



Amanah Technology Consulting
أمانة للاستشارات التكنولوجية

From Digitally Disrupted To Digital Disrupter

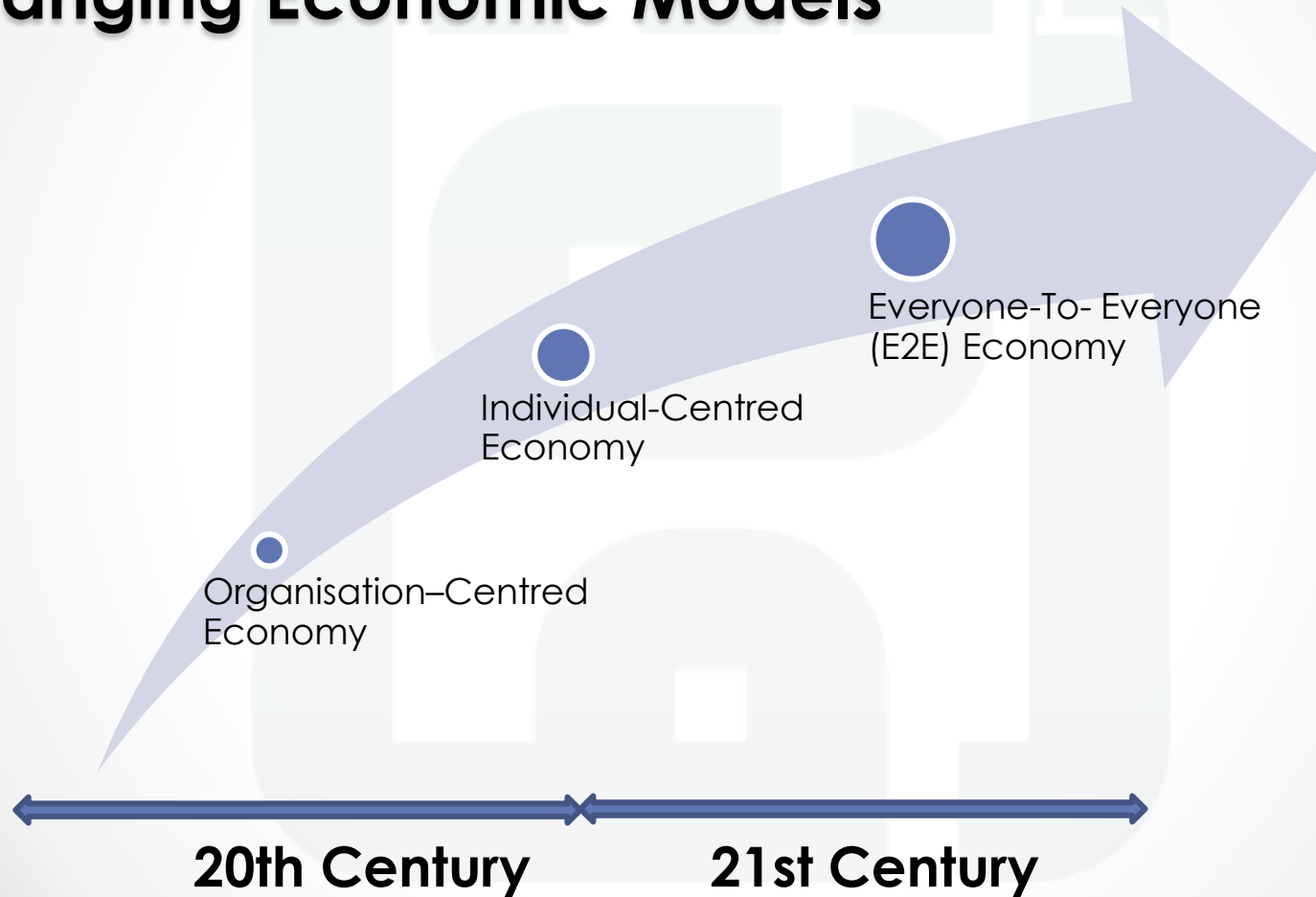
Faisal Khan – Principal, Amanah Technology Consulting
26th February 2014

