

## Contact

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[www.a2rsolutions.com](http://www.a2rsolutions.com) (Company)  
[www.riskexchnng.com](http://www.riskexchnng.com) (Company)  
[www.aryainsurance.com](http://www.aryainsurance.com)  
(Company)

## Top Skills

Strategic Planning  
Mergers & Acquisitions  
Organizational Restructuring /  
Business Process Re-engineering

## Languages

English (Full Professional)  
Hindi (Full Professional)  
Urdu (Full Professional)  
Arabic (Limited Working)

## Certifications

Member  
Member  
Member  
Member

## Honors-Awards

Certificate of Honour in 2013 for Speaking on "Logistics Clusters: The Next Hub of Environmental Innovation"  
IMC Golden Shield Excellence Awards 2016  
Certificate of Honour for Speaking at 7th ShipTech International Conference 2016 Dubai, UAE  
Certificate of Honour in 2014 for Speaking on Asia...The Gateway to the Largest Market Vision 2025

# Dr. AFTAB Hasan

Chairman at Risk Exchange DIFC Limited, CEO at Arya Insurance Brokerage Company (A subsidiary of Bayzat Holding Limited) & Chairman at A2R Solutions  
Dubai, United Arab Emirates

## Summary

AFTAB Hasan, is an eminent technocrat and the first-generation entrepreneur fueling multi-million-dollar growth, international business expansion, and new product launches within a start-up, early stage, high-growth environment. He has made remarkable contributions to the Energy, Offshore, Marine, Oil & Gas, IT, and Insurance & Reinsurance Sector with his passionate and pioneering spirit with approximately 30 Years of professional experience serving and leading top management team.

He is an elected representative committee member and Secretary-General on the Board of Insurance Business Group (IBG) under the auspices of the Dubai Chamber of Commerce & Industry, an appointed member of the United Nations Office for Disaster Risk Reduction (UNDRR) Private Sector Alliance for Disaster Resilient Societies (ARISE). He is the Advisory Board Director of All India Association of Industries (AIAI), a Member of the Indian Council of Foreign Trade, a Member of the Emirates Insurance Association, and the Gulf Insurance Federation.

He has contributed to the development of Dubai with his association & engagement as one of the steering committee members along with a few other think tanks for the launch of the Dubai Strategy where the blueprint of today's Dubai was being written in the 1990s. He received wide appreciation during this period for his periodic editorial contribution & views on the global economy and trade in Dubai Trade Magazine which was a monthly periodical published by the Economic Department of Dubai. He was obliged to be invited to the formation of Dubai Quality Group (DQG) as an examiner to assess & evaluate member companies participating in Dubai Quality Appreciation Award.

Certificate of Honour in 2016 for Speaking on "Overview of Dubai's Mandatory Health Insurance"

## Publications

Making LNG a viable proposition

He is conferred with many accolades & awards in recognition of his outstanding contribution to enhancing insurance industry standards. He has been at the forefront of the insurance industry embracing & promoting Insuretech solutions among peers while offering value-added service, industry leadership, excellent customer service, and boosting the image of the broking profession. He is a well-recognized name in the Middle East insurance sector and is often quoted in the media, providing opinion on global emerging markets. He was conferred as "Insurance Personality of the Year" at the 4th Edition of UAE India Economic Forum by Bloomberg Middle East & Economic Times. He has been frequently speaking at conferences, and summits; such as Global Economic Summit, Insurance Conference, ShipTech, InsureTech, Blockchain Summit, Cyber Security Conference, Seamless Middle East Conference, etc.

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## Experience

### Risk Exchange (DIFC) Limited

Founder & Chairman

November 2016 - Present (6 years 8 months)

Risk Exchange (DIFC) Limited, Dubai, UAE (The firm "Risk Exchange") is a regulated entity under the regulation of Dubai Financial Services Authority (DFSA) to carry out insurance intermediation and insurance management activities under Prudential Category 4 license by Dubai International Financial Centre (DIFC) which is a 100% subsidiary of Risk Exchange International Holdings Pte. Ltd. based in Singapore. "Risk Exchange" is an independent organization with professional's network of reinsurance intermediaries that aims to offer its clients the most innovative risk transfer alternatives and reinsurance solutions in all classes of business. We help clients find the best coverage at the right place that suits their needs and expectations. It aims to provide world-class risk management and insurance services to its global clients under one brand. The entity aims to create a network of risk professionals for mutual benefit. Risk Exchange is the business name for the international operations of the company. Our aim is to leverage the knowledge, contacts, and experience in the insurance and reinsurance sector to serve the growing demand of insurance / reinsurance market globally under a regulated environment. The objective of the company is to be seen as an independent company looking for the best coverage for its clients at the right price from a range of providers providing specialized insurance products

