

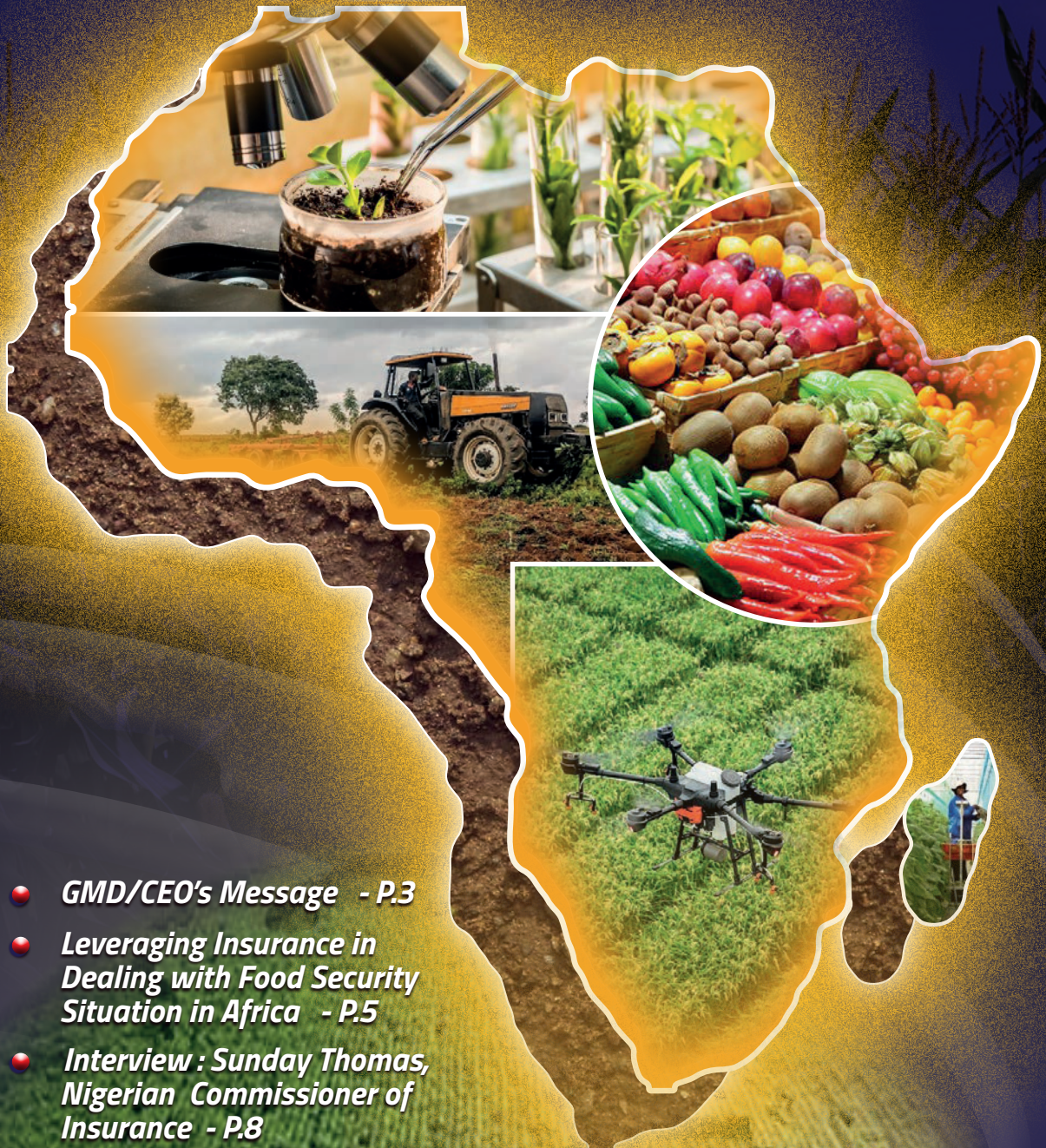


Africa Re News

29th Edition

May 2023

English



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Established in 1976 42 African Member States



Agriculture Insurance

Overview

Agriculture represents an important segment of the African economy since it is the main source of food and income to majority of households on the continent. The projected increase in Africa's population, as well as the urgency to confront challenges associated with climate change on food production systems, necessitates the urgency for increased investment in agriculture across the continent. To assure the sustainability of these investments, it is important to de-risk the entire agriculture value chain through effective risk transfer solutions, including insurance. This unlocks funding and promotes resilience by cushioning farmers from the inherent risks associated with farming.

