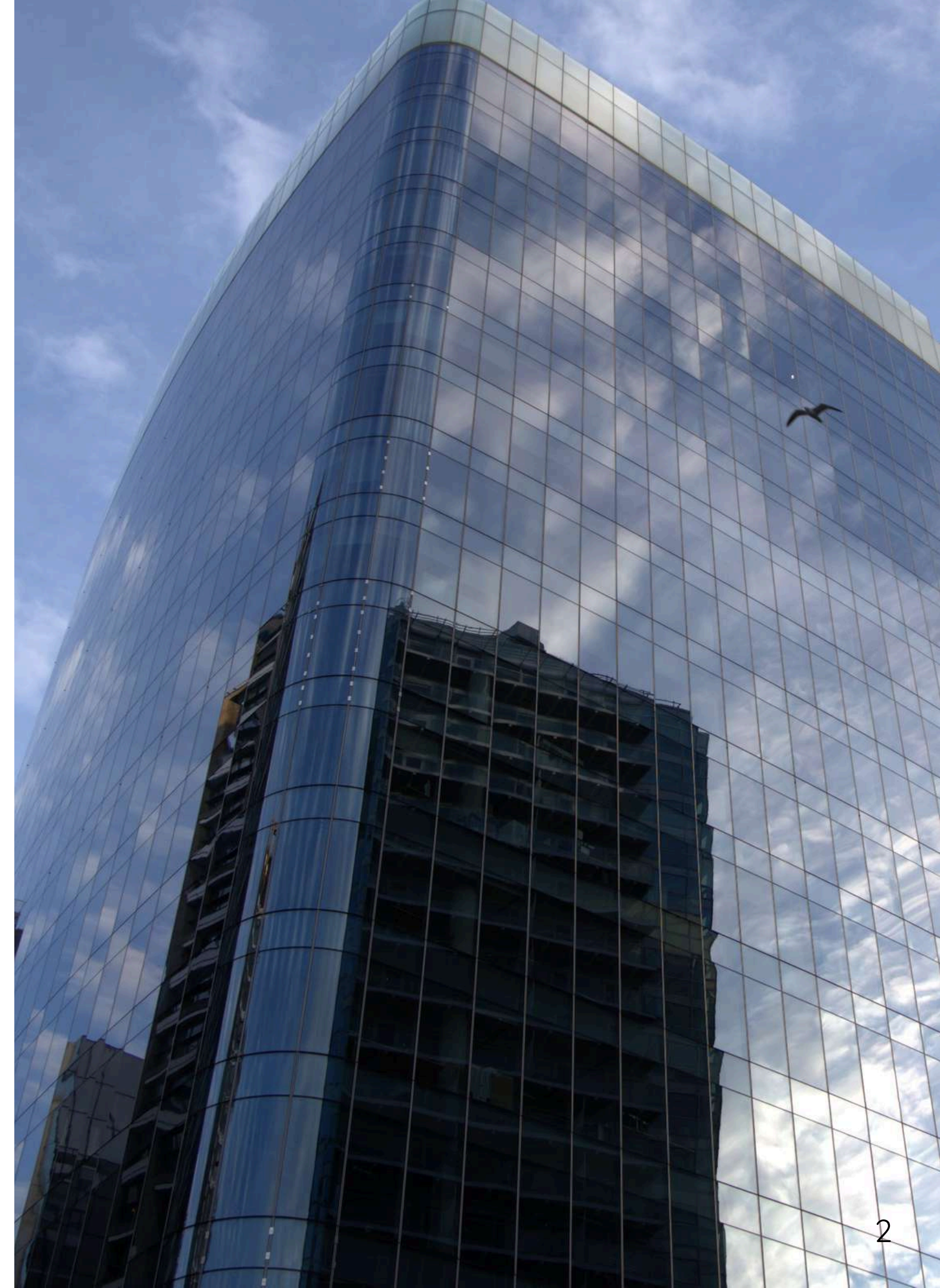


GREENGATE
RISK SOLUTIONS

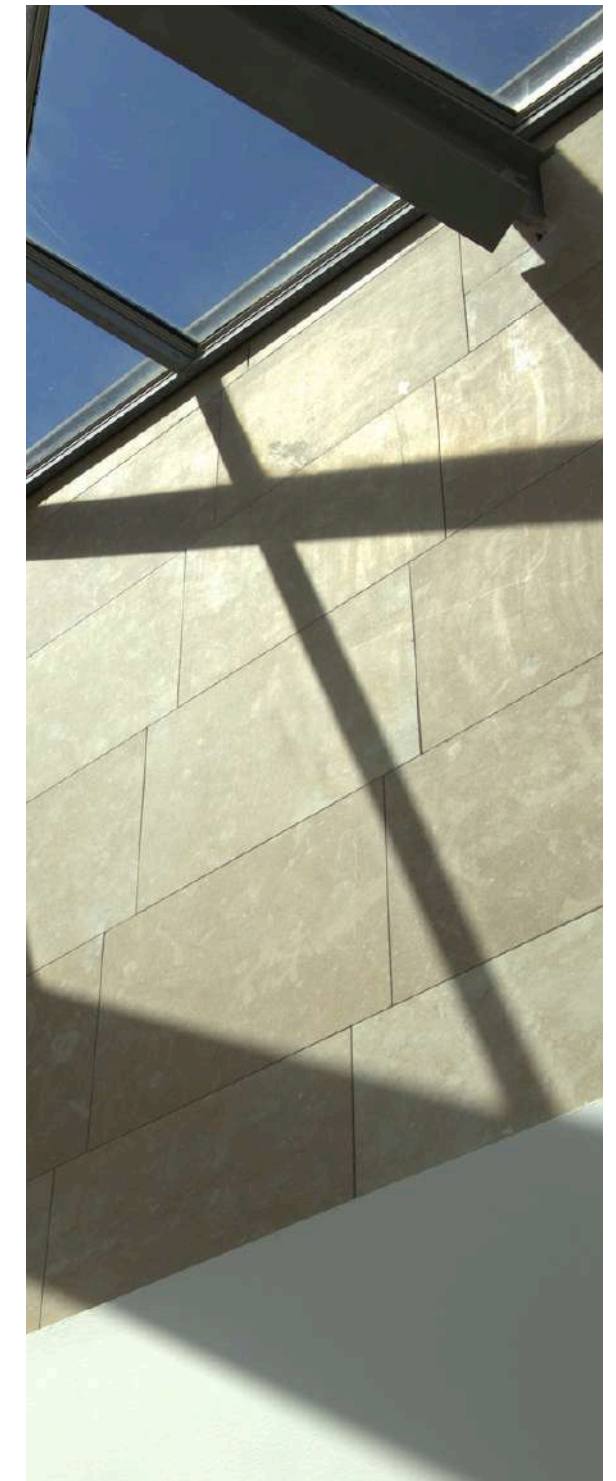
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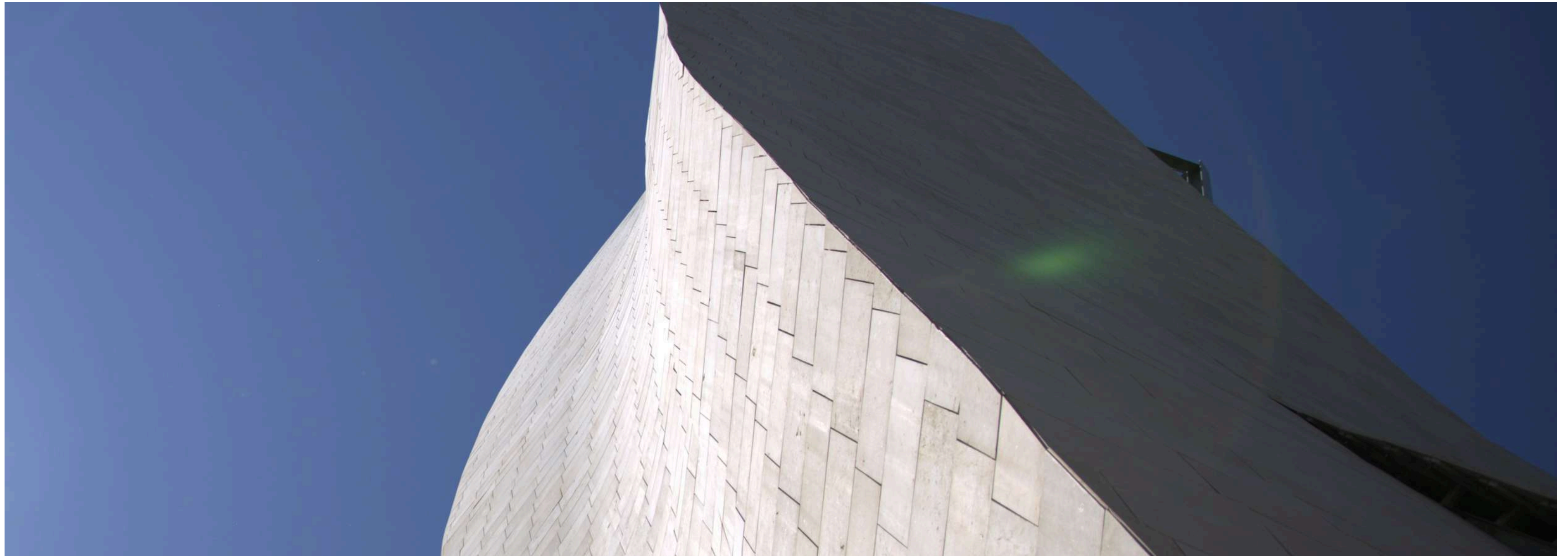
WHAT WE DO

At Greengate Risk Solutions, we specialise in helping businesses navigate the complexities of risk and regulation. Our expert team provides strategic insights and practical solutions, empowering you to manage uncertainty, protect your assets, and build a more resilient future. We go beyond traditional risk management, offering bespoke advisory services that integrate risk, insurance, and compliance, ensuring your business is prepared for the challenges of today and tomorrow.