by way of Facultative Reinsurance and Treaty Reinsurance (Insurance Intermediation) from highly rated and financially secured insurance and reinsurance companies. The company is working with a network of business partners across Middle East, Africa, Asia, US, UK, Europe, Central & Eastern Europe (CEE), South East Europe (SEE), Russia and CIS Countries. Such a network would allow the firm to have a distribution channel locally and globally to market itself with a wider network than if it was just operating out of the DIFC.

### Arya Insurance Brokerage Company

Chief Executive Officer

March 2011 - Present (12 years 4 months)

Dubai, United Arab Emirates

Arya Insurance Brokerage Company LLC (A subsidiary of Bayzat Holding Limited) is one of the UAE's oldest insurance brokerage companies operating in UAE since 1988, which was acquired in 2017 by Bayzat Holding Limited in compliance with the laws of the Insurance Authority, HAAD, and DHA to form the fastest-growing vertically integrated online insurance brokerage in the UAE. Bayzat is a technology company that provides insurance and HR solutions. As the UAE's leading health insurance online platform, it enables individuals and companies to compare, buy and use their health insurance. Growing by over 350% for two consecutive years, Bayzat maintains its steady growth rate throughout the region. We are an 'Insurance Broker' active regionally & globally in alliance with 'Trust Risk Control' of Switzerland. We are an associate member of 'TT Club' UK. We look after the risk management and insurance requirements of some of the leading Ship Operator, NVOC, Lessor, Intermodal Operators, Shipping Lines, Port Authorities, Cargo and Passenger Handling Terminals, Freight Forwarders, Logistics Companies Contractors, Marine Engineers, Ship-Repairers, Manufacturers, Industries, Large and Medium-Sized Trading Houses, Service Organizations, etc.

### A2R SOLUTIONS

Founder & Chairman

June 2009 - Present (14 years 1 month)

Dubai - United Arab Emirates

Advanced, Affordable & Reliable that is A2R Solutions. A2R Solutions is emerging as one of the leading business partner, developer and implementator of business management software and services to customers in the Middle East. A2R Solution is dedicated towards providing powerful and robust software solutions to businesses throughout the Middle East. A2R Solutions

has strategic global partnerships and alliances with leading IT and Technology firms of world renowned accounting / finance, ERP and CRM software for HRMS, Payroll and Time Attendance Application, Retails and POS Solutions and Custom Applications etc. in the Middle East. We have Highly Experienced & Skilled Professionals, Efficient & prompt project delivery, Competitive rates, Global Connectivity, Technical support services. A2R Solutions is committed in providing the latest technologically advanced software solutions that enable business houses to decrease its costs and boost its operational growth. A2R Solutions provide software that grow with our clients business and are capable of satisfying our customers need and meeting business changing requirements.

## SERVICES & SUPPORT

All the products are backed up by comprehensive support packages. Which means our customers have the added reassurance that help is just a phone call away. A2R Solutions also provide training on our software, ensuring that our client get the most out of your system.

- Annual Support and Maintenance Contracts.
- Maintain and support existing computing environment.
- Annual Support Contracts (for Networks /LAN/WAN/PCs/Servers).
- Annual Maintenance Contracts (including extended warranty for Hardware)
- Incident Based / On-call Support Services.
- Software Development.
- Software Implementation and Support Services - Implementation of ERP, CRM, Point of Sale and related software and provide ongoing support.
- Software Development Services - Develop customized software as per customer requirements

Risk Exchange International Holdings Pte. Ltd.

Founder & Chairman

June 2015 - Present (8 years 1 month)

Risk Exchange International Holdings Pte. Ltd. headquartered in Singapore is a mixed investment holding company primarily to serve financial services and real estate investment registered in Singapore with Accounting and Corporate Regulatory Authority (ACRA) Singapore vide Company Number 201525478N. Risk Exchange International Holdings Pte. Ltd. aims to create a global network of firms embracing a common brand recognized by national and multinational business as essential to their need for risk, insurance, reinsurance and

risk financing. Risk Exchange is focusing on adding value and facilitate insurance & reinsurance intermediation through relations globally involving and developing a broad individual & corporate network of professionals. As we expand, our business principles of quality, unity and integrity guide our behavior, ensuring that we operate to the highest professional, ethical and business standards.

