OESAI Chairperson’s Welcome

Friends and colleagues, on behalf of the OESAI Management Board,Greetings and Welcome to this May 2019 issue of the OESAI Newsletter.

I trust that I find you well.

Since our last newsletter, many exciting developments have happened in OESAI and it is my pleasure to be sharing these developments with you via this publication.

You may remember, we were in the process of interviewing and hiring a new Secretary General for OESAI earlier in the year and I am excited that we finalized this recruitment this April. On behalf of the Board, I wish to welcome Ms Linet Macharia, as the new Secretary General for OESAI.

Ms. Macharia will be responsible for the day to day running of OESAI, implementing the organisation’s strategy, marketing and developing relationships with OESAI key stakeholders whilst creating value for OESAI members and the industry through various OESAI services and activities. She will be based in Nairobi, Kenya and reports to the Management Board.

Ms. Macharia joins OESAI from a Lloyds’ accredited Reinsurance Broker Afro-Asian Insurance Services where she was the Director, Business Development - Eastern & Central Africa responsible for new business acquisition across the region while also serving as the Head of the Nairobi office. She brings a wealth of experience to the organization from her past work specializing in stakeholder management and organizational transformation. She has cultivated a wide network of relationships across Broking, Insurance and Re-insurance markets within and outside of the continent.
The Board is confident that Ms Macharia will propel the organisation to new levels as OESAI seeks to create value for the members and the insurance communities across Africa.

Ms. Macharia leads several professional and community organizations, including most notably GIRL (Global Insurance and Reinsurance Leaders) a social Business Forum intended to be a support structure for Women in Insurance and Reinsurance Leadership Positions. Linet holds a Bachelor’s degree in Actuarial Science from Makerere University and is a member of ACII with Masters in Business Administration. She has solid and proven leadership and managerial skills with a sound understanding of insurance and the development needs of the industry.

The OESAI Management Board is excited at the growth prospects of OESAI as Linet joins the organisation.

OESAI recently hosted a most successful “Meet the Market” cocktail in Nairobi Kenya. The purpose of this event was to reiterate the Organization’s commitment to the insurance sector and to thank the Insurance community for the support that it is continuing to give to OESAI. Going forward we intend to have these networking events in many of our Markets in the region. We also took the opportunity to introduce the new Secretary General to the Kenya insurance community and to outline the OESAI value proposition and addition strategies going forward.

The OESAI Board and Secretariat are looking forward to working with the Insurance and Reinsurance communities across Africa, to create business synergies and value for you.

On that note, may I kindly invite you to register for the upcoming 42nd OESAI conference which will be held in Kigali, Rwanda from the 25th to the 28th August. This is a NOT TO BE MISSED event for insurance and reinsurance Executives and the Secretariat will provide you with more details about the conference.

Let me take this opportunity to thank you for your time in reading this newsletter. Have a productive and blessed month

Thank you

Patty Karuaihe – Martin
OESAI Chairperson

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Hello and thank you for taking the time to read our May newsletter.

OESAI has come a long way since being founded in 1973 largely due to the efforts of many men and women that gave themselves to this cause and on whose gains the Secretariat now aims to continue to build a legacy that the founding fathers of OESAI can be proud of.

Over the last ten years working in the industry across various functions in both primary and reinsurance space, I have been a witness to the various challenges and opportunities that abound in our region. I have also had the opportunity to interact with OESAI as a member with expectations as to how the organisation could best address some of the challenges, market practitioner have. OESAI has made great strides thus far. It is my intention and certainly that of this Secretariat to go even further in delivery of our mandate and remain responsive to the needs of our members. This is the mission we would like to re-dedicate ourselves to; a membership-centred and responsive organisation that continues to add value to its members.

While seeking to remain true to our constitutional mandate and in keeping up with our revised strategic plan for the coming five (5) years, we will be looking to anchor the organization’s activities on being as relevant as possible to our membership.

