

BADRI Management Consultancy

Experience. Expertise. Excellence.

About BADRI

BADRI over the years has emerged to be a global consulting company that provides diverse sets of services to clients across Middle East and other regions.

Today, our around 200 talented staff spread across KSA, UAE, Pakistan, Egypt and UK drive innovation and provide cutting edge solutions to our business partners across the globe. We strive to ensure that we provide the best quality solutions, turning our experience and industry knowledge into value for our clients.

We specialize in all range of actuarial services and have also been able to integrate to provide services in other segments including Financial Services, Strategic HR consulting, Data Management and Business Intelligence to our clients.

Vision

Solution architects strengthening our partners to optimize performance

Mission

We help our clients be the best version of themselves by fostering partnerships, challenging norms and providing cutting edge solutions. We inspire our people to constantly evolve and chase excellence with integrity in a diverse, exciting and growth-oriented culture.

Core Values

01

Integrity

We uphold the highest standards of integrity in all of our actions by being professional, transparent and independent

02

Chasing Excellence

Through our empowered teams, we raise the bar by challenging norms to provide cutting edge solutions to our partners.

03

Fostering Partnerships

We foster partnerships with all our stakeholders through collaboration, empathy and adaptability.

04

Breeding Excitement

We value our people and create an exciting environment for them to develop.

05

Growth-Centric

We believe in creating a vibrant culture through continuous personal and professional growth of our people, while also growing the business.



September 2014

BADRI Management Consultancy
DSO was established in Dubai, UAE



October 2017

BMC Insurance Mathematics LLC
was set up in Dubai, UAE



March 2020

métier HR Consulting merged
with BADRI Group of Companies



May 2024

BADRI opened an office in
Cairo, Egypt



May 2016

BADRI opened an office in
Karachi, Pakistan

July 2019

BADRI Solutions was
established in
Karachi, Pakistan

Jan 2022

BADRI for Actuarial
Services was established
in KSA

Aug 2024

BADRI opened an office
in London, UK

Timeline



Innovating and simplifying your business
is at the core of what we do.



Our Team



“Our Team” Functional Distribution

Directors

6

UAE/Oman
Actuarial

48

KSA
Actuarial

53

IFRS 17

17

Sales

2

Medical
Actuarial

9

Business
Intelligence

8

End of Service
Actuarial

5

Strategy
Consulting

2

HR
Consultancy

3

Financial
Services

11

Data
Sciences

7

Support &
Admin

29

Why Should You Choose Us?



The BADRI Difference

Communication

We provide customized detailed reports to suit each stakeholder in order to facilitate an informed decision strategy that fosters the growth of the company.

Practicality

We impart practical advice that is aligned to the organizations' needs and adheres to industry best practices; the implementation of which is within the realms of possibility.

Profit Optimization

We believe that People, Products, and Profits are key to ensuring a successful business flourishes. Our solutions are centered around the basic objective of how to optimize profits, without compromising on integrity or work ethics.



Seasoned Professionals

We have extensive global experience in Technical and Management Disciplines of insurance and Takaful, which allows us to provide innovative solutions to our clients.

Satisfied Clients

Currently, we are the appointed actuaries of more than 30 insurance companies in the GCC and have served more than 150 unique clients since inception. We believe in long term partnerships with our clients.

Tailored Solutions

We follow a collaborative approach to working with our clients and provide customized practical solutions that they can implement that best suit their business needs.

We analyze risks so that our clients can make confident decisions



Our Unique Approach

We realize one of the main issues our potential clients face is the lack of constant support and the communication challenges when they only speak to the Appointed Actuary.

At BADRI, we have a transparent four tier structure where there is an Assistant Manager and at least 1-2 analysts dedicated to each client. They are the first line of support and are constantly in touch with each client to resolve any queries.

Each client will also have a Manager and an Appointed Actuary who can also be contacted for any escalated problems.

Our client philosophy is to make sure that there is easy access to our team and avoid any bottlenecks.

