

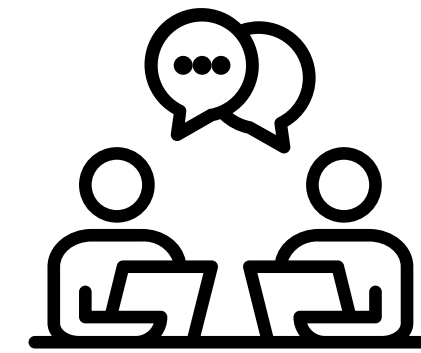


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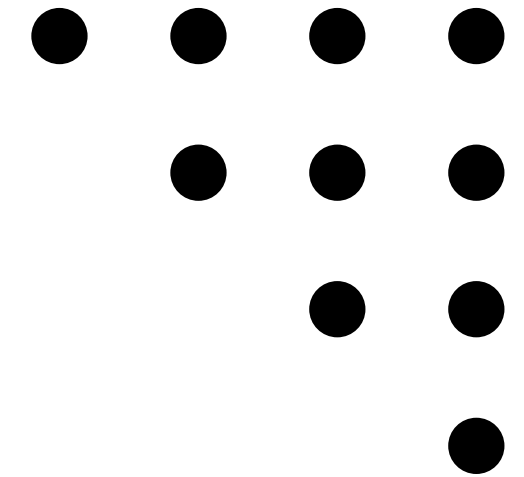


TRUST

Consumer adoption and awareness of Islamic Fintech products



Inclusiveness



ISLAMIC FINTECH



**Awareness of
Alternative**

Islamic Fintech enables service providers to offer products and services such as financing, digital payments, money transfers, and Islamic investments more easily, quickly, and affordably. REACH is CRUCIAL



**Economic
Activism**



SOLUS
INSURANCE BROKERS



AVIATION SPECIALTY





AVIATION SPECIALTY

- We provide aviation insurance management and placement services to over 300+ various types of aviation equipment throughout the globe. Our Aviation Specialty experts will carefully examine your requirements and design bespoke solutions that are the right fit for your business.
- Our avant-garde approach to insurance placement is born of an industry-first dedication to inclusiveness and transparency, which means we always make our customers be fully aware of the comprehensiveness of their coverage. This ensures a level of trust and long-term business models which we truly believe to be key to success.
- We are primarily focused on satisfying clients with challenging needs and sincerely enjoy creating innovative ways to keep the clients protected. In each and every situation, we act solely for the best interest of the clients, because our role is to help the clients grow and succeed.

OUR EXPERTISE

AIRLINES

In today's rapidly changing Airlines market, we believe that specialty placements require true expertise and fresh perspective. Our experts have a meticulous understanding of airline risks and will pay maximum attention to minimize services/operating costs of an airline.

- Flag Carriers
- Regional Operators
- Cargo Operators
- Governmental fleets
- ACMI Operations
- Charter Operators

GENERAL AVIATION

General Aviation (GA) is a highly dynamic sector of the aviation industry, which covers a wide range of aircraft types and operational activities. Each type of GA requires a unique and individual insurance solution, which our team will produce by identifying your risks and tailoring the coverage to cater for all aspects of your business.

- Rotor-Wing aircraft Operations
- Fixed-Wing aircraft Operations
- Business/VIP aviation
- Training schools





OUR EXPERTISE

AEROSPACE

The Aerospace is a very diverse segment of the aviation market, which consists of different business types and operational activities. Our experts will identify your risks and tailor your coverage to ensure that all your contractual and operational obligations are met.

- Airport Owner and Operators
- MRO
- Ground Handlers
- Refuellers and Oil companies
- Aviation Contractors
- Manufactures

PERSONAL ACCIDENT & LOSS OF LICENSE

PA and LOL are designed to protect one of the most important elements of an Operator or Aerospace business - employees. Our team will help to find a proper insurance solution to ensure that your policy covers key elements of your business.

- Pilots
- Cabin Crew
- Ground personnel
- Air Traffic Controllers
- Engineers

GENERAL INSURANCE & REINSURANCE SPECIALTY





Our Specialist Support

Our Expertise and our dedicated teams are ready for you.

We make it possible for very segment of business -Serving SMEs, corporates and multinationals.

