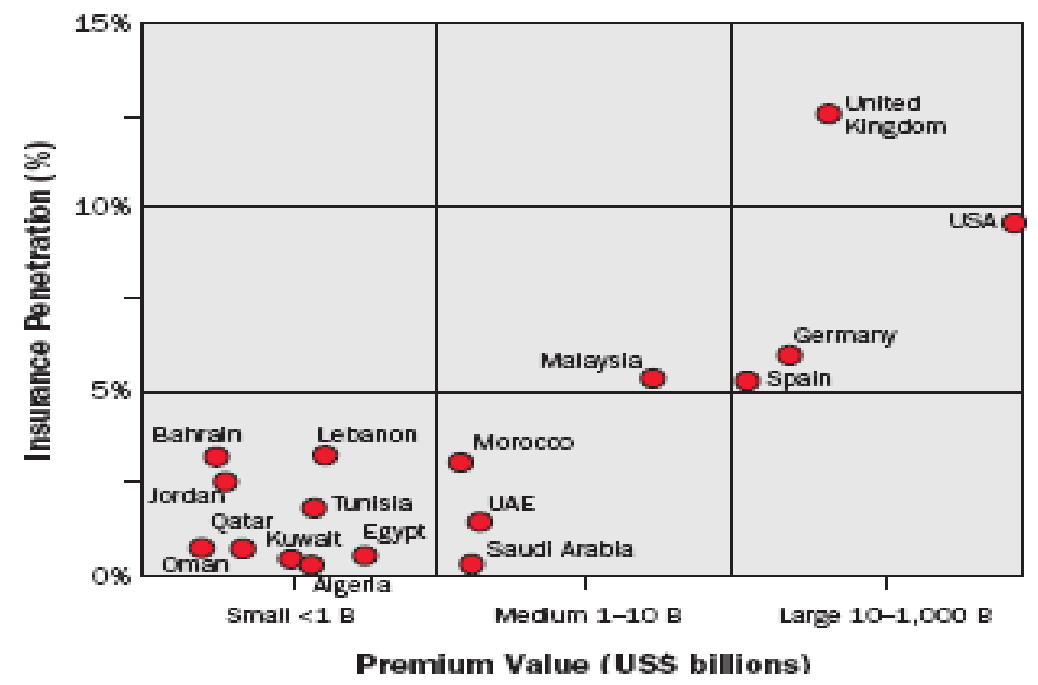


Gross Premium Income as a % of GDP



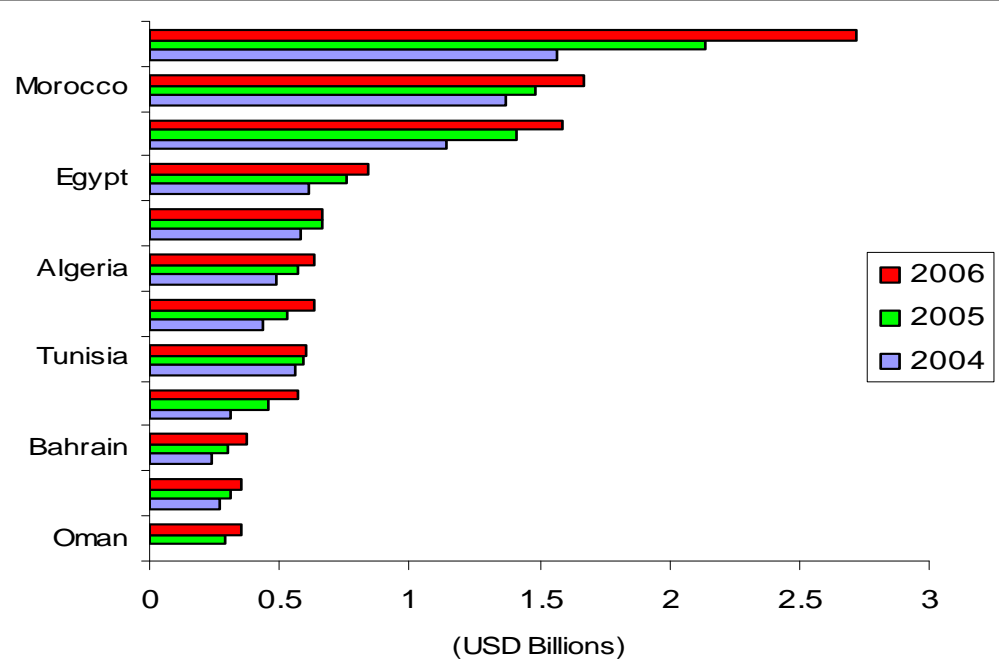


Insurance Penetration By Country





Gross Premium Income



- ❑ The MENA Region is generally very young.
- ❑ Shari'a sensitivity
- ❑ Lack of awareness of insurance products
- ❑ Absence of regulatory frameworks to govern intermediaries.
- ❑ Limited qualifications, accreditations and licensing requirement.



Insurance Market Opportunities

- ❑ **Key Segments**
 - ❑ **SMEs**
- ❑ **Key Sectors**
 - ❑ **Financial Services**
 - ❑ **Construction**
- ❑ **Speciality Products**
 - ❑ **Lender Requirements**
 - ❑ **Political Risk**
 - ❑ **Trade Risk**
- ❑ **High Net Worth**
 - ❑ **Retail**
 - ❑ **Tourism**
 - ❑ **D&O**
 - ❑ **Product Liability**
 - ❑ **Product Recall**



Insurance Market Characteristics

- ❑ High Liquidity
- ❑ New Entrants
- ❑ Ambitious growth plans of the market players
- ❑ Product Innovation
- ❑ Cross Border Activities
- ❑ New Technology



Conclusion

- ❑ The Insurance markets of the MENA region show significant potential for future growth.
- ❑ To realize the growth will require policymakers and regulators to address the existing gaps in the underlying enablers of growth.
- ❑ The use of industry associations, improvements in market data, and the introduction of consumer awareness programs will go a long way toward the overall development of the sector.





**THANK
YOU**