At Africa Re, we offer reinsurance protection and technical support to insurance companies across Africa. We leverage technology and partnerships to support our clients in product development, underwriting excellence, and claims management.

Our Offering

We provide reinsurance protection for all classes of agriculture insurance, and across all categories of value-adding agro-enterprises, including field crops, livestock and specialty products:

Field Crops Insurance

- Multi-Peril
- Index Based
- Area Yield
- Single Peril

Livestock Insurance

- Dairy farming
- Beef and Ranching
- Poultry
- Sheep, Goats & Piggery

Specialty Products Insurance

- Floriculture & summer flowers
- Fruit crops & Vegetables
- Aquaculture & Bloodstock
- Forestry

FINANCIAL RATING

A

A.M. Best

A-

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Ranked among the Top 40 Global Reinsurance Groups by S&P

For further information, please contact our network of offices in Nairobi, Lagos, Casablanca, Ebène (Mauritius), Cairo, Abidjan, Dubai, Johannesburg, Addis Ababa, Kampala and Khartoum.

Strength, Proximity, Possibilities and Protection



GMD/CEO's Message



Dr. Corneille KAREKEZI

Dear Readers,

The African continent is endowed with wealth and assets of all kinds, to the point that many wonder why it does not take off, and does not become the true engine of global economic growth and the breadbasket of the world.

With about 30% of the most important minerals in the world, including the ones needed for the green economy and energy transition, the largest young population and the unexploited vastest arable and fertile lands, one would argue that the African economic integration and sustained wise investments in people quality, as well as political stability, the dreams can become reality.

The African continent is endowed with wealth and assets of all kinds...

Others, certainly more insightful, note that Africans need to have a new mindset to start the transformation journey and tackle the many challenges facing the continent, including food insecurity, despite the vast arable fertile lands, which became more apparent after the Ukraine-Russia war.

Unfortunately, the ongoing conflict in Sudan, as many in the past, will exacerbate the food insecurity on the continent. The UN has already warned that the ongoing conflict may increase hunger and malnutrition and could affect as many as 19 million people in the coming months.

"The Contribution of Insurance to Food Security Challenges in Africa", the theme of the 49th Annual Conference of the African Insurance Organization (AIO) is indeed timely as it will create a platform for reflection, at least from the insurance perspective, on how best we can as an industry contribute to food security in our continent.





Others, certainly more insightful, note that Africans need to have a new mindset to start the transformation journey and tackle the many challenges facing the continent, including food insecurity, despite the vast arable fertile lands, which became more apparent after the Ukraine-Russia war.

We in Africa Re, are already putting in some efforts, but also ready to join other industry players in bringing innovative solutions to tackle food insecurity on the continent. The options are many and multidimensional.

The article **“Leveraging Insurance in Dealing with Food Security Situation in Africa”** written by my colleague, Mr. Isaac Magina, will discuss the demographic pressure of the African populations, the fragile food production system largely based on small holder farmers, and the much needed active collaboration between various actors, including the insurance industry, and investments ranging from research, technology, finance, access to markets, etc. Please read the insightful article on page 5.

We insurers need to key into the bigger vision of economic freedom of our continent through premium retention, risk mitigation, assets and income protection and replacement when for

example excessive rain or tough drought strike.

Before I conclude, I would like to thank Mr Sunday Thomas, the Nigerian Commissioner of Insurance, for his insightful interview in this edition of your newsletter on page 8.

This edition also brings few reports on the training and industry engagement we recently conducted on the markets in our bid to build human capacity for the insurance industry in Africa.