Subsidiary Company of the Group is Risk Exchange (DIFC) Limited, Dubai is a regulated entity under the regulation of Dubai Financial Services Authority (DFSA) and has received in-principle approval to carry out insurance intermediation and insurance management activities under Prudential Category 4 license by Dubai International Financial Centre (DIFC) which is a 100% subsidiary of Risk Exchange International Holdings Pte. Ltd. "Risk Exchange" is an independent organization with professional's network of reinsurance intermediaries that aims to offer its clients the most innovative risk transfer alternatives and reinsurance solutions in all classes of business. It aims to provide world-class risk management and insurance services to its global clients under one brand. The entity aims to create a network of risk professionals for mutual benefit. Risk Exchange is the business name for the international operations of the company.

**IBG - Insurance Business Group**  
**Secretary General & Board Member**  
March 2013 - Present (10 years 4 months)  
United Arab Emirates

IBG Membership consists of Chairman / Board Members / Chief Executive Officer / General Manager of Insurance Companies (National & International), Reinsurance Companies (National & International), Insurance Brokers (National & International), Reinsurance Brokers (National & International), Insurance Consultants, Actuaries, Insurance (TPA), and Loss Adjusters registered under the regulation of the Insurance Authority (Central Bank of UAE). Such members shall have the right to vote, elect and nominate for the membership of the Board of Directors. IBG's management confers a Representative Committee consisting of thirteen members, five represent the National Insurance Companies, two represent the International Insurance Companies, three represent the National Insurance Brokers, two represent International Insurance Brokers, and one represents the Loss Adjusting Company. The General Assembly elects the Representative Committee by secret ballot from among its paid members to hold office for a period of two years under the supervision of the Dubai Chamber of Commerce &

Industry. These elected Board of Directors then with an internal vote elect a Chairman, Vice-Chairman, Secretary-General, and Treasurer from its own elected members. IBG provides an excellent forum for assisting its members to increase their visibility and to develop more effective business relationships within the Insurance community. IBG reaches these goals by organizing informative periodical events and conducting workshops/training sessions for insurance professionals on different topics of interest whether from Conventional Insurance or Takaful (Islamic Insurance) while providing informative publications/journals/periodicals while retaining an Annual Membership Directory of Members. The Insurance Business Group (IBG) was established on 8th September 2004 as a non-profit organization under the auspices of Dubai Chamber of Commerce & Industry.

### Maritime Management Company (MMC)

Founder & Chairman

January 2008 - March 2020 (12 years 3 months)

United Arab Emirates

Maritime Management Company (MMC) is a management consulting firm dedicated to the Maritime Industry.

#### Management and Operations:

The day-to-day management of the company is taken care by Mr. Aftab Hasan - Managing Director & CEO a Senior Management Professional with 20 years in high-impact senior leadership roles that emphasized turnaround strategies with leading companies. Mr. Hasan has a proven record of accomplishments piloting and driving businesses into new marketplaces. He is known for sound fiscal and operational management and pace-setting results. Extensive history recruiting, motivating, and leading top executive management team members. A change-agent, self-motivated, acknowledged for balanced judgment, stability and capacity to steer consensus among core business disciplines with diverse agendas. His most important contribution to MMC is his pool of related experiences both for Strategic planning and knowledge of regional market.

### ETA Group of Companies

Director Strategic Planning, Mergers & Acquisitions

January 2008 - December 2010 (3 years)

Dubai - United Arab Emirates

Business Services

## OFFSHORE MARINE LOGISTICS

We service the offshore oil and gas exploration, development and production facilities around the region. Our vessels are used to deliver cargo and personnel to offshore installation, handle anchor for drilling rigs, support offshore construction and provide standby safety support. With our own fleet of vessels, we provide a variety of services including:

- Supply of all kinds of anchor handling tugs, dive support and platform supply vessels.
- Sub sea cable laying, repair and maintenance
- Pipeline repair and maintenance
- Top side maintenance including sand blasting and painting.

## MARINE TRANSPORTATION

Our tugs and barge fleet is dedicated to serve the coastal trade in the Arabian Gulf area via its logistics support for the offshore marine construction industry. Haulage of bulk cargoes such as armor rocks, aggregates, clinkers, limestone and similar bulk cargoes between ports in the GCC.

