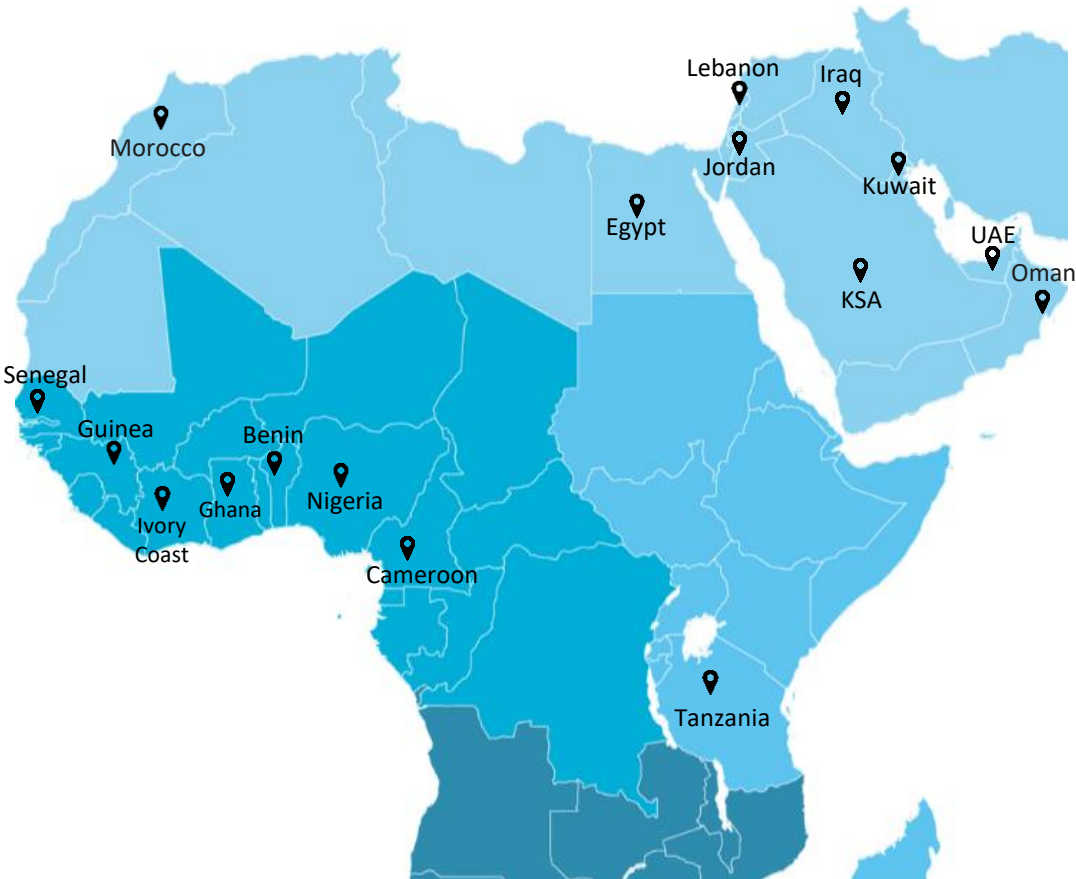


The Role of Insurance in Protecting Banks in Conflict-Affected Countries



- 1 | IBH & Group – General Overview**
- 2 | De-Risking Through Insurance**
- 3 | Transitioning From Cost to Revenue**
- 4 | Innovation and Special Projects**
- 5 | Q&A**

1. IBH & Group – General Overview



30 years of Regional Experience

Consulting and risk management for Government and large Institution

Proven savings track record of more than 15%

**Global reach through GBN 120 countries
Over \$9 Billion in premiums**

Over \$400 Million in managed premiums

Extensive experience in Banks Lenders Insurance structuring

Recovered Over \$1 Billion of Disputed Claims

Global and Lloyds Reinsurance Access

2. De-Risking through Insurance

What are the Key Risks Mitigated by Insurance?

Assets Exposure

- Covering physical assets of local or foreign branches and head offices.
- Data centers and Electronic Equipment.
- Contingency premises and ATM machines.
- Exposures like civil unrest, fire, natural perils can result in major losses.

Operational Risks

- Banks are constantly exposed to cyberattacks, Employee infidelity, Professional indemnity and fraud.
- Wrongful acts, errors, or mismanagement by directors and officers.
- Third Party risks and exposure from third parties.
- These threats can cause significant damage to infrastructure, disrupt services and reputational exposures.

2. De-Risking through Insurance

Risk Management and Mitigation Practices

Enhanced Risk Management

- Risk management practices like property surveys, asset valuation, and cyber resilience testing.
- Detailed Review of Contractual Liabilities; i.e. technology partners, contractors.
- Proper assessment of obligations; i.e. lease agreements, customer data breach.
- Comply with local laws and regulations.