Wishing you a pleasant reading.

Thank you

Dr. Corneille KAREKEZI
Group MD/CEO

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Leveraging Insurance in Dealing with Food Security Situation in Africa

By **Isaac MAGINA**
Manager, Agricultural Underwriting and Marketing, Lagos Regional Office



A few weeks ago, I had a very engaging conversation with my colleagues on how actuaries could contribute to the advancement of agriculture insurance practice. The discussions reminded me of a farm visit I once made with David, a longtime friend with an actuarial background and who in the process had developed a genuine passion for agriculture insurance. The mission on this trip was to appreciate the various maize crop developmental stages and their vulnerabilities to weather perils, the essence of good agronomic practices and how all these aspects eventually interact



to determine the final harvest that a farmer may get from the farm at the end of the season. Expressing these relationships through mathematical formulas provides a basis for designing index-based crop insurance contracts. These contracts have proved effective in offering innovative agriculture insurance solutions to cushion farmers from suffering financial losses. Furthermore, index insurance solutions have been useful in expanding insurance protection to small holder farmers who dominate the African food production system. Indeed 90% of Africa's food is produced by small holder farmers.

The World Economic Forum projects that Africa's population will grow to reach 1.75 billion by 2050. Furthermore, Africa is rapidly becoming urbanized with many people moving from their rural villages in search of better-quality life (WEF, 2020). This anticipated change in demographics means that more people will need to be fed, and this will put more pressure on the already fragile food production systems. Furthermore, Africa cannot afford to continue depending on food imports as recently demonstrated with the ongoing war between Russia and Ukraine. A food secure Africa will benefit from a healthy and energized populations for greater economic development and prosperity of its people. Whereas 40% of Africa's landmass consists of arable land with 65% of the world's remaining uncultivated land being in Africa, the continent is still struggling to feed the majority of its population. Attempts to reverse this situation are undermined by many factors, among them the low agriculture productivity, limited capital investments and vulnerability to weather elements to name but a few. A significant proportion of African agriculture is largely rainfed often characterized by dependence on outdated farming methods, suboptimal use of quality farm inputs and limited use of requisite technology. In addition, the Food and Agriculture Organization (FAO) estimates that 37% of food produced in sub-Saharan Africa is wasted through post-harvest losses, further contributing to the worsening of food situation on the continent (Brickstone, 2022). The UN sustainable development goals (SDGs), acknowledge that tackling the world emerging challenges such as food security requires collaboration between various actors including private sectors players such as insurance. These actors bring in the much-needed strengths such as innovation, timely responsiveness, efficiency and





provision of specific resources and skills needed to make the world a better place for both the present and future generation (Tennyson Ros, 2013).

Meeting Africa's growing food demands will therefore require joint efforts by many stakeholders drawn from both public and private sectors. Despite the quest for improved productivity and efficiency, attaining food security will also require building the needed resilience in food production and supply systems against both natural and manmade disasters. This undertaking requires increased investments ranging from research, technology, finance, access to markets etc. Furthermore, owing to the dominance of smallholder farmers in Africa's food production landscape and their vulnerabilities to the unfolding climate change crisis, agriculture insurance provides a practical solution of transferring some of the inherent risks associated with farming to financial markets. Moreover, by leveraging their superior knowledge and understanding of risk, insurers are in a better position to provide the much-needed leadership in agriculture risk transfer solutions with all relevant stakeholders involved in food production. Therefore, insurance can play three critical roles in supporting the African continent to meet its food requirements by;

De-risking Agriculture value chains: There are many risks associated with farming activities which can cause farmers to experience losses at the end of a growing season. During farming operations, farmers are constantly faced with circumstances beyond their control which can cause losses. Whereas not all farm risks are insurable, agriculture underwriters have been successful in designing insurance products that provide

protection to non-accidental events that may happen or affect farming activities. Whenever these loss events occur, farmers receive reduced harvests or no harvests at all leading to a situation of food scarcity. Properly structured agriculture insurance programs have the potential to build confidence in farming initiatives by transferring agricultural risks to third parties thereby attracting more participants to get involved in food production activities.