OUR VISION

To be the leading risk and compliance advisory firm in the region, recognised for our innovative solutions and unwavering commitment to client success.





Our mission is to empower businesses with the knowledge and tools to effectively manage risk, enabling them to achieve their strategic goals with confidence. We do this by:

- Providing sophisticated, data-driven insights and strategic advice.
- Building long-term partnerships based on trust, integrity, and exceptional service.
- Staying ahead of emerging risks and regulatory changes to offer proactive solutions.
- Cultivating a team of highly skilled and ethical professionals dedicated to our clients' success.

OUR MISSION

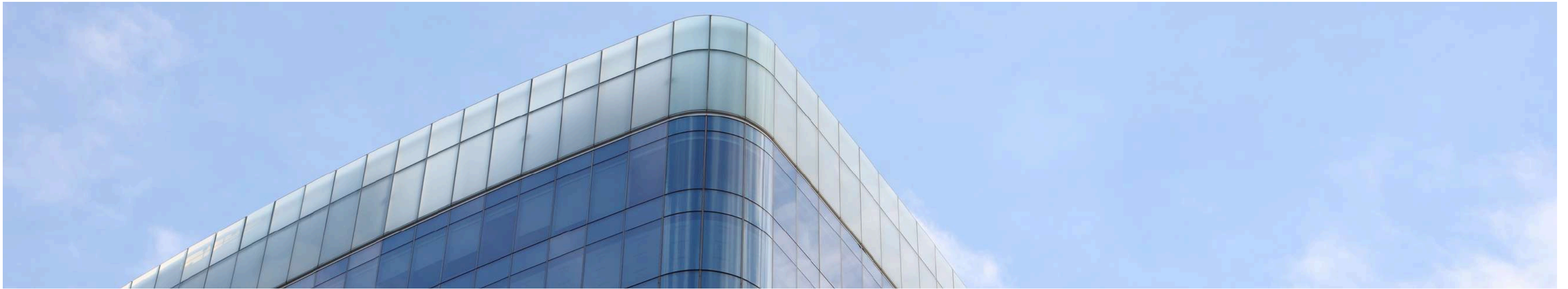


OUR CORE VALUES & PRINCIPLES

At Greengate Risk Solutions, our work is more than just a service; it's a commitment guided by a set of core principles that define who we are and how we serve you. We believe these values are the foundation of trust, integrity, and long-term success for both our clients and our firm.

- **Integrity:** We operate with unwavering honesty, transparency, and ethical conduct. Our advice is always objective and independent, driven solely by what's in your best interest.
- **Expertise:** We are committed to excellence through deep knowledge and continuous learning. Our team is at the forefront of the industry, anticipating emerging risks and providing sophisticated, data-driven solutions.
- **Client-Centricity:** You are at the heart of everything we do. We prioritise building strong, collaborative partnerships, taking the time to understand your unique challenges and tailoring every solution to your specific needs.
- **Proactive Innovation:** The future of risk is always in motion. We don't just react to the present; we proactively seek innovative ways to help you anticipate and navigate future challenges, ensuring you're always one step ahead.
- **Accountability:** We take full ownership of our commitments and the results we deliver. We are dedicated to providing the highest level of service and stand by our advice and solutions, ensuring a positive and measurable impact on your business.





We bring our vision and mission to life through a deliberate, client-centric approach. We begin by gaining a deep understanding of each client's unique business environment and specific risk profile. We never offer a generic solution; our services are always tailored to address your specific challenges.

We continuously invest in our team's expertise, staying at the forefront of industry knowledge and regulatory changes. This commitment to professional excellence ensures we can always offer proactive, forward-thinking solutions. At the core of every client relationship is our unwavering commitment to ethical conduct and transparency, guaranteeing that the advice we provide is always in your best interest.