Agenda

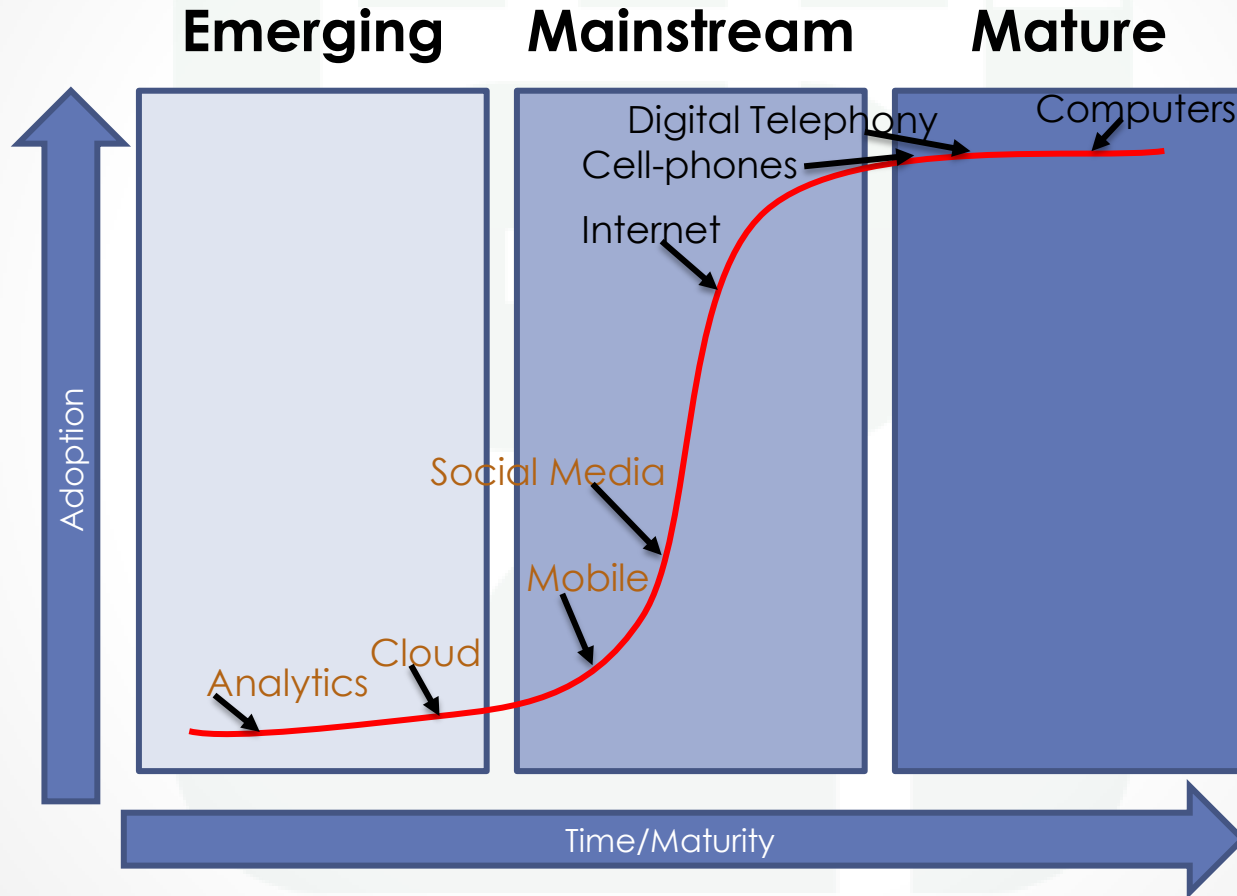
- **Digital - economic model disrupter**
- **Digital - imperative for Takaful**
- **Becoming a digital Takaful operator**