### Techno Gulf Group of Companies

#### Managing Director & CEO

November 1995 - December 2007 (12 years 2 months)

United Arab Emirates

Mr. Hasan has provided highly strategic and tactical leadership as Managing Director & CEO of this leading Group comprising of 12 companies engaged in the business of – Energy, Oil & Gas, Metals & Minerals Resources, Construction & Infrastructure Project Development, Real Estate Development, Project Finance & Investment, Information Technology & Telecommunications, and Trade & Products Outsourcing with P & L management responsibility. Maintain complete autonomous decision making authority within the areas of strategic planning, finance, business diversification and development, operations, sales and marketing, quality control, human resources, administration, Legal functions of the company having total staff strength of 200. Directly responsible for 8 profit centre of the group. Spearheaded and completely restructured the operations, brought Annual Revenue of the Group from US \$ 50 Million to US \$ 300 Million, surpassing management expectations and forecasts.

### Olympus KeyMed

## Marketing Director

January 1994 - October 1995 (1 year 10 months)

MENA Region

Formed in 1970, KeyMed has grown from a staff of four to become firmly established as an international leader in the manufacture and supply of specialised medical and industrial equipment.

Today, the KeyMed Group employs approaching 1,000 people at its purpose-built headquarters in Southend-on-Sea, Essex, England and subsidiaries in Ireland and Plymouth, Devon. Since 1986, KeyMed has been a wholly-owned subsidiary of Olympus Corporation, Japan, and as such is an important part of the global Olympus network, with specific responsibility for the development and manufacture of medical equipment and industrial products for distribution world-wide.

Olympus is recognized around the world as a manufacturer of high-quality electro-optical products, such as cameras and microscopes and endoscopic instrumentation, for both medical and industrial applications.

## Abdul Karim Yahya Munshi Est - Kingdom of Saudi Arabia

### Marketing Manager

October 1992 - December 1993 (1 year 3 months)

Abdul Karim Yayha Munshi Establishment or AKYM Establishment is a single owner, local Saudi company. The Company has a solid assets in terms of client base and business knowledge. Founded in 1948, the company has completed 60 years in Saudi market with strength of 250 fully trained professionals catering to various business sectors.

The company started as an import / export agent of various products required by pilgrims, who come to Saudi Arabia from all over the world to perform their Hajj. This initial exposure gave the company a platform to develop its contacts with the outside world and it was on this firm base that the company built strong and fruitful relationships globally. Presently the company watches the interests of more than 50 companies worldwide in different sectors.

In these almost 60 fruitful years, the company saw closely the rapid development – Economic, Industrial and Social – of Saudi Arabia and from time to time adapted itself to the needs of the hour. In fact the company grew at the same pace as the different sectors of Saudi economy. It was during the boom of OPEC countries two decades back that the company not only consolidated its trading business but also went ahead and fully utilized the opportunities provided by the time.

## Tata Steel



## Marketing Officer

February 1990 - September 1992 (2 years 8 months)

Jamshedpur, Jharkhand, India

Tata Steel was founded in 1907. Backed by 100 glorious years of experience in steel making, Tata Steel is the world's 6th largest steel company with an existing annual crude steel production capacity of 30 MTPA.

Tata Steel has a balanced global presence in over 50 developed European and fast growing Asian markets, with manufacturing units in 26 countries.

Through investments in Corus, Millennium Steel (renamed Tata Steel Thailand) and NatSteel Holdings, Singapore, Tata Steel has created a manufacturing and marketing network in Europe, South East Asia and the pacific-rim countries. Corus, which manufactured over 20 MTPA of steel in 2008, has operations in the UK, the Netherlands, Germany, France, Norway and Belgium.

Tata Steel Thailand is the largest producer of long steel products in Thailand, with a manufacturing capacity of 1.7 MTPA. It was formerly known as The Tata Iron and Steel Company Limited and changed its name to Tata Steel Limited in 2005.

## dBUG COMPUTER MAINTENANCE SERVICES

Marketing Development Officer

February 1989 - February 1990 (1 year 1 month)

Patna, Bihar, India

Specialization : Systems & Peripherals

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## Education

European International University - Paris (Official)

Professional Doctorate in Risk Management & Insurance · (May 2023)

INSEAD

M&As and Corporate Strategy Programme, Mergers and Acquisitions · (June 2014 - July 2014)

Magadh University

Bachelor of Engineering, Civil Engineering · (1988 - 1992)

Indian Institute of Business Management Patna

PG Diploma in Management (PGDM equivalent to MBA), Specialization in  
Marketing Management · (October 1987 - October 1989)

Ranchi University

Bachelor of Science, Physics, Chemistry & Mathematics · (1985 - 1987)