A**Appointed Actuary****B****Manager –**

Handling 2 to 3 clients

C**Assistant Manager –**

Dedicated to a maximum of 2 clients

D**Actuarial Analysts –**

2 Analysts dedicated to a client

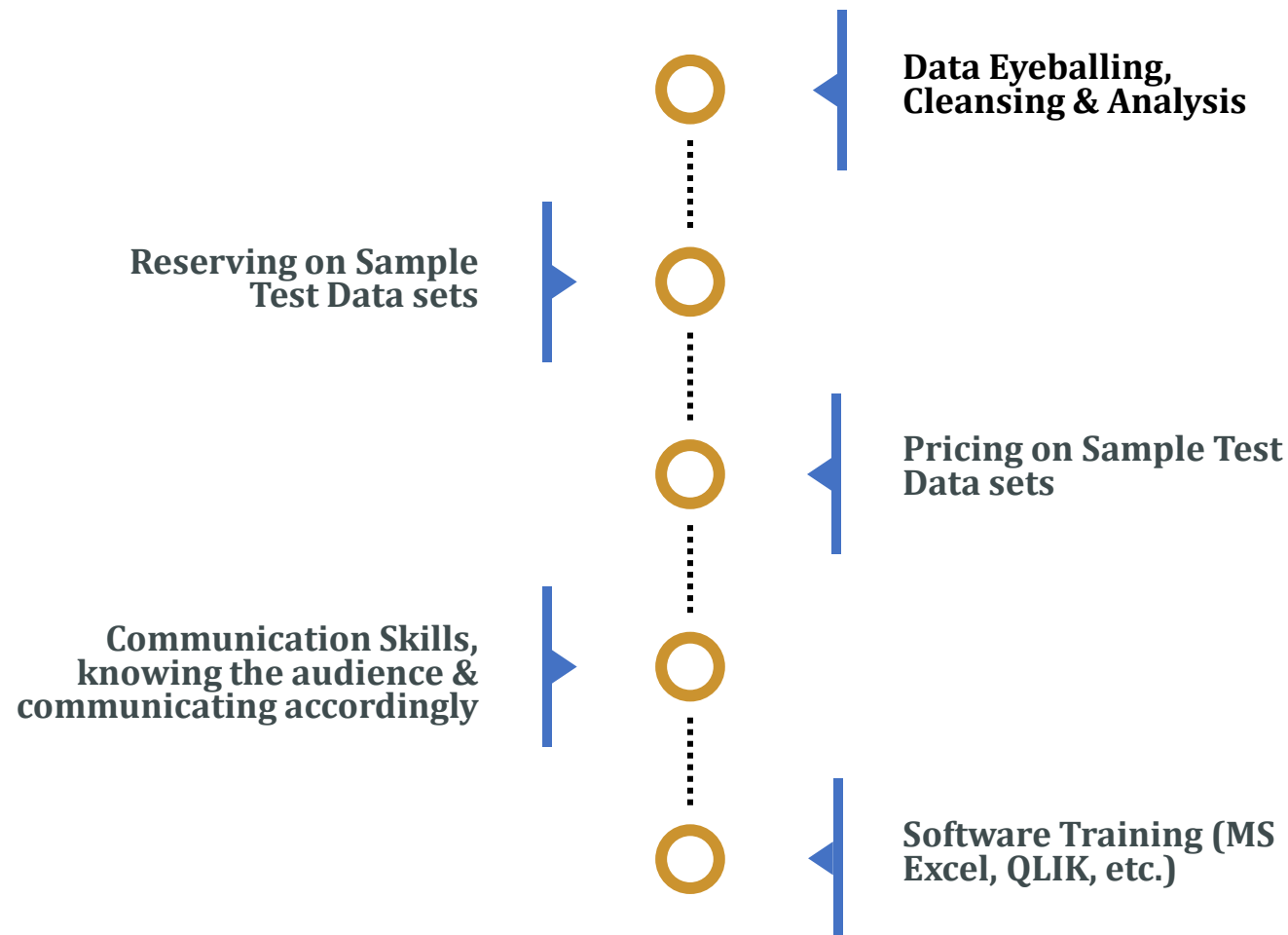
Strong Emphasis on People Management

At BADRI, we focus a lot of time and attention to training managers to lead, while maintaining a culture of authenticity, transparency, and accessibility.

With a dedicated HR department, all phases of the employee life cycle are adhered to including recruitment of top-notch individuals, and an extensive Onboarding Training Cycle (OTC).