- Construction
- Property
- Corporate and Commercial Insurance
- Cyber
- Professional Indemnity / Errors & Omission
- Directors & Officer Liability
- Group Medical
- General Liability
- Life & Health
- Marine Hull and P&I
- Marine Cargo
- Drones
- Political Risks
- Political Violence/Terrorism

Insurance Consultancy Services:

- Property Risk Management
- Insurance Program Review
- Contractual Insurance and Liability Evaluation
- Technical Review of Property and Engineering Claims
- Risk Management for Large Enterprises
- Project Risk Engineering (Development, Construction, Operational Phases)
- Loss Prevention Insights

Risk Management Solutions:

- Business Continuity Planning
- Risk Profiling
- Strategic Risk Analysis
- Cost-Benefit Analysis
- Risk Management
- Strategic Risk Integration

Claims Management:

- Loss Quantification
- Risk Assessments
- Claims Support and Documentation
- Claims Management
- Negotiations with Adjusters and Insurers
- Swift Settlement Negotiations





Reinsurance Broking:

With expertise in facultative and treaty placements, we provide top-tier advice and support. Our services include delegated authorities, specialist program design, and modelling & optimization studies.

Leveraging industry experience and strong market relationships, we secure competitive terms from financially robust reinsurers. For cases beyond automatic facilities, we offer strategic placement advice for optimal outcomes at efficient costs.

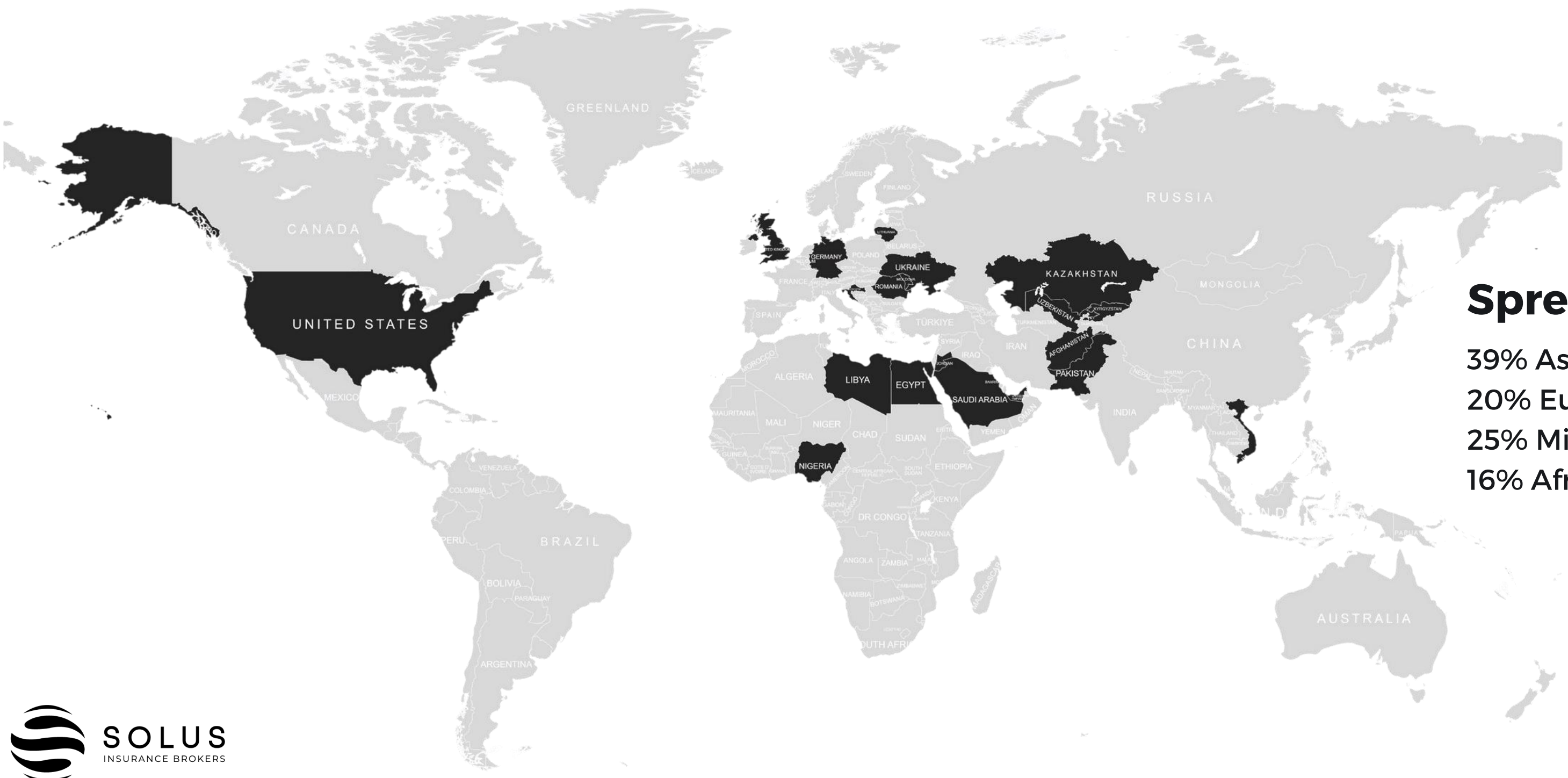
Consultancy & Bespoke Solutions:

