

Healthcare Insurance Forum

Main Forum: 30 – 31 January 2018

Workshop: 29 January 2018

The Address Hotel Dubai Mall, Dubai, UAE

POST EVENT REPORT

A review of the 13th edition of the region's leading platform for innovative healthcare insurance practices

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ABOUT HEALTHCARE INSURANCE FORUM 2018



The 13th Healthcare Insurance Forum took place under the theme '**Leveraging digital disruption for improved operational efficiency**' with a focus on improving organisational practices for greater ROI and cost saving through technology adoption.

The 2018 edition showcased some innovative ideas disrupting healthcare insurance in the region and hosted lively debates and conversations on how the region can close the Insurtech gap. Our unique mix of case study presentations, panel discussions and round-table session where attendees had the opportunity to share their ideas and interact with various industry stakeholders provided an opportunity to bring forward strategies on technology adoption for improving collaboration within the sector for greater efficiencies.

KEY HIGHLIGHTS



2 Day
of insightful content through expert keynotes, interactive sessions, case studies and demos



2 International keynote speakers who shared their views on Insurtech and how the industry can take hold of the opportunities present



Maximum engagement through tailored networking and meeting opportunities in on-floor and on-stage sessions



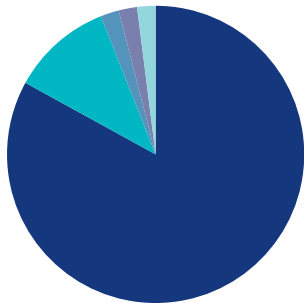
New focus on InsurTech highlighting opportunities for increasing efficiencies across the industry



OUR AUDIENCE



ATTENDEE PROFILE BY GEOGRAPHY



United Arab Emirates	83%
Saudi Arabia	11%
Bahrain	2%
Kuwait	2%
Egypt	2%



ATTENDEE PROFILE BY JOB TITLE



Insurers and Brokers



Healthcare Operators



Ministries, Regulators and Authorities



Corporates

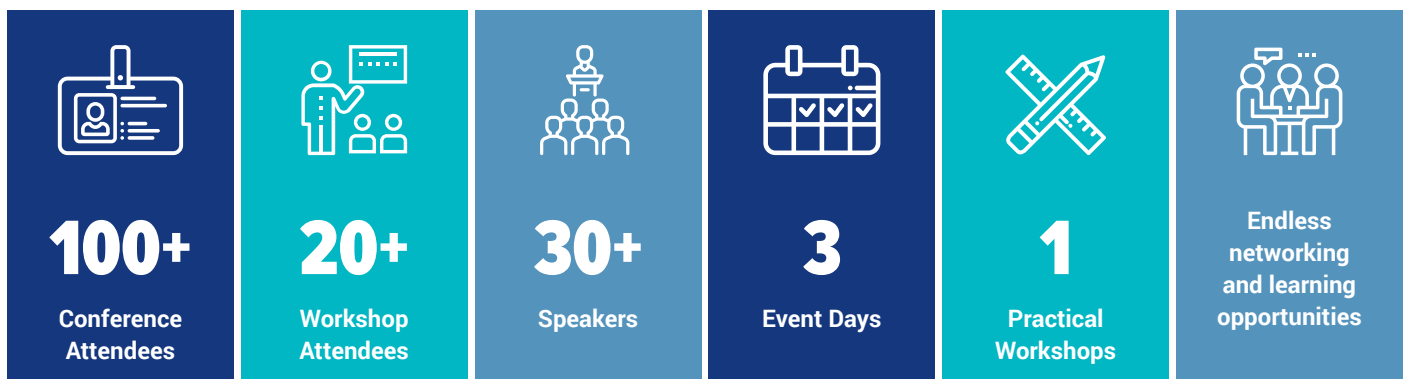


Consultants/Advisors



Technology Providers

2018 IN NUMBERS



WHAT OUR ATTENDEES HAD TO SAY



“It was a great event to challenge the current insurance landscape in light of the healthcare evolution and technology disruption.”

Hasan Kapar, Head of Management Consulting, IQVIA

“Healthcare delivery is undergoing transformational change due to escalating costs. The need to align all stakeholders is critical. The Health Insurance Forum provided a platform for all stakeholders to collaborate and brainstorm for a better design for delivery by providing thought-provoking perspectives for discussion.”

Shainoor Khoja, Chief Impact Officer Foundation Holdings and MD Right Health - Value Healthcare Platform, Foundation Holdings and Right Health

“Well organised and excellent selection of speakers.”

Dr. Ahmed Tantawy, Director, Revenue Cycle Management, Unites Eastern Medical Services Group

“The Health Insurance Forum 2018 provided a holistic view from providers, payors and technology providers. It appropriately covered how Block chain and Technology will change the way Healthcare is provided, policies are designed, priced, marketed etc. Indeed a topnotch conference for Health Insurance industry that almost is 50% of Premium Market.”

Srinivas Achar, Chief Finance Officer, Nation Hospital

“This conference was a great opportunity to enable collaboration between the insurance market and the InsurTech community. I believe that partnership between the old world and the new is critical to the future success of the insurance industry.”