Bundling credit with insurance: Majority of African farmers do not have access to credit from the mainstream financial institutions. This situation is largely attributed to the informality of farming activities across the continent and the reluctance of financial institutions to offer farmers credit without sufficient collateral. Nevertheless, encouraging financial sector players to extend credit facilities to farmers has the potential to spur increased investments in the agricultural sector. Since the launch of agriculture insurance in many African countries, it has been an aspiration of insurers that an agriculture insurance policy document will be admitted as sufficient collateral in agricultural credit considerations.





Nevertheless, the African insurance market has witnessed the emergence of new agriculture insurance models that involve bundling input credit with insurance, and farmers are starting to derive its benefits. Through such schemes, farmers negotiate for better collective credit terms guaranteed by produce buyers who in most cases are willing to prefinance premium on behalf of contracted farmers. With extended access to farm input credit, farmers can concentrate on effectively managing their farms with an objective to achieve optimal harvests.

Beneficial partnerships and Agric Technology: In addition to the risk transfer and enhanced financial access value proposition, agriculture insurance also plays a critical role in supporting the creation of the needed partnerships and digital solutions that benefit farmers. These partnerships and technology solutions serve to foster increased access to information, data, and technology alternatives to farmers across Africa. Through the various agriculture digital platforms, farmers and stakeholders can collect and process valuable information which helps in making informed decisions during farming operations. Supported with these technological capabilities, farmers across Africa are adapting to new realities that have helped boost the capacity and resilience needed to produce and distribute food on the continent. Furthermore, technology and partnership opportunities provide

motivation for wider and more engaged participation of partners in agriculture production. In one encouraging example, a digital platform designed for insurance purposes provided input dealers with valuable information and interaction capabilities with farmers during the crop growing season. With a huge database at their disposal, these input dealers derived value by receiving valuable data about products farmers often use on their respective farms. In the end, this experience provided sufficient motivation for the input dealers to support insurance premium prefinancing and subsidy programs.

In conclusion, agriculture insurance offers unique opportunities to improve the food security situation in Africa by providing protection against the inherent risks in farming. Well-designed agriculture insurance programs have the potential to spur confidence and attract much-needed investments in agriculture. However, to offer meaningful contribution in securing Africa's food security situation, insurers will need to form a broad coalition of partnerships and leverage respective strength to support stakeholders to achieve food security objectives.



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Interview:

Sunday Thomas

Commissioner for Insurance,

Nigeria

Interview by Alfred ADOGBO
and Yinka DAWODU

The use of technology is no doubt the new frontiers of the financial sector as a whole. Nowadays we talk about fintech, blockchain, telemedicine, IoT, drones, etc. Everything is just going digital. As a regulator, is there any initiative you are putting in place to accompany the Nigerian insurance industry in this pseudo revolution that is leaving nobody on the fence?

Technology has gone beyond an enabling tool in business but has become the driver of business and without which one will face the risk of going into extinction earlier than can be imagined. Businesses including insurance are now driven by technology from cradle to grave. As a regulator, we have the responsibility to create the needed guidance through robust guidelines that will support creativity and innovation.

Technology has gone beyond an enabling tool in business but has become the driver of business and without which one will face the risk of going into extinction earlier than can be imagined.

While an appropriate guideline has been issued with respect to the minimum information technology standard required of any insurance underwriter in Nigeria, the Commission has commenced the authorisation of technology companies to drive distribution of insurance products.

The Commission on its part has substantially upgraded its technology infrastructure to cope with the emerging developments in the technology space. With respect to the future, the Commission will continue to study its environment and respond appropriately through effective support to the market.

The Insurance penetration in Africa is still around 2%. At a continental level there seems to be some slow moves in terms of taking insurance to the grass root where it is really needed to impact our economies. As a Commission is there any project you would like to talk about that is geared to bringing insurance to the grassroots especially the informal sector in Nigeria ?