BRINGING MISSION & VISION TO LIFE



OUR SERVICES

01 Risk Consulting



- **Enterprise Risk Management (ERM):** We help you establish a holistic framework for managing risk across your entire organisation. Our services include risk-sensing and analytics to identify emerging threats, comprehensive crisis management planning, and reputational risk analysis.
- **Actuarial Services:** Our specialised actuarial team provides critical services for insurers and large corporations. We offer insurance liability valuation, assist with product pricing, advise on capital management, and conduct M&A due diligence to assess a target firm's risk exposure.
- **Alternative Risk Transfer (ART) Advisory:** We provide strategic advice on the use of non-traditional methods to finance risk. This includes consulting on the formation and management of captive insurance companies, providing guidance on establishing risk retention groups, and offering strategic insights on structuring insurance-linked securities.
- **Niche & Emerging Risk Services:** We help you stay ahead of new and emerging risks by providing expert advice and analysis on:
 - **AI Risk:** We advise on risks from algorithmic bias, data privacy, and Intellectual property, assessing the potential for AI-driven business interruption.
 - **Environmental, Social, and Governance (ESG) Risk:** We help you develop ESG risk frameworks and provide consulting on climate change adaptation and sustainable finance strategies.
 - **Cybersecurity Risk:** Our services range from technical vulnerability assessments to strategic cyber risk quantification and advising on cyber insurance programme structure.



Risk Management Solutions

- **Risk Analysis & Programme Design:** We work closely with you to understand your insurable risks. We provide strategic analysis and design suitable risk management programmes to help you optimise coverage and terms.
- **Reinsurance Risk Advisory & Analytics:** For insurance companies and captives, we offer specialised reinsurance advisory services. We assist in analysing your risk portfolio to determine the optimal reinsurance strategy to protect your capital and underwriting capacity. Our services include strategic advice on treaty and facultative reinsurance structures and analytical support.
- **Claims Advocacy Consulting:** We provide consulting services to help you navigate the claims process, offering strategic guidance on complex paperwork and assisting with claim negotiations to ensure you're well-prepared to secure a fair and timely settlement.
- **Customised Risk Management Programmes:** For complex or unique risks, we design and implement customised risk management programmes that may incorporate different policies and elements of alternative risk transfer.
- **Employee Benefits Consulting:** Our dedicated team of experts helps you design and manage your employee benefits packages, including strategic advice on group health, life, and disability insurance.
- **Global Risk Programme Strategy:** For multinational corporations, we help you develop comprehensive global risk programmes, providing strategic guidance on navigating different legal and regulatory environments.



OUR SERVICES



OUR SERVICES



03

Compliance and Regulatory Services

We provide specialised expertise to help insurers navigate regulatory compliance and ensure accurate, transparent financial reporting across global markets—supporting clients in meeting their obligations with confidence, wherever they operate.

- **IFRS 17 Implementation & Advisory:**

We support insurers through the full IFRS 17 adoption lifecycle, including:

- Technical Interpretation of complex accounting requirements
- Implementation Support for system and process changes
- Independent Review to ensure full compliance in financial reporting

- **Regulatory Reporting Advisory:**

We help prepare and submit accurate reports aligned with market-specific regulations, including frameworks by Bank Negara Malaysia (BNM), Labuan FSA, and other global regulators.

- **Internal Controls Review:**

We assess and test your internal control framework to strengthen governance, reduce operational risks, and prevent misstatements—focusing on critical insurance functions such as underwriting, claims, and premium collection.



WHY CHOOSE GREENGATE ?



1. Unmatched Expertise & Experience:

Our team is seasoned professionals with deep expertise across various industries. We bring decades of collective experience in risk management, actuarial science, and compliance, offering you a level of insight that's both broad and specialised.

2. Independent & Objective Advice:

As a pure advisory firm, we aren't tied to any insurance provider. Our sole commitment is to your best interests. This independence ensures our recommendations are always objective and transparent, focused entirely on what's best for your business.

3. Tailored, Strategic Solutions:

We understand that every business is unique. We take the time to deeply understand your operations, challenges, and goals to design solutions that are not just effective but also perfectly aligned with your strategic vision.

4. Proactive & Forward-Thinking:

The risk landscape is constantly evolving. We don't just react to current risks; we help you anticipate future challenges. Our focus on emerging risks like AI and ESG ensures you're always one step ahead.

We look forward to partnering with you on your journey to a more secure and resilient future.



MEET THE FOUNDER



Frankie Poon

Frankie Poon is a graduate member of ACCA with over 30 years of experience in business development and risk management. He began his career in the late 1980s as a life insurance agent and later founded and operated offshore insurance and reinsurance entities.

Specialising in captive insurance, Frankie brings deep expertise in evaluating, designing, and managing customised captive structures for complex risk financing needs. His work spans regulatory compliance, captive formation, alternative risk transfer solutions, and reinsurance strategies. As a recognised leader in Southeast Asia, he drives innovative risk-financing approaches that help organisations optimise capital, strengthen risk control, and unlock long-term strategic value.



THANK YOU

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