



RAJKUMAR TR

Chief Executive Officer

 +971 4 554 2733, +971 58 123 9931

 +91 953 989 0659

 rajkumar.tr@ajmsglobal.com, raj@ainsurtek.com

 N 704 D, Emirates Financial Towers,
DIFC Dubai, UAE. P.O. Box 122804

AJMS GLOBAL

📍 206, Opal Tower,
2nd floor - Burj Khalifa
Bld, Business Bay,
Dubai, UAE.
P. O. Box : 122804

❖ 57PG+86
Dubai - UAE

AINSURTECH

📍 301, Sugeeth Complex,
3rd Floor, Ulloor PO.
Thiruvananthapuram,
Kerala, India.
Pincode : 695011

❖ GWHH+GF
Trivandrum, Kerala



COMPANY PROFILE



AInsurtech is an AJMS Group Entity



AInsurtech is a leading Technology solutions provider for Insurtech. The company is led by insurance industry veterans with extensive knowledge on the practical challenges faced by Insurance companies.



Given the technology challenges prevalent in the insurance industry, AInsurtech has launched a comprehensive digital transformation solutions enabling a smooth and stable transition from Legacy systems to Latest Technology.



Our Consulting Team has carried out more than 15+ engagements in the GCC Region, Our products leverages this practical experience to provide an end-to-end digital solution inline with the local requirements.

One-Stop Shop

Ainsurtech core system solutions and peripherals such as IFRS, AML & Online Portals + Mobile Apps together cater to all Insurance needs

Partner Approach

Will treat our customers as our partners and work towards enabling them as our reference customers.

Experience

Collective experience of over 50 + Insurance system implementations globally.

Our Management team has over 100+ person years of experience in providing IT solutions to Insurance industry

Global practices

We incorporate global Insurance best practices into solutions making them truly global

Single Focus

Since day 1, Ainsurtech provides IT solutions only to the Insurance industry

Global Presence

We have offices in Dubai (UAE), Abu Dhabi (UAE), KSA, Bahrain, Oman, Kuwait, Jordan, USA, UK & India

AJMS Global Consulting (“AJMS”) is a boutique consulting firm specializing in providing niche consulting propositions to its clients in the area of Risk Management, Compliance, Performance & Strategy Advisory, Corporate Training, and Digital Transformation Advisory. The firm is led by Mr. Abhishek Jajoo, Founding Partner & CEO, and comprises of professionals who have exposure of working as Bankers, Regulators, Auditors, and Legal Advisors. Currently, AJMS has a presence in 11 cities across nine countries with its headquarters in UAE.

AJMS provides comprehensive and factual consulting experience to its clients to equip them for informed decision-making resulting in a business growth that has larger value creation for stakeholders and empowers its employees. The firm assists organizations to effectively monitor and manage risks, ensure compliance with regulatory requirements and provide technology solutions.

Our expertise in an array of services provides valuable insights to the clients which helps them to explore market conditions, mitigate risks and boost revenue.