Program Definition and Assessment

- Conduct full technical assessment of the insurance program in place to identify gaps and vulnerabilities against the applied risk management mechanisms above.
- Accordingly set the right strategy to assure best procurement practice and technical outcome.

Insurance and Reinsurance Quality

- Identify the right local insurance participants, after checking their eligibility criteria including but limited, financial standing, reinsurance support and treaty capacities.
- Assure maximized cost, quality and coverage, by having full visibility on the reinsurance structuring and financial ratings.
- Regular updates on local capacities and its impact on retention, premiums and claims.

Internal Capacity Building

- Identify qualified internal/external insurance experts to overlook and implement all of the above.
- Strengthen internal controls and visibility of insurance programs.
- Conduct the necessary internal technical and risk training to assure full alignment with the overall program.

2. De-Risking through Insurance

Banks Standard Insurance Protection Products

- **Bankers' Blanket Bond (BBB)** - وثيقة التأمين الشاملة للبنوك - Covers banks for losses due to employee dishonesty, fraud, forgery, theft, or robbery.
- **Property and Liability** - أخطار الممتلكات/المسؤولية تجاه الغير - Covers physical damage or loss to bank property and assets from multiple perils (fire, flood, explosion, etc.).
- **Cyber Liability** - التأمين السيبراني - Protects banks against losses from cyberattacks, data breaches, and digital business interruption
- **Directors & Officers (D&O) Liability** - تأمين مسؤولية المدراء والتنفيذيين - Protects directors and senior officers against personal liability claims for wrongful acts in managing the bank
- **Political Violence Protection** - تأمين الإرهاب والعنف السياسي - Protects banks against property damage, business interruption, or liability from war, terrorism or civil unrest

3. Transitioning From Cost to Revenue

Bancassurance

Global Practice	<ul style="list-style-type: none">• Bancassurance contributes 10–20% of non-interest income.• Client Value Creation is essential to bank competitiveness and customer retention.
Arab World Potential	<ul style="list-style-type: none">• Low penetration, young populations, high digital adoption.• Strengthens strategic collaboration with insurers to offer solutions to clients and boost bank revenue.• Smart adoption of technology for embedded and micro insurances.
Strategic Fit	<ul style="list-style-type: none">• life, travel, motor, health and home insurance products• Covering conventional and Takaful products• Embedded products like trade credit, crop insurance and SME loan protection (Fire and Flood)
Implementation	<ul style="list-style-type: none">• Clear division of responsibilities (bank, insurer, regulator).• Use of digital channels & branches.• Compliance & customer protection.

Key takeaway:

Insurance is not only cost control; it can be a sustainable revenue engine.

4. Innovation and Special Initiatives

Deposit Insurance Strategy <i>Potential Pilot</i>	<ul style="list-style-type: none">• Creation of a Regional emergency fund, backed by insurance, to build depositor trust.• This could be potentially a solid backbone for cross-border deposits which is essential for regional banks and economies.
Pooling Public and/or Private	<ul style="list-style-type: none">• Scheme covering multiple banks/ countries against systemic exposures and major risks.• Public protection funds such as Political Violence, Health spent, Pandemics and Natural Catastrophes.
Insurance/banking JV to support National Priorities	<ul style="list-style-type: none">• Crop and agriculture insurance: Egypt, UAE and KSA• Infrastructure projects: Syria, Libya and Iraq• Health insurance schemes: Egypt
Corporate Advisory and Solutions	<ul style="list-style-type: none">• Design and implement Affinity Scheme for corporate clients• Integrate insurance solutions within bank proposition.• This enhances control over bank's interest and generate additional revenue

Key takeaway:

Insurance as a strategic enabler of financial stability and national development.

Thank you

Confidentiality:

Information presented in this presentation is considered strictly confidential and privileged ("Confidential information") and is only for the information of the intended Recipient and may not be used, published or redistributed without the prior written consent of IBH Levant & Africa SAL ("IBH").

As such, Recipient shall use their best endeavors and take all reasonable precautions to prevent the publication or disclosure of Confidential Information in whole, or in part and Recipient will not (i) use the Confidential Information for any purpose whatsoever or (ii) disclose to any third party without the prior written consent of an authorized representative of IBH, except that Recipient may disclose Confidential Information to its employees, legal counsels and legal representatives on a need-to-know basis for the sole purpose of considering this presentation. However, Recipient shall ensure that the mentioned are in compliance and are subject to the written non-use and non-disclosure obligations set out in this clause.

Recipient acknowledges that no ownership of confidential information is conveyed to Recipient and that such information shared herein shall be considered as a part of the intellectual property of IBH and is subject to a disclosure agreement as recognized by the copyright and intellectual property protection regulations.

Recipient agrees that the Recipient's obligations under this clause shall continue and survive despite the outcome of the presentation.