Each batch of new recruits is supervised by one or two Assistant Managers for the duration of their OTC. Meanwhile, internal BADRI resources who are subject matter experts provide hands on trainings on software, big data handling and analytics, and on actuarial concepts such as pricing and reserving.

A major focus is also given on communication skills to ensure that all client handling is done without a glitch.



Our Strategic Collaborations



For 25 years, ADDACTIS® Group has been developing a unique expertise in actuarial software solutions covering the whole range of (re)insurance needs : pricing, reserving, reporting and modeling. Present in 24 locations around the 5 continents, with over 500 (re)insurance clients and 2,000 software users in over 50 countries. BADRI have partnered with Addactis Software solutions to be their implementation and support services provider in MENA region.

Reserving

Combining the best reserving practices and methodologies of the main insurance markets, our Reserving solution is the easiest way to technical summits and team training efficiency.

IFRS 17

With cutting edge technical approach embedded in our solution by our numerous IFRS 17 experts, monitor your profitability and your contracts with the highest level of accuracy.

Pricing

Because you deserve a pricing process designed to serve your global underwriting strategy, our Pricing solution drives you to the top of the art of pricing.

Capital Modelling

Meet regulatory requirements and immerse your company in a highly complex and moving environment to steer your business, thanks to our flexible, powerful and auditable Capital Modeling solution.

Our Strategic Collaborations



Qlik

Qlik : A management tool that goes beyond BI query-based analysis that restricts people to linear exploration within a partial view of their data. Qlik lets Clients combine any number of data sources to freely explore across all the data and instantly pinpoint areas of most interest for the Client to see. The result: Powerful insights into areas and angles that are missed out with other BI tools.



Limitless
Consulting

Limitless Consulting was established in 2018 in UAE. The extensive international and local knowledge of the promoters through the years has supported the development of their service reputation for providing a distinctive client service to its local, national and international client base.

Limitless Consulting adopts best in class international tools, methodologies and independence/ risk management standards across all service lines in order to ensure the service provided is to the highest technical, professional, compliance and ethical standards for the benefit of all its clients and stakeholders.

Our Strategic Collaborations



Conrad
Clark

Founded in 2009, CCN began its journey with a principle of hard work and commitment to understand their clients' needs, environments and operations. This principle enables it to deliver comprehensive, value-added, result-oriented and bespoke solutions and services. The result of its approach quickly became evident within a few years as CCN emerged as the leading provider of strategic risk and transformational change management solutions and services in Nigeria. Its suites of services and solutions have increased and their satisfied clientele are rapidly expanding to other African countries. CCN's simple commitment "to help organisations and businesses create value and succeed in whatever they do" is the driving force propelling us to design all the solutions, services and products they offer. You are assured of excellent service delivery when you request for any of CCN's offerings.



ARGenesis

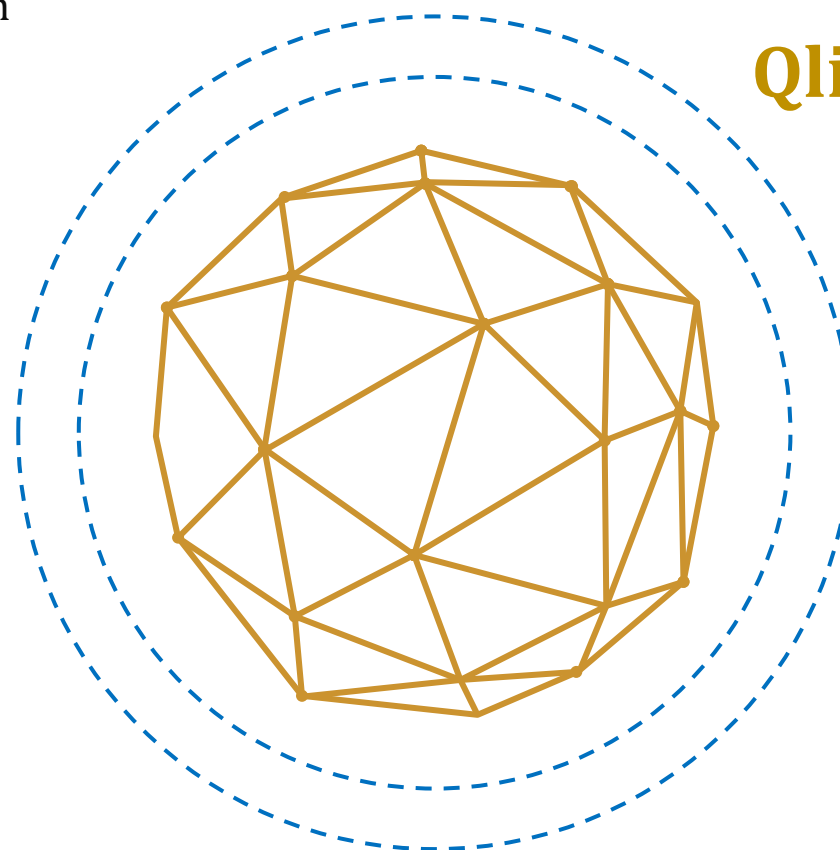
ARGenesis specializes in Decision Science for the Insurance Sector. We operate as a Management Consultancy and Software Solutions (SaaS) firm. Their mission is to deliver data-led insights and bespoke technology solutions for their clients. They aspire to be the most trusted external Actuarial & Data Services advisor by providing independent advice and support to help you achieve your strategic goals. Their proprietary technology and consulting services are here to help you reach peak levels of performance, in both reducing costs and increasing profitability.