Office Locations



Dubai



Abu Dhabi



Sharjah



Muscat



Manama



Amman



Kuwait



Riyadh



Amsterdam



Hong Kong



Jaipur



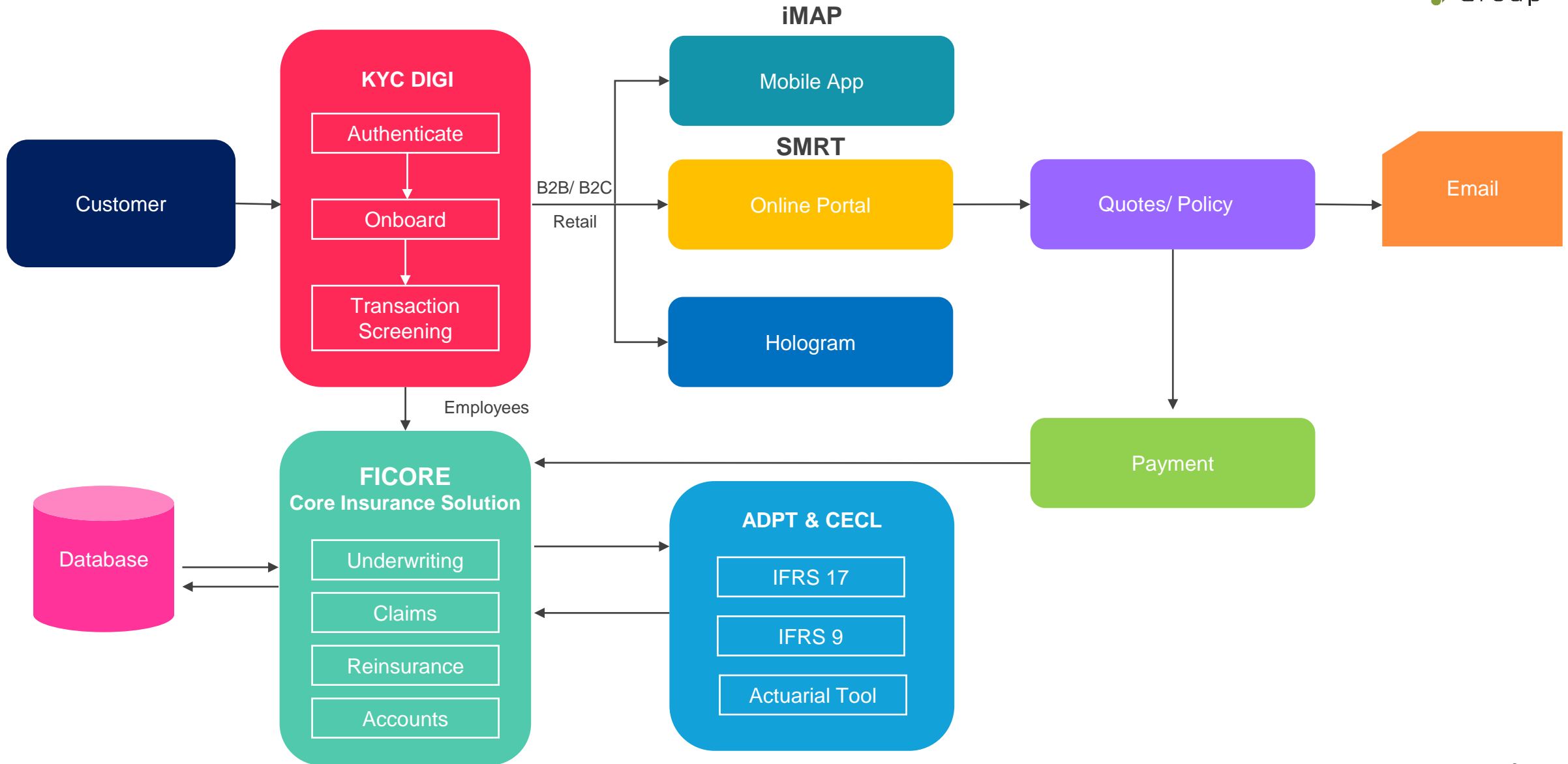
Trivandrum



Almaty

We have worked collaboratively and teamed with insurance clients for many years. The following table summarizes the value we will continue to bring our clients.

Capability	Value to our Clients
We know you	<ul style="list-style-type: none"> • Familiarity with your environment, processes, and culture • No transition time or learning curve required—we will hit the ground running on day one • Deep knowledge of your finance, business environment, regulatory landscape and best practices
Specialists in the areas important to you	<ul style="list-style-type: none"> • Specialists that you can trust to bring insights in the areas that are critical to you • Continued access to a broad array of multidisciplinary services—including specialists in tax, actuarial, accounting, IT strategy, finance transformation, human capital, and many other areas
Local capabilities	<ul style="list-style-type: none"> • Continued local-country support for your growing businesses through dedicated teams and centralized team in UAE • Assistance with AML/CFT, due diligence, controls, CBUAE compliance, review and investigation as new acquisitions occur
Proven, flexible, and collaborative engagement approach	<ul style="list-style-type: none"> • An effective, collaborative approach to providing cosourcing, project outsourcing, and loaned staff solutions • Ability to flex and scale our team and approach your business needs as your audit services and/or ethics and compliance plans change • Good chemistry and a working style that continues to complement yours
Innovation and industry leading insights	<ul style="list-style-type: none"> • Knowledge sharing, analytics, and access to industry and professional information maintained by AJMS Global • Support for your efforts to foster corporate compliance, particularly in the changing regulatory environment
Value for fees	<ul style="list-style-type: none"> • On speed dial and available to assist whenever you need our advice • Training and subject matter insights at no charge • Teaming with you—we don't bill for every hour we spend • Strategic, value-added services, with a focus on efficient cost management



