

Kay International... 1 year full of achievements and success

As Kay International AMEA celebrates its 1 Year anniversary at the DIFC - UAE, its Managing Director, Mr. Walid Sidani was very happy and open to talk about their achievements in this short period of time, and about their Niche Reinsurance Service Offerings and the catering for the new smart economy in the region, especially after collaborating with leading Lloyd's and non-Lloyd's underwriters.

*** What has been the most important achievements during your first year of operation as an Underwriting Agency and Reinsurance Broker?**

- Obtaining binders and facilities from A rated reinsurers that are relevant to our market has been a significant accomplishment. We have been able to collaborate with leading Lloyd's and non-Lloyd's underwriters to extend their capacity for Property and Engineering lines, which are critical to our region. This approach has also allowed global reinsurers, who do not have a physical office in the region, to swiftly diversify their geographic risk profile by tapping into the diverse cedent panel of Kay International AMEA.

We have also focused on differentiating our organization by offering niche reinsurance solutions that are pertinent and currently in need in a particular market. In the UAE for instance, we have a significant binder for Unmanned Aerial Vehicles / Drones which we recently activated due to the increased utilization of drones in particular in the construction, surveying, and entertainment

sectors. The demand is there because many insurers with Aviation underwriting expertise do not have local UAV / drone capacity.

I believe the combination of having the right tools to cater to volume facultative reinsurance business coupled with offering custom-tailored products for niche markets (drones) is helping Kay International AMEA Limited differentiate itself in the reinsurance intermediation sphere.

*** What is the general message you want to share with your market partners?**

- We are extremely pleased that, as an underwriting agency and reinsurance brokerage, we have been able to collaborate and join hands with key players from across the insurance value chain being insurance companies, reinsurance brokers and reinsurance companies representing the three continents that we serve. Our affiliation with Kay International PLC, which is a Lloyd's-approved coverholder and reinsurance broker, has provided us with efficient access to several leading Lloyds syndicates. In terms of key achievements, se-



lecting the right team of underwriters and placing brokers has been a major accomplishment. Without the team, the company would not have been able to obtain the various facilities and binders that have helped us exceed our financial targets as a start-up operation in the region.

We are grateful for to serve as your preferred reinsurance intermediary of choice inspite of our recent establishment in the DIFC. The trust and confident that has been extended to us in our first year of operation has given us a significant boost and momentum to serve you even more efficiently in 2018.



Kay International AMEA Limited
(Asia, Middle East and Africa)