The low Insurance penetration in Africa points to the fact of opportunities that can be explored for the benefit of the stakeholders. Insurance is still largely seen as relevant only to the middle to high classes of the society. However, efforts are being made to create awareness of the relevance of Insurance to those at



National Insurance Commission, Abuja, Nigeria

the lower level of the pyramid who are generally called the Grassroots. The National Insurance Commission has been part of the National Policy on Financial Inclusion initiative coordinated by the Central Bank of Nigeria under the Financial Services Regulatory Coordinating Committee (FSRCC) Part of the objective of the Financial Inclusion initiative is to bring everybody on board by enabling access to financial services, making financial products available at affordable price and promote financial education among the citizen.

In 2022, there was a joint introduction of a revised fire rating and underwriting manual by the Fire Offices Committee (FOC) of NIA and The Professional Reinsurers Association of Nigeria (PRAN), following the complaints by members of PRAN on the continuous deterioration and negative performance of fire treaty portfolio for several years.

We observed that early this year, the Commission also implemented a minimum rating on Motor insurance. As the regulator, are there any other initiatives in the offing?

In the ordinary sense of it rates of premium to be charged on any risk are largely determined by the risks associated with the subject of insurance. The rating manual for some classes of insurance are meant to guide operators in rating any risk. In most cases the

The cost of the ECOWAS Brown Card needed to drive a motor vehicle across the West African Sub Region is now accommodated in the new minimum premium for motor vehicle Insurance.

minimum rates are prescribed for the best of risks.

The case of minimum rate for Motor Insurance as contained in the issued guideline is meant to restructure the rating of Motor Insurance and allow the benefits associated with Motor Vehicle Insurance reflect the liability of owners of motor vehicles that ply our roads. It also took care of the ECOWAS protocol with respect to free movement of persons and goods within the Sub Region. The cost of the ECOWAS Brown Card needed to drive a motor vehicle across the West African Sub Region is now accommodated in the new minimum premium for motor vehicle Insurance. Other initiatives of the Commission will centre on deployment of technology to enhance service delivery to all stakeholders while efforts will continue to ensure enforcement of issued guidelines to ensure compliance.

Mauritius Regional Office



Property (Fire) Underwriting and Risk Management Training – Mauritius

by **Holy ANDRIAMBOLOLONA**
Assistant Director, Underwriting & Marketing, Mauritius Regional Office

Africa-Re Mauritius Office organized a training seminar on the topic “Property (Fire) Underwriting and Risk Management” which was held on the 4 and 5 May 2023 at Caudan Arts Centre at Port Louis - Mauritius.

The objective of the seminar attended by 42 participants from Mauritius and Seychelles markets was to equip the participants with the knowledge and skills required to evaluate single property risks, including the technicalities of risk assessment and the issues to look out for in risk survey reports, with the aim of reducing the probability of losses.

Participants were also able to understand the structure and content of a property fire insurance policy, including important aspects of business interruption, the factors to consider in rate-setting, as well as common clauses and exclusions.

In his opening remarks, Mr. Vincent Murigande, Regional Director of Mauritius Regional Office, highlighted that the training was in line with Africa-Re’s mission to foster the development of the

Insurance and Reinsurance Industry in Africa. He also seized the opportunity to invite the participants to take full benefits of the technical knowledge acquired during the seminar to face the current performance challenges of property risks in those two local markets.

The seminar was facilitated by Mrs. Holy ANDRIAMBOLOLONA, Assistant Director Underwriting and Marketing of AFRICA-RE Mauritius Office and Mr. Aggrey Mwesigwa, Senior Manager, Underwriting based in the Central Operations and Special Risks Department of Africa Re Group.



Group photo of Participants and facilitators

Reinsurance Technical Accounting and Claims Management Seminar - Kampala, Uganda



Group photo of participants and facilitators



by **David TUMUHAISE**
Resident Underwriter, Kampala Local Office

The Nairobi Regional Office conducted a Reinsurance Technical Accounting and Claims Management Seminar in Kampala, Uganda from 15 – 17 March 2023.