BADRI Solutions

Effective Business Intelligence Through
Strategic Partnership with Qlik

Present & Future Landmarks

“A strategic collaboration with Qlik
with an aim to establish a Data
Literate World that helps attain
operational & tactical leverage to
envision the leaders of the future”



Qlik Business Growth Advantages:

- Decision Optimization
- Cross Selling & Up-selling opportunities
- Higher Revenue Generation
- Near and Real Time Information
- Improved Operational Efficiency
- Value-added and Accurate Decisions

“BADRI Your Strategic Partner”

Sophisticated IBNR Reserving Tools

Start Page Premium Filters Claim Filters AY Loss Ratios Underwriting Performance Review Commission Analysis Expense Analysis Ratios Summary Sub Class Analysis

RI Premium Distribution Reconciliation Company Level Reconciliation Reports Working Sheet

Gross Earned Premium (Amounts in AED)

Loss Year	EP	Gross Claims Paid	Gross Claims OS	Reported Claims	Reported Loss Ratio	IBNR	Ultimate Claims	Ultimate Loss Ratio	Expense
Prior Years	0	32,958,606	233,185	33,191,792	-	0	33,191,792	-	22,40
2012	419,883,854	32,885,124	50,085	32,935,208	8%	0	32,935,208	8%	
2013	49,878,335	82,183,823	-243,249	81,940,574	164%	0	81,940,574	164%	
2014	46,358,369	191,819,998	525,071	192,345,069	415%	0	192,345,069	415%	
2015	52,824,891	184,923,598	758,961	185,682,559	352%	0	185,682,559	352%	
2016	71,215,233	180,142,822	1,424,608	181,567,430	255%	5,089,018	186,656,448	262%	3,58
2017	92,112,298	229,973,094	1,957,651	231,930,745	252%	5,089,018	237,019,763	257%	6,43
2018	101,923,438	95,407,343	12,901,393	108,308,736	106%	5,816,020	114,124,756	112%	2,68
2019	124,568,400	-87,435,973	169,186,523	81,750,550	66%	1,618,643	83,369,193	67%	6,80
2020	74,929,060	-36,784,735	68,248,785	31,464,050	42%	1,920,527	33,384,577	45%	2,83

Year Quarter

Gross Performance AED '000 Gross Ultimate Loss Ratio AED '000

Start Page Premium Filters Claim Filters AY Loss Ratios Underwriting Performance Review Commission Analysis Expense Analysis Ratios Summary Sub Class Analysis

RI Premium Distribution Reconciliation Company Level Reconciliation Reports Working Sheet

