

Microinsurance Business Models for Africa

Learning Sessions - Zambia

9-12 March 2015

Zambezi Sun

Livingstone

Organised by:

TAG

Zambia Microinsurance
Technical Advisory Group



Draft conference agenda - Version 3.0

Supported by:



African
Insurance
Organisation





AGENDA

OPENING DAY – March 9, 2015

08:30 – 12:30	Community of Practice on Microinsurance Market Development (by invitation) Hosted by ILO's Impact Insurance Facility	Conference Registration
13:30 – 17:00	Conference Registration	
16:00 – 18:00	Networking cruise 'Meet and Greet' session Sunset cruise on the Zambezi River (Open at a fee¹)	
19:00 – 21:00	5th Zambia Technical Advisory Group anniversary: Promoting microinsurance in Zambia (by invitation)	

¹ The special negotiated rate is US\$ 68 per delegate.

DAY 1 – Tuesday, March 10, 2015



08:30	<p>Opening Session Welcome remarks: Titus Kalenga Chair – Microinsurance TAG, Zambia <i>Key note speeches – Zambia industry updates</i></p> <p>Martin Libinga Registrar – Pensions and Insurance Authority</p> <p>Shipango Muteto President- Insurers Association of Zambia</p> <p>Martin Clemensson Director – ILO Malawi, Zambia and Mozambique</p> <p><i>Official opening</i> Guest of honour- Government Ministry</p> <p>Facilitator Juliet Munro : Technical Advisor – FSD Zambia</p>
09:30	<p>Plenary 1 - Trends and practices in microinsurance</p> <p>Microinsurance Landscape Dirk Reinhard, Munich Re Foundation</p> <p>Microinsurance Innovations in Africa Doubell Chamberlain, Cenfri</p> <p>The Magical Balance Craig Churchill, ILO's Impact Insurance Facility</p> <p>Facilitator: Jeremy Leach</p>

11:00 Tea/Coffee

11:30	<p>Plenary 2 – Regional Microinsurance Landscape 1 – Market development</p> <p>Zambia Titus Kalenga, Technical Advisory Group - Zambia Juliet Munro, Financial Sector Deepening Zambia</p> <p>Tanzania Sosthenes Kewe – Financial Sector Deepening Trust - Tanzania</p> <p>South Africa Cenfri</p> <p>Kenya FSDK - TBC</p> <p>Facilitator: Lemmy Manje</p>
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13:00 Lunch

14:00	<p>Plenary 3 – Regional Microinsurance Landscape 2 – Regulation</p> <p>Titus Nkwale, Deputy Registrar, Pensions and Insurance Authority , Zambia</p> <p>Sammy Makove, Commissioner, Insurance Regulatory Authority, Kenya</p> <p>Israel Kamuzora, Commissioner, Tanzania Insurance Regulatory Authority</p> <p>Hannah Grant, A2ii</p> <p>Facilitator: Doubell Chamberlain</p>
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15:30 Tea/Coffee

16:00	<p>Plenary 4 – Breaking the ICE</p> <p>The role of associations in insurance consumer education Michal Matul, ILO's Impact Insurance Facility</p> <p>Demonstrating the value of insurance consumer education to insurers: Hollard's experience</p> <p>Dimakatso Mofolo, Hollard</p> <p>Learning to break the ICE: Zambia's experience Christabel Michel Banda, Insurers Association of Zambia</p> <p>Facilitator: Craig Churchill</p>
17:30	

END OF DAY 1

DAY 2 - Wednesday, March 11, 2015

08:30	<p>Parallel session 1: Putting clients first: Understanding the market Hosted by ILO's Impact Insurance Facility</p> <p>Target group: Insurers, brokers, distribution channels, brokers</p> <p>Facilitators: Michal Matul</p>	<p>Parallel session 2: Pricing of Microinsurance products</p> <p>Target group: Insurers</p> <p>Facilitators: Kelly Rendek, Caroline Phily & Barbara Chesire-Chabbaga</p>	<p>Special session: Making PPPs work for microinsurance Hosted by ILO's Impact Insurance Facility</p> <p>Target group: Technical Advisory Group - Zambia Technical Working Group – Tanzania, Regulators (IRA, PIA, TIRA), government officials and donor agencies (FSDs)</p> <p>Facilitator: Craig Churchill</p>
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10:30 Tea/Coffee

11:00	<p>Plenary 5: Distribution</p> <p>Trends and emerging best practice on microinsurance distribution in Africa Cenfri</p> <p>Multiple channel distribution strategy Mandla Shezi, Hollard, South Africa</p> <p>Mobile microinsurance in Africa: MicroEnsure's experience Adjoa Boateng, MicroEnsure</p> <p>Mobile microinsurance innovations and regulation Jeremy Leach</p> <p>Facilitator: Cenfri</p>
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12:30 Lunch

14:00	<p>Parallel session 3: Agriculture Target group: Insurers, policy makers, donor agencies, distributors</p> <p>Jutta Drewes, Munich Re Africa Rahab Kariuki, Kilimo Salama/Sygenta Foundation/ACRE Rupsha Banerjee, ILRI, Kenya</p> <p>Facilitator: Dirk Reinhard</p>	<p>Parallel session 4: Health Target group: Insurers, policy makers, donor agencies, distributors</p> <p>Richard Sigei – National Health Insurance Fund, Kenya Nicole Simpson, Clientele South Africa – Hospital cash Adjoa Boateng, MicroEnsure</p> <p>Facilitator: Caroline Phily</p>
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15:30 Tea/coffee

16:00	<p>Plenary 6: Microinsurance Business Case The business case and challenges in microinsurance Open facilitated discussion with practitioners from South Africa, Zambia, Tanzania & Kenya Facilitator: Jeremy Leach/Michal Matul</p>
17:30	<p>END OF DAY 2</p>



DAY 3 – Thursday, March 12, 2015

08:30	<p>Parallel session 5: Putting clients first II: Tools for market research and product evaluation</p> <p>Target group: Insurers, aggregators, distributors, brokers</p> <p>Facilitator: Michal Matul</p>	<p>Parallel session 6: Business strategy and planning How can insurers develop appropriate business models and strategies for microinsurance business?</p> <p>Target group: Insurers, aggregators, distributors, brokers</p> <p>Feature: Developing an organisational structure for microinsurance business – Annie Kamau</p> <p>Facilitator: Kelly Rendek</p>
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10:30 Tea/Coffee

11:00	<p>Concluding session – World Cafe!</p> <p>Key take away messages and next steps Round table discussion and feedback</p> <p>Facilitator: Lemmy Manje, FSDZ/ILO's Impact Insurance Facility</p>
12:00	<p>Final words and appreciation</p> <p>Dirk Reinhard Munich Re Foundation</p> <p>Craig Churchill ILO's Impact Insurance Facility</p> <p>Titus Kalenga Chair- Technical Advisory Group</p> <p>Facilitator: Joanna Ledgerwood, FSD Zambia</p>
13:00	END OF CONFERENCE





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