The target market was specifically the Ugandan market. The seminar attracted 49 participants from 18 Insurance Companies, 3 Reinsurance Brokers and The Insurance Regulatory Authority. Participants comprised middle and senior level managers.

The seminar was opened by Mr. Benerd Obel, Director Supervision, Insurance Regulatory Authority, on behalf of the CEO, Insurance Regulatory Authority of Uganda. He thanked Africa Re for the Initiative and continued support in developing professionalism within the Insurance sector in Uganda and Africa as a whole. He informed participants that IRA takes professional development seriously and that is why they registered two of their staff to attend the training.

The seminar was closed by Mr. Latimer K. Mukasa, Chief Executive Officer, MUA Insurance, Uganda, and Chairman Uganda Insurers Association. He thanked Africa Re for the training and urged participants to make use of the knowledge gained in improving their productivity. He challenged them to share the knowledge gained with their workmates.

The seminar was facilitated by Africa Re's Nairobi Regional Office Staff, Lucy Nganga, Manager Underwriting and Marketing who covered Reinsurance Technical Accounting; and Chaya Ramchurn, Claims Manager, who covered Claims Management.

Participants appreciated the choice of the training subjects as it addressed their day-to-day challenges in managing the reinsurance function within their organisations. The trainers were praised for their in-depth knowledge and focusing on the real issues encountered by insurers.

The forum also provided a networking opportunity for the industry as participants and other industry stakeholders shared a moment of togetherness at the closing cocktail.

The trainers were praised for their in-depth knowledge and focusing on the real issues encountered by insurers.



by **Gerald KANGANGI**
Principal Officer, Claims, Nairobi Regional Office

8th Eastern and Southern Africa Regional Conference on Inclusive Insurance

The theme of this year's conference was 'Driving the inclusive insurance agenda: closing the protection gap'. The conference which took place from 24 to 26 April 2023 at the College of Insurance in Nairobi, Kenya, was co-hosted by the insurance regulatory authority of Kenya (IRA), the Association of Kenya Insurers (AKI) and the Munich Re Foundation.

The discussions centered on the issue of inclusive insurance and how various stakeholders have tried to provide insurance solutions to the people at the bottom of the pyramid and the lessons learned over the years. There was an emphasis to have strong stakeholder collaborations by industry players, aggregators, donors, researchers, technology experts etc. within the various markets to be able to drive the financial inclusion agenda within the continent which is one of the pillars of Sustainable Development Goals (SDGs) of the United Nations (UN).

Africa Re, as a sponsor, also contributed to the debates of this prestigious event attended by officials of the Kenyan government and delegates from all over the African continent and beyond.

Mr. Isaac Magina, Manager, Agriculture Underwriting and Marketing in Africa Re shared vibrant insights and experiences on Agricultural insurance in Africa.



Godfrey KIPTUM (m), CEO of Kenyan Insurance Regulatory Authority and other dignitaries



Isaac Magina- Manager Agricultural Underwriting in Africa Re making a presentation

2023 Market Training Calendar

The schedule below represents the 2023 Africa Re Market Training Plan.

(Please note that parts of this training plan may change in the course of the year)

