

## Raymond Kairouz (General Manager UAE – Chedid Re):

**We are here to make a meaningful impact in the insurance industry by staying true to our core strengths and values**

**C**hedid Capital is a prominent financial holding and investment group specializing in insurance and reinsurance, with operations spanning Europe, the Middle East, Africa, and South Asia. The group is committed to driving innovation, service excellence, and long-term market relationships while adhering to robust governance structures and frameworks. Its vision is to leverage leadership, strategic partnerships, and talent to drive resilience and sustainable growth in the (re)insurance and financial services sectors. Raymond Kairouz, the General Manager of the group's reinsurance brokerage arm Chedid Re in the UAE, oversees the company's operations and expansion in this strategic market. With extensive experience in the finance and investment sectors, Mr. Kairouz brings invaluable expertise in managing client relationships and spearheading business development. His leadership and strategic foresight have played a crucial role in the company's regional success, solidifying Chedid Re as a leading reinsurance player. An official Lloyd's of London broker since 2015, Chedid Re today boasts a presence across major financial and (re)insurance hubs including London, Paris, Riyadh, Cyprus and Abidjan for Chedid Re Africa, with more than 85 countries covered by its reinsurance operations.

On the sidelines of DWIC, Al Bayan Magazine had the opportunity to interview Mr. Kairouz. Here is the transcript of the conversation.



*“Collaborative engagement with regulators is crucial in shaping a resilient and dynamic ecosystem”*

**• What are the key topics and strategic themes that should be prioritized during DWIC discussions to ensure impactful outcomes and alignment with current industry trends?**

- Several critical themes should be prioritized during the DWIC discussions to ensure meaningful outcomes and alignment with the evolving market landscape. First and foremost, attention must be given to current geopolitical dynamics, as well as to inflationary pressures and financial challenges influencing the growth, business models, and pricing strategies of the (re)insurance industry. It is equally essential to assess emerging risks that will unravel over the next five to ten years, considering the macro-economic and regulatory context at play beyond our industry. Another focal area is gaining a deeper understanding of market trends in Saudi Arabia, the UAE, and the growing African region, especially in terms of regulatory developments, local needs, and industry gaps and opportunities in catering to both. Collaborative efforts with regulators will be critical to shaping a more robust industry, while also attracting top and specialized talent to foster sustainable growth and innovation.

**• What are the main challenges your company is facing in the region, and how are you addressing them?**

- One of the primary challenges we are encountering is related to the competitive landscape. Regulators have played a vital and enabling role in fostering market growth. Going forward, ensuring that companies remain financially robust and continue to scale is a crucial priority. While there is ample growth in the Middle East, the key challenge lies in acquiring additional global partners and expanding our capacity to meet increasing market demand. To overcome this challenge, we have geared our efforts toward building strong cross-border partnerships, and investing in our infrastructure to ensure sustainable growth and enhance our market presence.

**• What strategies does Chedid Re have in place to enhance its presence in the region?**

- At Chedid Re, we are always focused on growth and development. While we have a number of strategies ready to be deployed depending on the market situations or fluctuations. What remains central to our approach is maintaining professionalism, upholding transparency, and building a stronger and specialized team – fundamentals that have driven our success year after year. We are here to make a meaningful impact in the insurance industry by staying true to our core strengths and values.



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