Changing Economic Models

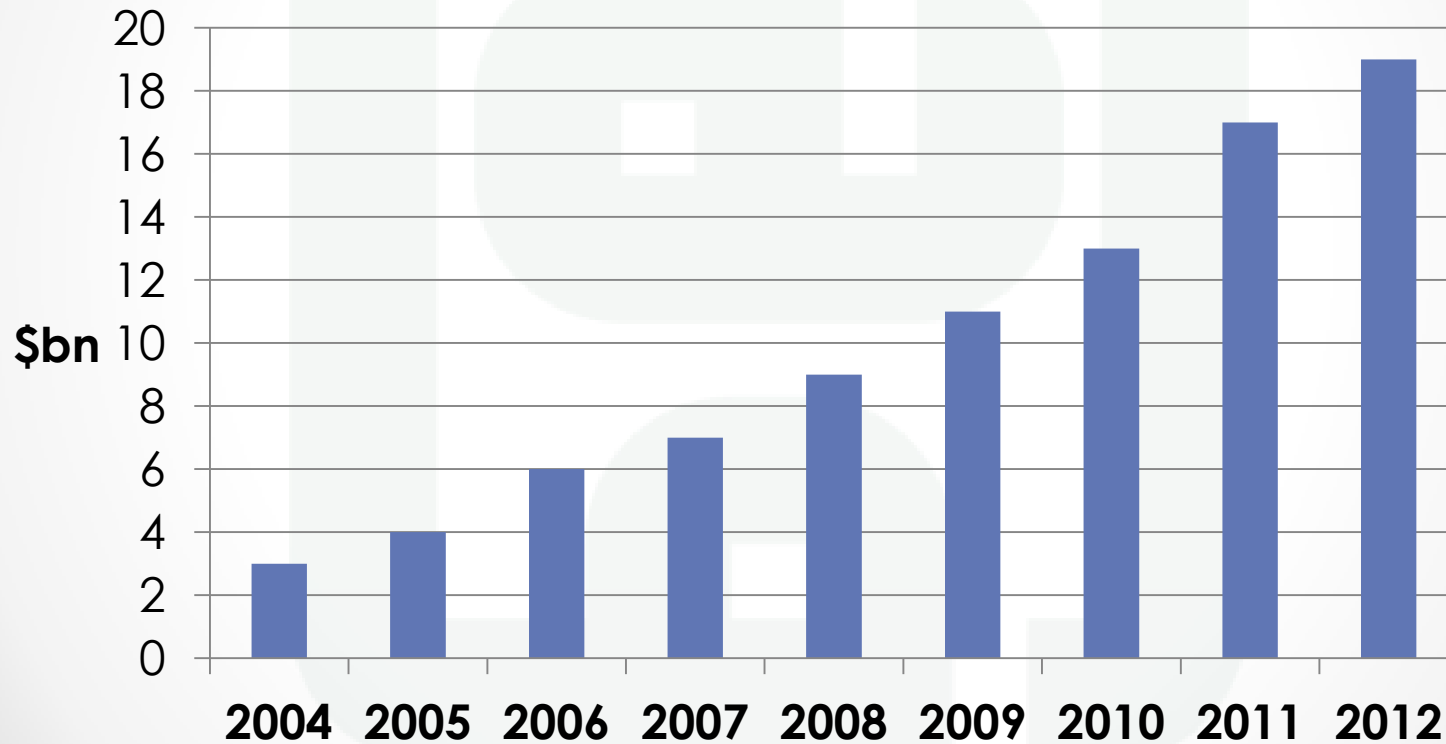


Disrupting Technology Lifecycles