Ficore General

Full fledged core general Insurance system built on web technology with simplified business practices across all functions.

Ficore Broking

A truly integrated broking system built on latest technology covering the end to end operations and finance module.

ADPT (Actuarial Disclosure & Profitability Tool)

Our IFRS 17 solution is intended to provide our customers with an interactive and Customizable Analytical Dashboard, where reports can be easily accessed and generated for different departments.

KYC DIGI

DIGI presents a secure and seamless digital KYC platform – DIGI-KYC to counter the remote functioning challenges.

CECL (Current Expected Credit Loss)

CECL (Current Expected Credit Loss) is a comprehensive digital transformation solution for calculating expected credit loss and related parameters. IFRS 9 specifies how an entity should classify and measure financial assets, financial liabilities.

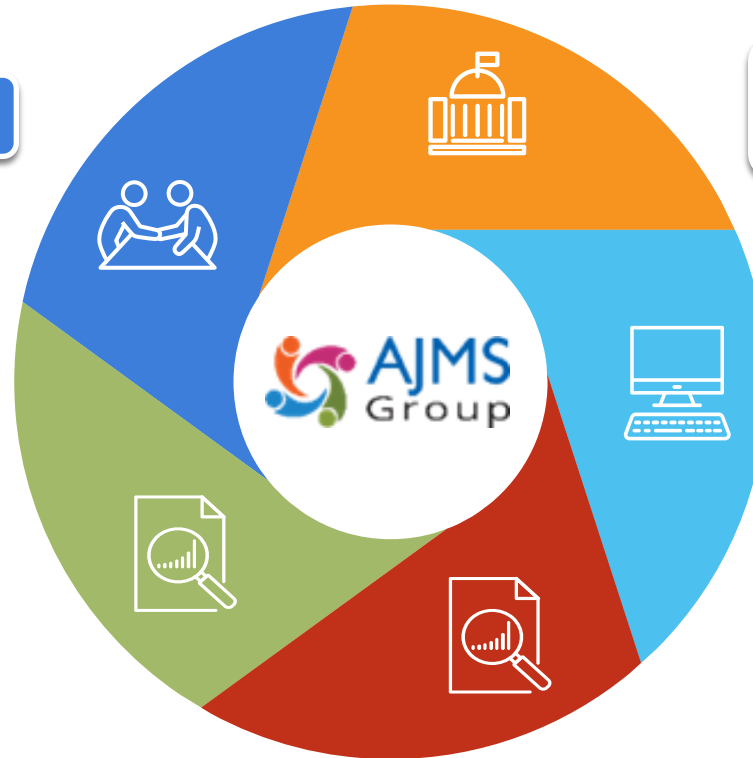
SMRT

Smart (SMRT) is a Self Service portal for all your insurance needs as a retail customer / SME. It combines multiple distribution channels and ensures the best user experience.

iMAP - Innovative Mobile App

iMAP apps are built with the best user experience. iMAP simplifies the communication between user and clients faster, smoother and effectively.