Company Level Reconciliation

QuarterName

Q	2004-Q4	2005-Q4	2006-Q4	2007-Q4	2008-Q4	2009-Q4	2010-Q4	2011-Q4	2012-Q4	2013-Q4	2014-Q4	2015-Q4	2016-Q4	2017-Q4	2018-Q4	2019-Q4
2004-Q1	2005-Q1	2006-Q1	2007-Q1	2008-Q1	2009-Q1	2010-Q1	2011-Q1	2012-Q1	2013-Q1	2014-Q1	2015-Q1	2016-Q1	2017-Q1	2018-Q1	2019-Q1	2020-Q1
2004-Q2	2005-Q2	2006-Q2	2007-Q2	2008-Q2	2009-Q2	2010-Q2	2011-Q2	2012-Q2	2013-Q2	2014-Q2	2015-Q2	2016-Q2	2017-Q2	2018-Q2	2019-Q2	2020-Q2
2004-Q3	2005-Q3	2006-Q3	2007-Q3	2008-Q3	2009-Q3	2010-Q3	2011-Q3	2012-Q3	2013-Q3	2014-Q3	2015-Q3	2016-Q3	2017-Q3	2018-Q3	2019-Q3	

Reserving LOB: Cyeiyl Xkajkbhkh, UHhtakfbr, Yidj, Amlpvveyd, Pjpknx, Kytynlg, Mnjolmwoera

Earned Premium

Year	Gross EP				Net EP			
	Data Used	Finance	Difference	Difference %	Data Used	Finance	Difference	Difference %
2012	-476,640,652	0	-476,640,652	-	-332,062,174	0	-332,062,174	-
2013	49,878,335	0	49,878,335	-	42,919,971	0	42,919,971	-
2014	46,358,369	47,598,937	-1,240,568	-3%	38,691,496	39,269,052	-577,556	-1%
2015	52,824,891	32,120,647	20,704,244	64%	41,333,885	25,541,679	15,792,206	62%
2016	71,215,233	71,210,302	4,931	0%	52,725,281	52,863,205	-137,924	-0%
2017	92,112,298	92,136,888	-24,900	-0%	67,206,972	67,189,483	17,489	0%
2018	101,923,438	104,857,387	-2,933,950	-3%	72,737,400	74,396,279	-1,658,880	-2%
2019	124,568,400	124,408,404	159,995	0%	92,166,707	92,199,928	-33,221	-0%
2020	74,929,060	74,914,023	15,037	0%	55,535,335	55,540,702	-5,367	-0%
Total	137,169,371	547,246,588	-410,077,217	-75%	131,254,872	407,000,328	-275,745,455	-68%

With Jv

Start Page Premium Filters Claim Filters AY Loss Ratios Underwriting Performance Review Commission Analysis Expense Analysis Ratios Summary Sub Class Analysis

RI Premium Distribution Reconciliation Company Level Reconciliation Reports Working Sheet

Gross Premium

LOB	Data Used	Finance	Difference	Diff. %
Cyeiyl Xkajkbhkh	59,807,979	59,807,980	-1	-1.02%
UHhtakfbr	246,425,669	12,520,606	233,905,063	1
Yidj	148,104,266	80,033,158	68,071,108	46%
Amlpvveyd	39,624,520	17,853,064	21,771,456	55%
Pjpknx	158,965,214	66,408,743	92,556,471	58%
Kytynlg	127,237,204	92,395,105	34,842,100	27%
Mnjolmwoera	41,747,598	26,595,364	15,152,234	36%
Fdgl Kca	344,470,885	260,597,023	83,873,863	24%
Zcard WPS	23,019,005	20,695,260	2,323,745	11%
Total	1,189,406,340	636,906,302	552,500,038	46%

Net Premium

LOB	Data Used	Finance	Difference
Cyeiyl Xkajkbhkh	-1,027	0	-1,027
UHhtakfbr	245,350,418	12,473,369	232,877,049
Yidj	139,872,609	74,784,107	65,088,502
Amlpvveyd	33,619,504	12,764,501	20,855,003
Pjpknx	158,609,905	66,355,902	92,254,003
Kytynlg	-1,997,971	-6,475	-1,991,496
Mnjolmwoera	39,613,679	23,596,773	16,016,906
Fdgl Kca	344,074,855	260,246,298	83,828,557
Zcard WPS	23,017,685	20,693,940	2,323,745
Total	982,159,656	476,908,415	511,251,242