No.	Location	Date	Course Title	Overview	Target Audience
1	Johannesburg, South Africa	July 2023	Intermediate Reinsurance Training (English Physical)	An intermediate reinsurance practice training course aimed to assist clients consolidate their understanding of various reinsurance technical conditions, clauses and implementation of accounting principles of proportional and non-proportional treaties. The training will also discuss the interpretation of the different basis of reinsurance cover as well as insurance claims triggers	Underwriting, Claims and Accounting personnel involved in reinsurance-related roles with basic reinsurance understanding. The course will also benefit those who would like a refresher on reinsurance practices.
2	Accra, Ghana	June (4 days)	Advanced Reinsurance Training (English Physical)	The training is intended to enhance the technical knowledge and understanding of reinsurance portfolio management. The training will focus on the technical nature of proportional & non-proportional treaties, including reins. accounting. It will also discuss factors to be considered in deciding the type of treaty to purchase.	Heads of reinsurance, Senior Underwriting Managers, Head of Technical Operations
3	Freetown, Sierra Leone	April	Introduction to Marine Insurance Underwriting (English Physical)	The seminar aims at enhancing technical knowledge of the market in Marine Insurance with a focus on hull and cargo underwriting.	Underwriting Managers, Head of Technical Operations, and Reinsurance Managers.
4	Monrovia, Liberia	May 24th – 25th (2 days)	Risk Assessment in Life Business (English Physical)	The seminar aims at enhancing technical knowledge on fundamentals of life underwriting regarding the non-medical, medical and financial aspect of life assurance.	For Life Managers, Life Underwriters, Head of Life Technical/Operations, Head of Actuarial Units, Senior Underwriters and Business Development Managers of Life Offices.
5	Lagos, Nigeria	July (3 days)	Life Insurance Risk Management (English Physical)	The seminar aims to highlight the benefits of risk management to a Life Insurance company. It will also discuss the methods deployed with respect to different Life Insurance products using some practical case studies.	The seminar is for Life Managers, Life Underwriters Head of Life Technical/Operations, Head of Actuarial Units, Senior Underwriters and Business Development Managers of Life Offices for local and international participants.
6	Lagos, Nigeria	June (1 day)	Agric Underwriting & Claims Handling-Crop (English Virtual)	The seminar aims at enhancing technical knowledge on Agriculture Underwriting & Claims Handling	Agriculture Insurance Underwriters, Head of Technical Operations, Claims Managers and Reinsurance Managers.

Africa Re 2023 Training Calendar

7	Lagos, Nigeria	July (1 day)	Agric Product training-Poultry & Livestock (English Virtual)	The seminar aims at enhancing technical knowledge on Crop & Livestock Agricultural Insurance	Agriculture Insurance Underwriters, Head of Technical Operations, Risk Inspectors and Reinsurance Managers.
8	Accra, Ghana	August (2 days)	Agric Insurance stakeholder engagement (English Physical)	The seminar aims at enhancing technical knowledge on Agricultural Index Insurance	Agric. Underwriting Managers, Head of Technical Operations, Risk Inspectors and Reinsurance Managers.
9	Lagos, Nigeria	October (3 days)	Agriculture Insurance Seminar for Nigeria (English Physical)	The seminar aimed to address challenges affecting Agric insurance in Nigeria and explore solutions	Senior and middle level managers in Insurance Companies, Banks, Service providers
10	Kampala, Uganda	March	Non-Life Seminar (English Physical) a. Claims Management b. Reinsurance Technical Accounting	a. Principles and practices in Claims Management b. Principles and practices in Reinsurance Technical Accounting	Non-Life Underwriting and Claims Managers and Technical Operations staff
11	Mombasa, Kenya	September	Insurance regulatory trends in East Africa (English Physical)	Journey to Risk-Based Supervision (RBS) a paradigm shift to the market standard: The Kenya perspective. Prescribed Minimum rates: The Rationale Challenges and opportunities for its adoption as a critical tool to improve the Insurance Industry Underwriting performance: The Uganda and Tanzania experience	Chief Executive Officers, Chief Operating officers, General Managers and other senior officers in the insurance industry
12	Djibouti, Djibouti	June	Non-Life Seminar (English Physical): Fire & Engineering Insurance & risk management	To understand basic principles and practices in Fire and Engineering insurance and risk Management	Non-Life Underwriters, Claims Managers, Risk Surveyors, and Technical officers
13	Addis Ababa, Ethiopia	October	Non-Life Seminar (English Physical): a. Agriculture Insurance b. Emerging Risks (Cyber & Crime risks, Kidnap & Ransom)	a. Principles and practices in Agriculture Insurance b. To understand key issues in emerging risks (risk assessment, underwriting, wordings, claims)	Non-Life Underwriting and Claims Managers and Technical Operations staff
14	Harare, Zimbabwe	August	Non-Life Seminar (English Physical):	Topic(s) to be advised in due course	Insurance Companies, Brokers & Regulators
15	Dar es Salaam, Tanzania	June	Non-Life Seminar: Liability classes (English Physical)	Overview of Principles and Practices in Liability Insurances	Non-Life Underwriting and Claims Managers and Technical Operations staff
16	Nairobi, Kenya	May	Life Seminar (English Physical): Life insurance, Reinsurance, Underwriting and Claims	Principles and practices in Life Insurance underwriting, Reinsurance and Claims.	Life Managers, Underwriting and Claims Officers
17	Livingstone, Zambia	August	Life Seminar (English Physical): Microinsurance, Bancassurance, Pricing, and Fraud in Claims	Microinsurance, Bancassurance, Pricing, and Fraud in Claims	Chief Executive Officers, Chief Operating officers, General Managers and other senior officers in Life insurance