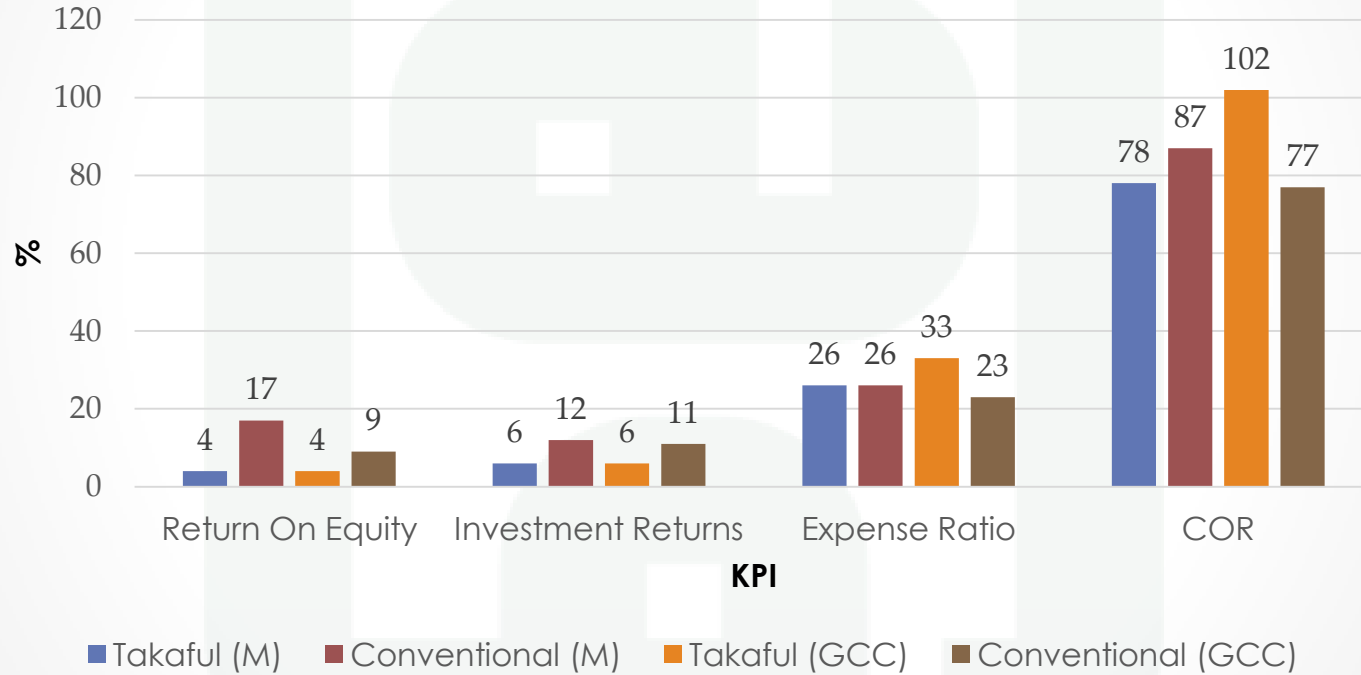


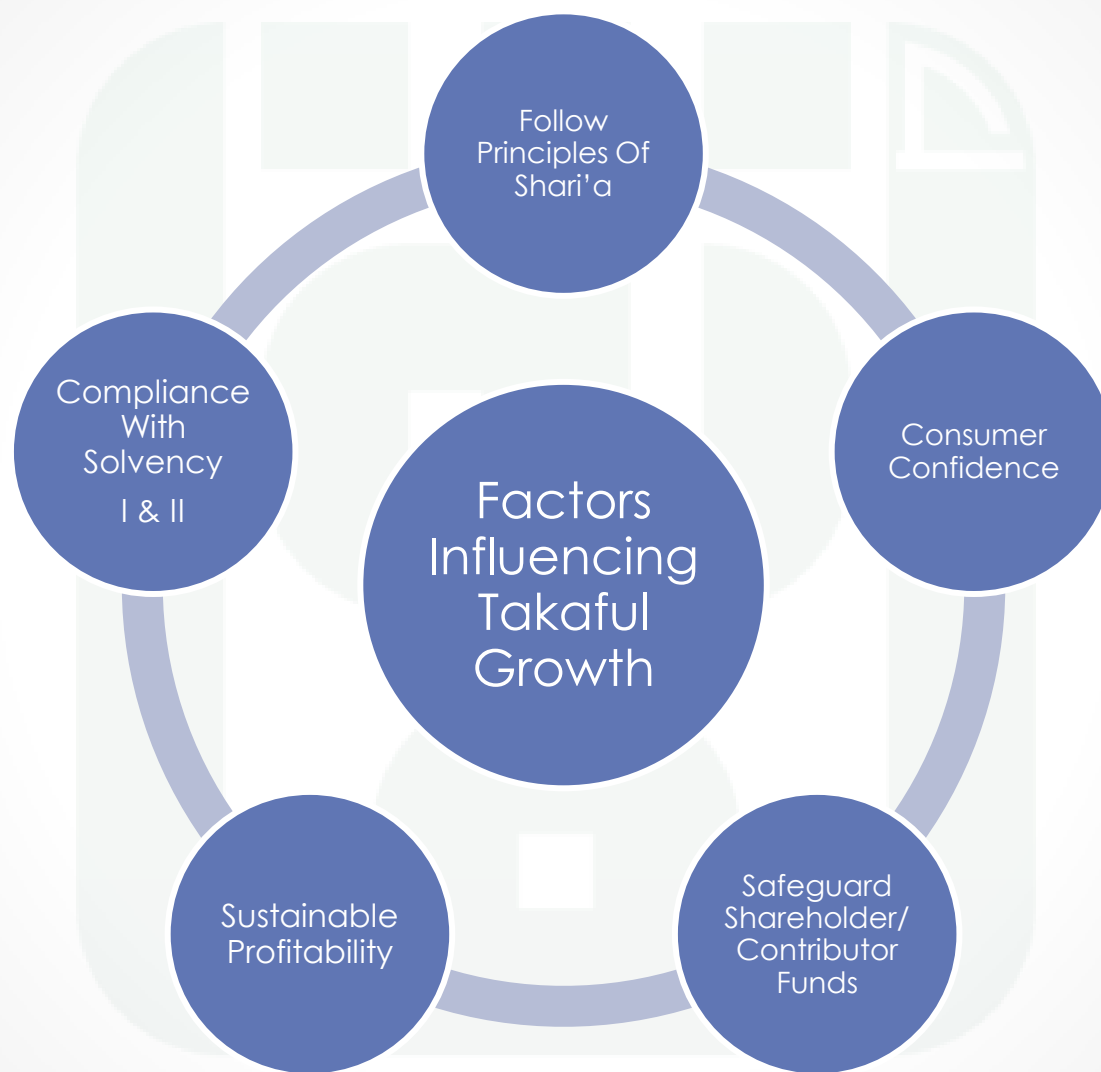
Why Worry?