- Reinsurance Structuring & Optimization
- Enterprise Risk Management
- Structured Reinsurance
- Portfolio Review & Optimization
- Protection Programs
- Retrocession Programs

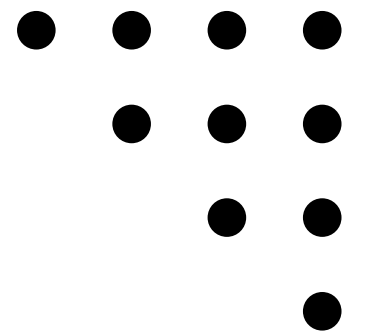
Claims handling:

Whether treaty or facultative, involving single or multiple reinsurers, our experience and global market relationships enable us to efficiently resolve and promptly collect complex claims. Our claims professionals leverage their expertise to benefit our clients, providing support throughout the entire claims process.

OUR PRESENCE



Spread of our clients:
39% Asia
20% Europe
25% Middle east
16% Africa



OUR SUCCESSFUL POSITIONING



**Leading Aviation
Insurance Broker
in Kyrgyzstan**



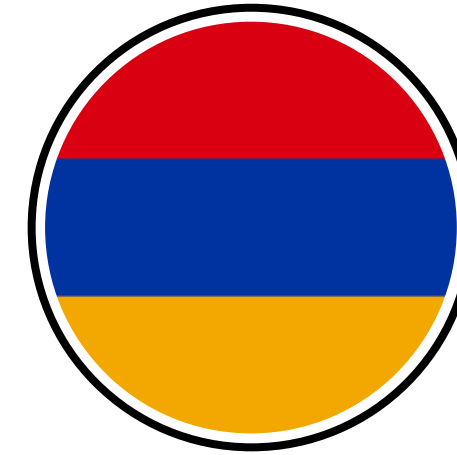
**Leading Aviation
Insurance Broker
in Moldova**



**Leading Aviation
Insurance Broker
for Commercial
Airlines in
Uzbekistan**



**Leading Aviation
Insurance Broker
for Commercial
Airlines in Jordan**



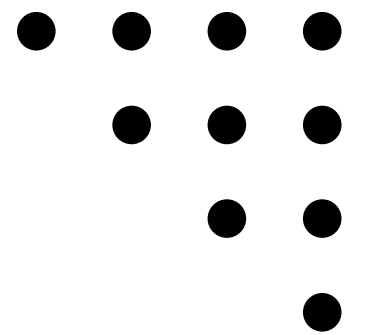
**Insurance Broker
for largest airline
in Armenia**



**Insurance Broker
for largest airline
in Afghanistan**



ISLAMIC FINTECH



Halal

**USD5+
Trillion
assets**

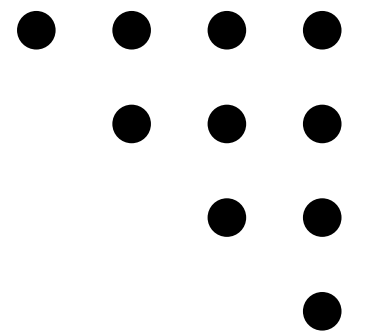


**Digital &
Blockchain**

Distribution

Šarī'ah

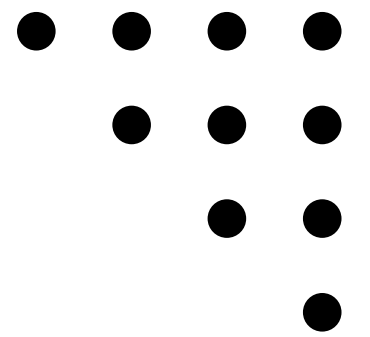
Socially responsible



Did we start the concept wrong?

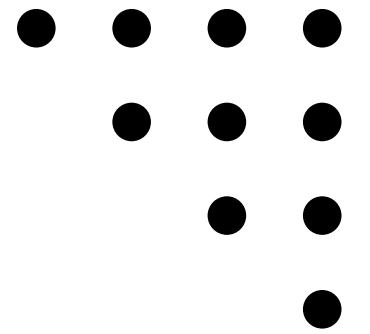
- 1. Urban concentration**
- 2. Corporate models**
- 3. Sophisticated wording and jargon**
- 4. Literate clientele as the target**
- 5. High net worth and ultra-high based products**
- 6. High Deposit requirements and fewer product mixes for SME**
- 7. Technology designed for the 'haves' (educated)**
- 8. Locked door access to Bankers (virtual back office)**
- 9. Extremely difficult Loan process**

The Basic principle of Banking and Finance



Law of large numbers

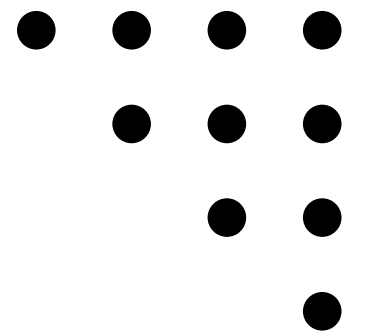
- Everyone should be a stakeholder.
- The less fortunate, semi-skilled, not-so-well (informally) educated, general citizenry and majority population should enjoy the fruits of economic activity and grow suitably.
- Finance and Fintech should respond to the people's financial and economic requirements.
- Protection, continuity, inclusiveness, simplicity of product, and ease of use are key.
- TRUE-USE - access-enabled,, hassle-free, seam-less, no-frills.