With Jv

Start Page Premium Filters Claim Filters AY Loss Ratios Underwriting Performance Review Commission Analysis Expense Analysis Ratios Summary Sub Class Analysis

RI Premium Distribution Reconciliation Company Level Reconciliation Reports Working Sheet

Gross Premium Drill Down by Sub Class (Amounts in AED)

Reserving LOB	Document Year	2013	2014	2015	2016	2017	2018	2019	2020	Total
Cvqgttozz		1,925,908	5,994,915	3,880,632	3,465,020	585,673	9,427,378	15,669,939	3,840,152	80,263,668
Fkngthr	1	213,443,770	272,930,434	311,638,429	337,670,358	416,094,478	408,895,631	228,789,733	166,689,487	3,545,548,083
Hmvtz - SCR	1	-534,688	1,186,451	4,204,766	8,413,668	12,650,598	-22,243,046	89,094,058	-431,400,517	-329,465,831
Hpdsvms	7	1,223,618	-2,423,230	6,875,020	3,146,793	9,274,752	7,174,095	-4,815,454	12,471,090	24,387,568
Odkgfcoxpj	0	1,134,250	-2,135,200	-851,281	-3,504,812	3,839,325	4,090,333	998,025	-1,161,563	7,359,680
Ruofhp Jgtsulwvd	-	482,182	-1,166,774	-1,280,472	-1,280,472	-500,383	-3,038,750	-1,258,538	-1,258,538	-8,043,708
Uyqnm	1	11,522,947	16,185,651	16,862,897	17,912,708	9,722,998	-4,951,480	-1,728,014	6,224,074	130,323,514
Ybgny - Ktxrggkdkddam	2	98,254,967	67,147,426	307,587,931	747,387,182	#####	#####	431,928,174	3,288,184,569	1,490,734,425
Ypdcavxfvga	5	-26,533,034	-21,994,391	-11,577,187	-210,545	-5,807,943	8,035,710	28,582,303	14,878,009	-213,918,844
Total	8	300,437,738	337,374,239	637,454,433	1,112,605,300	806,516,551	787,237,792	3,058,466,824	4,732,188,954	

Gross Premium Mix by Sub Class (Amounts in AED)

Reserving LOB	Document Year	2012	2013	2014	2015	2016	2017	2018	2019	2020
Cvqgttozz	%	2%	1%	2%	1%	0%	-0%	-0%	2%	0%
Fkngthr	%	48%	71%	81%	49%	30%	-52%	-21%	29%	5%
Hmvtz - SCR	%	0%	-0%	0%	1%	2%	-2%	1%	1%	-16%
Hpdsvms	%	2%	0%	1%	1%	0%	-1%	0%	-1%	0%
Odkgfcoxpj	%	1%	0%	-1%	-0%	-0%	-0%	-0%	0%	-0%
Ruofhp Jgtsulwvd	%	-	-	0%	-0%	-0%	-0%	-0%	-0%	-0%
Uyqnm	%	6%	4%	5%	3%	2%	-1%	0%	0%	0%
Ybgny - Ktxrggkdkddam	%	49%	33%	20%	48%	67%	155%	121%	55%	108%
Ypdcavxfvga	%	-8%	-9%	-7%	-2%	-0%	1%	0%	4%	0%
Total	%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Year Quarter

Our Services

Our Services

Our Strategic Solutions

Actuarial Consultancy

- 1 Appointed Actuary
- 2 End of Services
- 3 Actuarial Support for General & Life Insurance
- 4 IFRS 17
- 5 Pricing, Reserving & Capital
- 6 Actuarial Support for Motor & Medical Insurance

Strategic Consultancy

- 1 Financial Services
- 2 Strategic HR Consultancy
- 3 ERM
- 4 Product Development
- 5 Merger and Acquisition
- 6 Compliance and Forensics
- 7 Advisory & Risk Management

Technology Consultancy

- 1 Digitalization
- 2 Business Intelligence
- 3 Data Governance
- 4 Big Data & Analytics
- 5 IFRS 17 Systems
- 6 Actuarial Systems

Awards & Accomplishments



Awards & Achievements

MENA IR Awards

Best Actuarial/Risk
Consultancy Firm of
2023, 2018 & 2016 by
MENAIR



InsureTek Golden Shield Awards

Corporate Risk Manager
of the Year 2023 & Best
Actuarial Consultancy
Firm 2024 by InsureTek