Dr. Nehal Eltrmesany, Senior manager- medical providers relation & life claims, ADNIC

OUR SPEAKER LINE-UP



H.E Ebrahim Alzaabi, Director General, **Insurance Authority UAE,**

Fareed Lutfi, Secretary General, **Emirates Insurance Association and Gulf Insurance Federation**

Anshul Srivastava, Chief Information Officer, **Union Insurance Company**

Bayna Chief Innovation Officer, **Daman**

Dr Ahmed Eltantawy, Director of Revenue Management, **United Eastern Medical Services**

Dr Ahmed Farhoud, Chief Operating Officer, **Specialized Medical Care Hospital**

Dr Amal Salama, Insurance & Medical Claims Director, **Fakihvf**

Dr Arpan David, Deputy CEO, **RAK Hospital**

Dr Chaitanya Acharya, Deputy Manager Insurance, **Thumbay Group**

Dr Nehal Eltrmesany, Senior Manager - Medical Provider Relations, Life, Travel & PA Claims, **Abu Dhabi National Insurance Company**

Dr Osama El-Hassan, Head of eHealth Section – Health Data & Information Analysis Department, **Dubai Health Authority**

Dr Robin Kiera, **Insutech & Digital Transformation Expert**

Dr. Mohammed Jabr, CEO – Dar Al Shifa Hospital, Khalifa A City, **Vamed Middle East Healthcare Management**

Eng Sarry Alburaik, Senior Advisor to CEO, **King Fahad Medical City**

Farooq Farid, Vice President – Strategy & Technical, Actuary, **Oman Insurance Company**

Ghulam Teli, Former Chief of Health & Life, **AXA Gulf**

Howard Gough, CEO- Middle East & Africa, Global Individual Private Medical Insurance & Global Government Segment, **Cigna**

Nathan Patrick Taylor, Director Data Science & Analytics, **Symphony Post-Acute Network & AHIMA**

Robin Ali, Head of Practice, **Consilient**

Shadi Al Mahameed, General Manager, **Medgulf**

Yasser Quraishy, Director of Technology, **Manzil Healthcare Services**



“ Thank you for hosting such a wonderful and successful forum. The quality of the speakers and papers were excellent. Professionally, I met some wonderful people who will now be colleagues and perhaps friends for life. ”

Waleed Tawfik
Director, Revenue Management
ProVita International Medical Center



Good times ahead for UAE insurers in 2018



The recovery in oil prices and growth in the overall economies spells good news for UAE insurance companies.
(File photo)

Sector has seen consolidation due to the strengthened regulatory environment Khaleej times, January 30, 2018

The outlook for the UAE and GCC's insurance industry is more promising this year than in the previous two years, thanks to a recovery in oil prices and growth in the overall economies, according to industry executives.

"The UAE insurance industry has taken pace once again. There was not tremendous growth last year due to low oil prices and global economic hiccups but now things are picking up. We are looking at the industry more positively from Q2 2018 onwards," said Ghulam Teli, an independent insurance industry analyst.

"Q1 2018 will still have legacy effects of 2017; but we now see the 2017 results of most insurances companies coming out positively which will allow them to invest more in growth," Teli said on the sidelines of the Health Insurance Forum held in Dubai on Tuesday.

Teli projects that the UAE's gross written premiums during 2017-18 will cross the Dh40 billion achieved in 2016.

"The problem in 2017 was that profitability of insurance companies had shrunk. In 2018, both topline and bottomline will be positive. Q1 2017 results were a bit tough for the industry, Q2 saw stabilisation and Q4 witnessed positive results by most companies," Teli added.

Consolidation

Howard Gough, CEO of EMEA, Cigna, said the insurance sector across the region has seen consolidation due to the strengthened regulatory environment.

This has the potential to enhance the industry's efficiency and competitiveness, ultimately creating a more vibrant insurance market, he said.

Teli pointed out that due to heightened competition and too many players in the market, consolidation would take place in the GCC region.

"At the moment, there are three consolidations under process in the GCC because that is the market need. Plus, there are new entrants coming to the market. Those companies which will opt for consolidation will have better profitability and others will have to face negativity," Teli said.

He revealed that discussions are going on for M&As in the UAE but refused to elaborate further.

Commenting on the impact of VAT, Teli said residents and companies have not been affected as badly as expected. Gough said based on the executive regulation released by the Federal Tax Authority in the UAE, the indication is that there will be an impact on health insurance premiums.

This article appear on Khaleej Times here

<https://www.khaleejtimes.com/business/local/good-times-ahead-for-uae-insurers-in-2018>

WHAT YOU CAN EXPECT IN 2019

2019 PROMISES TO BE EVEN BIGGER

14th Annual Healthcare Insurance Forum

Main Forum: 15 – 16 April, 2019
Workshop: 14 & 17 April, 2019
Dubai, UAE

Featuring leaders and innovative healthcare insurance providers and healthcare facility operators and owners driving transformation in MENA healthcare insurance landscape.

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