18	Bujumbura, Burundi	November	Life Seminar (English Physical): Life insurance, Reinsurance, Underwriting and Claims	Principles and practices in Life Insurance underwriting, Reinsurance and Claims.	Life Managers, Underwriting and Claims Officers
19	Addis Ababa, Ethiopia	June	Life Seminar (English Physical): Life Underwriting and Reinsurance	Life medical underwriting and reinsurance methods.	Life Underwriting and Reinsurance Managers
20	Mombasa, Kenya	November	Life Seminar (English Physical): Product Development, Distribution methods, Microinsurance and Bancassurance	Product Development, Distribution methods, Microinsurance and Bancassurance	Chief Operating Officers, General Managers, Heads of Operations (Life business)
21	Casablanca, Morocco	September	Engineering Seminar (French Physical)	The seminar aims at enhancing technical knowledge of the market in Engineering Insurance	Senior and middle-level managers in Insurance Companies, Banks, Service providers
22	Yaoundé, Cameroon	June (3 days)	Life (Re)assurance Seminar (French Physical)	Underwriting and pricing of Life re/assurance risks. Review of pricing techniques in life insurance and strengthening of skills in the analysis of the technical income statement.	Underwriters and Technical Directors
23	Libreville, Gabon	May	Reinsurance Accounting Seminar (Non-Life) (French Physical)	Reinsurance accounting: application of Non-Life treaties and establishment of accounts.	Technical Accounting Managers and Technical Directors
24	Abidjan, Côte d'Ivoire	May	Agriculture Re/ Insurance Seminar (French Physical)	Underwriting and Claims Management in agriculture re/insurance	Underwriters and Technical Directors
25	Cairo, Egypt	June (3 days)	Engineering Seminar (English Physical)	The seminar aims at enhancing technical knowledge of the market in Engineering Insurance	Underwriters and Technical Directors in Insurance Companies
26	Cairo, Egypt	October	Natural Catastrophe Risks Reinsurance seminar (English Physical)	Risk assessment, pricing and underwriting of NatCat risks	Underwriters and Technical Directors in Insurance Companies
27	Khartoum, Sudan	September	Reinsurance Pricing: Prop and Non-Prop (English Physical)	Basic concepts in reinsurance pricing for proportional and non-proportional treaties	Underwriters and Technical Directors in Insurance Companies
28	Cairo, Egypt	June	Oil & Gas Seminar (English Physical)	Workshop on Oil & Gas Insurance for the Egyptian Market	Underwriters and Technical Directors in Insurance Companies
29	Luanda, Angola	October (4 Days)	Non-Life Seminar (English Physical): Fire & Engineering Insurance & risk management	Principles and practices in Fire and engineering insurance and risk management	Non-Life Underwriters, Claims Managers, Risk Surveyors, and Technical officers
30	Port Louis, Mauritius	May (2 Days)	Property Underwriting (English Physical)	Principles and practices in Property insurance underwriting, risk assessment and wordings	Non-Life Underwriters, Claims Managers, Risk Surveyors, and Technical officers
31	Johannesburg, South Africa	September	Catastrophe Risk Underwriting Considerations (Virtual)	Coverage, Pricing, Risk control and Markets	Underwriters and Technical Directors in Insurance Companies

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