MIIA Awards

Strategic Partner to the
Industry 2023, 2022,
2021 & 2020 by MIIA



EHA Awards

Best Internship Program
2024



Conferences & Workshops



BADRI's Annual Conferences



BADRI Annual Insurance Conference UAE 2023



BADRI Annual Insurance Conference UAE 2022



BADRI Annual Insurance Conference UAE 2021



BADRI Annual Insurance Conference Karachi 2021



BADRI Annual Insurance Conference UAE 2019

[Click here to view our other industry events](#)

External Conferences & Events



IFoA Middle East Conference 2024 – Riyadh & Dubai



Tunis Actuarial Conference 2024



BADRI Collaborated with ShaikhTech at LEAP 24



SOA Regional Symposium Riyadh



International Health Insurance Forum 2023

[Click here to view our other industry events](#)

Industry Awareness Activities



**BADRI CFO Roundtable:
IFRS 17 Implementation from the CFO
perspective**



BADRI & addactis Pricing Game KSA



**Medical Pricing Training Workshop –
Riyadh, KSA**



**Actuarial Reserving Training Workshop
– Riyadh, KSA**



**Workshop on Financial Regulations:
Impact & Way Forward – Dubai, UAE**

[Click here to view our other industry events](#)

Our Publications

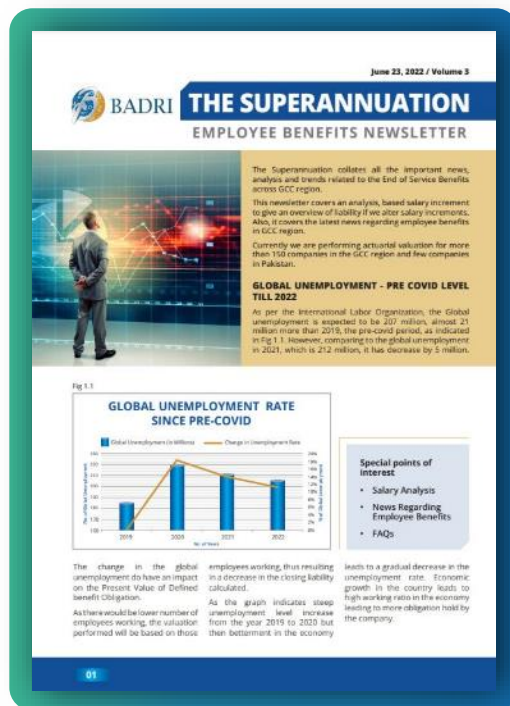


Newsletters



The Vitals 'Medical' Newsletter

[Click here for The Vitals](#)



The Superannuation 'Employee Benefits' Newsletter

[Click here for End of Service Newsletter](#)



GCC Insurance Stock News Alerts

[Click here for GCC News](#)

Insurance Industry Reports

PAKISTAN

Insurance Industry Reports

[Click here for Reports](#)

UAE

Insurance Industry Reports

[Click here for Reports](#)

KSA

Insurance Industry Reports

[Click here for Reports](#)

OMAN

Insurance Industry Reports

[Click here for Reports](#)

QATAR

Insurance Industry Reports

[Click here for Reports](#)

Our Offices



Contact Us

UAE Office

2107 SIT Towers, PO Box 341486,
Dubai Silicon Oasis, Dubai, UAE
UAE: +971 4 493 6666

KSA Office

Office 36, King Abdulaziz Road, Ar
Rabi, Riyadh 13315
KSA: +966 112324112

Karachi Office

7B-2-6, 7th Floor, Fakhri Trade Center,
Shahrah-e-Liaquat, New Chali, Karachi
Pakistan
Karachi: +92 213 2602 212

Lahore Office

POPCORN STUDIO Co-working Space
Johar Town 59-B Khayaban e Firdousi,
Block B, Phase 1, Johar Town, Lahore

Egypt Office

E-Scapes IT Solutions 13 Makkah
St, Mohandiseen, Giza, Egypt

UK Office

c/o ARGenesis: Lloyds Building, 1 Lime
Street, London EC3M 7HA