Global Takaful Premiums



Performance Takaful v Conventional





Efficiency In Operation

Critical business volumes yet to be achieved

Expense ratios higher than conventional insurance

Distribution capabilities and service quality remain a challenge

Quality of Underwritten Business

Start-ups and small players with limited access to quality customers

Concentration in retail segment. Access to lucrative commercial lines is limited

Complex risks are not well understood and potentially mispriced

Solvency & Capital Requirements

Stricter solvency

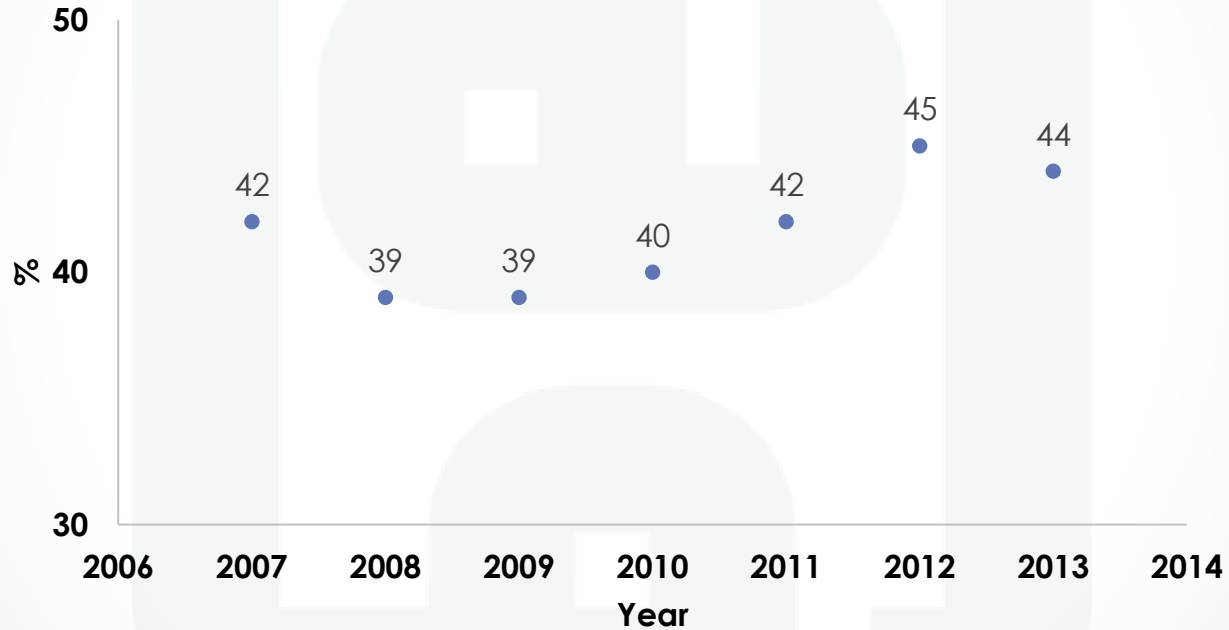
Stricter capital requirements

Additional difficulties for small operators to reach profitability



Trust In Conventional Insurance Industry

Do You Trust Your Insurance Company? (Percentage of Respondents)



Becoming A Digital Takaful Operator - Preparing For The Future

Continue to
invest in
individual-
centricity

Appoint
Chief
Digital
Officer

Create a
digital re-
invention
framework

Open up to
external
influences

Connect to
new
ecosystems





Amanah Technology Consulting
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Purpose

TECHNOLOGY
DRIVEN
PROFIT

Beliefs

Our expertise is one step in the present,
one step in the future.

We believe in human experience, not just
computers.

Technology can totally transform any
insurance business.

We work for our client's customer, not just
our client.

Personality

Dependable but daring