Categories of Fintech:

1. Crowdfunding
2. Payments / E-wallets
3. Remittance
4. RegTech
5. Insurtech
6. Robo-advisory
7. Cryptocurrency

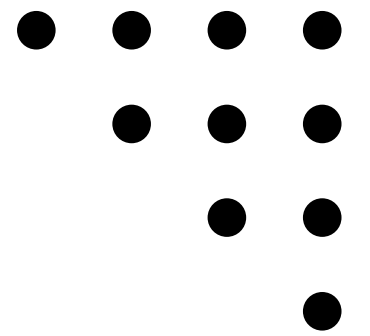
Fintech
Solutions
should
integrate
with Islamic
finance's
principles,
structures,
contracts,
and values.



Islamic Crowdfunding:

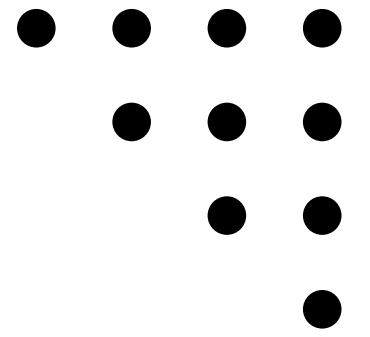
The combination of
the Technology of
Crowdfunding with
the Structures of
ISLAMIC Finance and
Principles of
FIQH MUAMALAT





Opportunities:

- Projected by the year 2030 Muslims will be of 26% of Global population.
 - Half of the Global Muslim population is projected to be below the age of 30 by the year 2030
 - These youth will be Digital natives who are born using the internet and modern digital platforms
 - What will the types of Financial services offered by Muslim institutions by 2030
-
- ❖ Will Islamic Finance co-exist and co-relate to Conventional Banking systems?
 - ❖ With Islamic Banking maturing, will it be easy to leverage to scale faster?

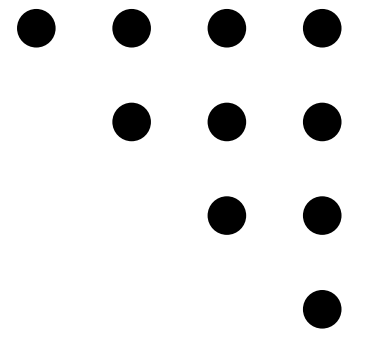


The hidden market – New oil of the Fintech Industry's future

1. 25% of the world's population, an estimated total of approximately 2.0 billion
2. Shariah-compliant products
3. Serves people at the bottom of the income and social pyramid
4. Already successful in a few Asian countries
5. Religious leaders and bodies are key motivators
6. Creation of infrastructure, employment, better health & living standards

*** THE BEST CHARITY FOLLOWING THE CORE PRINCIPLES OF TABARRU' (DONATION), TAAWUN (MUTUAL ASSISTANCE) AND PROHIBITION OF RIBA (USURY)**

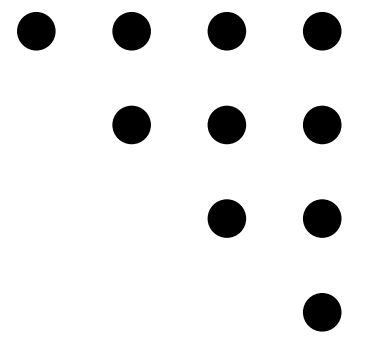
Key challenges faced by Fintech providers



- a. Lack of Awareness and Understanding – a perception & Trust issue
- b. Affordability and Financial Constraints
- c. Product Suitability and Customization
- d. Limited Government Support
- e. Operational Challenges
- f. Regulatory Obstacles
- g. Cultural and Behavioural Factors
- h. Religious considerations



A viable commercial venture for our Industry



1. Excellent “Last Mile” reach – social goal is primary for every established civilization
2. Large – Larger – “Largest client base” creation
3. Creating “new business” potentials from Hidden Markets
4. Massive potential for rapid “Growth”
5. Simpler “underwriting” norms
6. **Creating a Further Need for more FINTECH products.**



SOLUS
INSURANCE BROKERS

THANK YOU

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W W W . S O L U S . A E