We offer a wide range of services to our clients, as we aim to assist them in achieving corporate success



Management Consulting Services

- Strategy
- Sustainability
- Deals Advisory
- Distress Advisory
- HR Consulting
- Insurance Training
- IFRS 17 Training
- BPS solutions

Actuarial Services

- Appointed Actuary
- IFRS 17 Managed Services
- Product Pricing
- Product Development
- RI Optimisation

Tax Services

- Direct Tax
- Indirect Tax
- Transfer Pricing
- International Tax

Governance, Risk & Compliance Services

- IFRS Advisory
- Compliance Advisory
- Project Governance
- Regulatory Consulting
- Risk Advisory

Technology Solutions

- Ficare Insurance Solution
- Ficare Broking Solution
- FinTech Solution
- Digitalization, Mobility, AI products
- ERP for Insurance portals and core
- Compliance & Payment Solutions
- Business Intelligence
- IFRS 9 & 17 Solution

Our Insurance Sector Credentials



Dr Abhishek Jajoo
 Founder & CEO – AJMS Global

Professional Qualifications

- Masters of Business Administration (MBA), XIMB (India) & Euromed Marseille (France)
- Chartered Financial Analysts (MS-Finance) – ICFAI University, India

Experience

Abhishek has experience in risk management and related regulations within banking industry.

He has gained experience in risk based auditing and supervision including CAMEL BCOM, corporate governance standards, BASEL II/III, ICAAP and stress testing.

Abhishek has handled advisory services for key clients including FAB, ADCB, Rak Bank among others.



Vivek Mundhra
 Senior Partner – AJMS Global

Professional Qualifications

- Masters of Business Administration (MBA), XIMB (India)
- Bachelor of Technology (B.Tech.) India
- Certified Prince2 Practitioner, Six Sigma Black Belt

Experience

Vivek has been a trusted advisor with over 14 years of experience in strategy consulting, corporate finance, business transformation and program management across banks within Middle East, USA, Asia and Europe.

He has supported multiple banks in their expansion strategy, new product development and feasibility studies.

He is involved in embedded finance projects for banks



Gaurav Baid
 Senior Partner-AJMS Global

Professional Qualifications

- ACA – Associate Member of the Institute of Chartered Accountants of India (ICAI)
- Bachelor of Commerce – University of Calcutta

Experience

Gaurav has over 18+ years of experience in assurance and consultancy spread across financial institutions in the Gulf.

He has hands-on experience in development and deployment of IFRS 9, 13, 16 & 17.

He has advised regulated financial institutions domiciled across the globe, on matters relating to business process reengineering, strategy, financial reporting, valuations, etc.



Satish Menon
CEO – Remitex

Professional Qualifications

- Master of Arts – Economics

Experience

Satish has over 30 years of experience in Financial Sector. He is an outstanding professional with expertise in all aspects of banking, remittance and MSB services. He has a vast experience in setting up corporate systems and governance in Banks and other financial entities. He brings in global perspective in compliance having closely worked with regulators in various countries.

He was heading the Banking and Governance in a leading exchange company in UAE for almost 8 years. He was also involved in ensuring compliance in other group companies in foreign locations. He was a key official for the exchange and has participated in the discussions with CB UAE



Rajkumar TR
CEO - AInsurtech

Professional Qualifications

- Insurtech Specialist
- Delivery Expert
- Thought Leader
- Strategist Aerospace Tech

Experience

Raj has over 20 years of experience in developing and implementing insurance solutions for Middle East & Africa market in helping our customers to outdo their competition. He is a successful Entrepreneur and Domain expert with proven skills of repeating the success in implementing Insurance ERP solutions. He has expertise in applications built with innovative ideas, latest tools & technologies. Deep Domain Knowledge in General & Medical Insurance.



Sankaranarayanan Balakrishnan
Partner & Business Head – Africa (BFSI)

Experience

Sankaranarayanan is a Partner at AJMS Global Team who will be the global face for AJMS group especially for Africa market.

He is a Techno Functional Sales Leader, having 22+ years of experience and his career is built on strong delivery experience (15+ years).

Prior to joining with AJMS team, he was the Sales Head of Africa for Beyontec responsible for establishing new footprints in Africa through his connects and sales-marketing strategies and was also responsible for the entire spectrum of sales cycle - from lead generation to deal closure and subsequent relationship management.



AINSURTECH DUBAI

N704D, Emirates Financial Towers,
Dubai International Financial Center, P.O.
Box 122804 Dubai, UAE

www.ainsurtek.com

