

**Experts on the XVIII All-Russian Conference on Reinsurance – problems and prospects of the Russian and international reinsurance market.**

**John METCALFE, Deputy Managing Director Marine International, RFIB Group Limited**

“I try to come to this conference every year. Every year our company is represented by 2 or 3 people at least. We meet with our partners from Russia and the CIS and with reinsurers working in regions.

We saw a good and interesting program on this conference. I want to thank the organizing committee for the arrangement of this year’s agenda, which was even more interesting than the previous one.

Moreover we got the impression that the discussions this year were more lively and interesting – and we noted certain nuances as well. There is a growing interest from the international reinsurance market to the events in Russia. This means that Russian reinsurers are currently more interested in hearing the opinions of their international counterparts than they were in past years. During the roundtables’ discussions I noticed participants’ willingness to express their opinion openly about the Russian market behavior – for example, in regard of the incoming business. Some participants noted that the Russian market probably needs a flow of incoming business. I even heard criticism from the local Russian brokers on regulation losses by Russian companies. It surprised me a little and it can be useful as a criticism.”

**Maria MOROZOVA, Member of the Board of JSC RUSSIAN Reinsurance Company**

“I believe that conferences like these are very important and necessary for the market, because the Russian market is growing and what is essential for the growing market is communication between the various parties. The conference audience is growing: here today we can see insurers and insureds and brokerage community as well. It is very important to us. A lot of topics were discussed during the conference – and we received a lot of answers. A lot of foreign reinsurers, our colleagues come here. We discuss the vital issues with them in order to incorporate the international experience into our own experience and give the market the acceleration and right direction to develop.”

**Julia KHMELNYTSKY, Deputy Director of the Insurance broker  
WILLIS CIS**

"WILLIS company traditionally takes part in this conference and we participate very actively. We try to organize discussions and roundtables and we believe this conference is a great opportunity not only to learn about the latest trends in the reinsurance market but on the insurance market as well. Perhaps this is the most important event that takes place in the reinsurance market.

Recent years a modern format was adopted for the conference. There is an opportunity to express one's opinions more freely. Discussions and interactive polls are conducted. Every year the conference becomes more and more interesting.

It is quite good that the conference is not limited for the Russian market only. Many foreign participants joined us. Naturally the Russian reinsurance market is integrated into the international market so the participation of all parties and all partners is, of course, very important."

**Petr POKORNY, CATLIN Re, Switzerland**

"Our company is doing business here at the Russian market. The main motivation for us to join this conference is the opportunity to discuss some issues directly with the clients here in Moscow.

We wanted to hear about general trends and the general situation on the market, as well as some regulatory issues. We wanted to have some touch and feel with the market and I believe this is a good platform for meetings here with clients.

I specifically attended the second day of the conference when they discuss the issues of innovations and new solutions for the market. I would assume that only certain companies for the moment are ready to step forward and apply a range of innovative solutions to existing problems. But the major part of the market, it is still in the phase of the development. So I would say that some solutions, like multiline aggregation, treaties, and solvency quota shares are the next step into insurance. Not maybe for everyone at this stage but it is a step that is required for the subsequent development of a more mature market."

## **Charles J.CATT, CEO, CHALLENGE Group**

"I am pleased to take part in the Russian reinsurance conference and the great pleasure is that Moscow welcomed us with sun rather than snow. The conference gave me the opportunity to learn the basic trends in the Russian market and communicate with international colleagues which we cannot see every day.

It is exceedingly well organized conference, one that I recommend to all my fellows. My impression is that the Russian insurance and reinsurance market continues to evolve, the expertise is growing, and its willingness to participate in the international markets is also growing with support from both sides.

Russian companies are very well versed in the underwriting of reinsurance, they particularly have grown an expertise, they are of interest from foreign companies with potential joint ventures and partnerships. And I hope to see that Russian reinsurance market growing very reasonable rate and expanding its activities internationally."

## **Gepa JANSEN-KLAUS, Senior Client Manager Russia & CIS, SWISS Re Europe S.A.**

"I think there are several very good reasons to join the conference. I am here for the third time and I am enjoying it very much. First of all, the agenda normally reflects very well the hot topics moving the market, moving our clients. We learn a lot about problems, challenges and solutions.

The second reason is that I like the form. It is very interactive, not only presentations, but also lively discussions and interactive polls. So you're sometimes really get inside in the very heart of the matter, which is certainly important for clients.

If we compare this conference with others on the market, this is a very lively character. Maybe it's the question of mentality – Russians are open, they are prepared to express themselves, to give very frank answer. And that's something I especially like about this conference.

Another good reason is obviously very convenient to have all our clients in one place - so partners and customers can meet together. And, of course, it is important that we can also present some of our ideas and solutions to the market that is of interest to everyone.

In the future it is important to find new topics for discussions as well as interesting solutions that can be presented to people. That is a challenge, but I am sure that the organization committee will keep solving this in the future.”

**Alexander GERASIMENKO, Senior Underwriter Treaty Department Central and Eastern Europe, HANNOVER Re**

“HANNOVER Re is very well represented on the Russian reinsurance market and, of course, it is very important for us to take part in this conference because this event is a landmark event for the insurance and reinsurance community.

This year HANNOVER Re is represented by six delegates. This is a proof of how strategically important for us to expand our business on the Russian insurance and reinsurance markets.

We expect even more interesting discussions on vital topics on this conference in the future as well as more open expression of views on various problems which insurance and reinsurance companies both domestic and foreign are faced.

In my opinion the high rate at which this conference is going proves the relevance of the chosen format of the conference. There is no standard plenary. Instead we can see interactive communication and active exchange of views between the players from the Russian and international insurance and reinsurance market. We can see the opportunity to express positions openly and we are immediately receiving feedback from partners.”

**Jha Arun KUMAR, K.M. DASTUR Holdings Ltd.**

“This Reinsurance conference is a good platform to meet all Russian insurance and reinsurance companies and brokers.

There were always friendly relations between Russia and India and a lot of Russian companies are interested in working on the Indian market. Among our partners are such well-known companies as SOGAZ, INGOSSTRAKH, ROSGOSSTRAKH, TRANSNEFT, CAPITAL Re.

A fruitful and effective cooperation has developed between us. And we look forward to its continuation.

Here I met with many representatives of different companies and we exchanged our contacts. Each meeting means the next step to closer communication and cooperation so I always hope and expect that tomorrow will be even better than yesterday.

I want to note the good organization of the conference and comfortable place of the event.”