The 5 year strategic plan is aimed at steering the organisation to ensure sustainable growth and benefit not just the organisation but the members. Below is a brief summary of some of the key strategies we will be rolling out to the market.

On Advisory and Advocacy - we will strive to increase our regional advocacy work with relevant institutions (both regulatory and in-country associations) in order to fulfil our institutional goal to bring a more open and predictable regulatory and operating environment across our geographic cluster.

We will aim to advise and governments lobby governments to pass legislation conducive to the development of the insurance industry in the region.

We will also advise and Lobby heads of (Re)insurance companies in the region to work together and adopt policies that promote the development of the insurance industry.
It is at the top of our agenda to Create Value for existing members - as we seek to create an ecosystem that serves and is of benefit to the whole insurance cycle in the region, we are also looking to set-up OESAI as a one stop shop for all industry players. Our Constitution allows for on-boarding of companies, associations, institutions engaged in (Re)insurance, (Re)assurance, Re(insurance) broking, surveying, loss adjusting, arbitration, claims management, training and regulation in the region and abroad either as ordinary members, affiliate or associate members.

To this end, we intend to diversify our membership to reflect this stated desire in our Constitution. We also aim to make OESAI your go-to resource Centre for all your research and knowledge needs for the region.

Our focus will be to delve deeper into topics that are relevant and present detailed Country reports that are actionable and actively informs how you can assess opportunities in your markets and beyond, through monthly newsletters to in-depth research reports and publications.

On membership Engagement, even as we seek to add on to and diversify the membership, we also seek greater engagement through member forums. The aim of these forums is to facilitate engagement within OESAI membership for the benefit of their institutions and broadly the industry. These will include: The Annual OESAI Conference that will bring together global, regional and national members spanning all areas that intersect with the insurance space.

We also have The Executive forum that will bring together heads and senior representation from member organisations for round table discussions with the intention to discuss challenges and opportunities and offer an avenue for sharing best practice approaches to addressing the same.

We also plan to continue to pursue partnerships and to facilitate the development of human capital within the industry through training on underwriting and facilitation of information exchange across multiple jurisdictions. These will be facilitated by experts drawn from both global and regional pools. Further, we have noted that training models in the industry have largely focused on beginner-to-middle level management. We believe as OESAI there to be an addressable gap of middle-to-senior management training that we aim to address. To this end we are reworking the OESAI training model to address this.

My goal as the incoming Secretary General is to create a strong brand for OESAI that is intent to create value for Members and Non-members. I look forward to working with you.

Have a productive month

Linet Macharia
OESAI SECRETARY GENERAL
YOUR INVITATION TO TAKE UP OESAI MEMBERSHIP

Dear Colleagues

We have the pleasure to invite your company to join the Organisation of Eastern and Southern Africa Insurers (OESAI) this coming 2019. OESAI is the premier member organisation for Insurance companies in Eastern and Southern Africa. The principal purpose of the Organization of Eastern and Southern Africa Insurers (OESAI) is to promote the business of insurance in Eastern and Southern Africa through capacity building and skills development.

OESAI provides technical training workshops in General insurance and Life assurance, for its members and non-members across the region. The organization works closely with training institutes in the region to deliver the training through experts from our member companies.

As a value addition for the CEOs/MDs of member companies, OESAI is delighted to be launching the OESAI EXECUTIVE FORUM this year. This invitation only 2 day event is designed to create a unique learning experience for busy insurance executives.

OESAI hosts the increasingly popular OESAI Annual Conference. The OESAI Annual conference which is held in OESAI member countries in Eastern and Southern Africa now attracts over 300 delegates and is a platform for networking, and sharing of best practice amongst insurance and reinsurance practitioners. The next conference will be in Kigali, Rwanda, this coming August.

BENEFITS OF OESAI MEMBERSHIP

Your organisation will pay discounted rates when your staff attend technical training workshops organized by OESAI and our partners. Executives whose companies are members also pay discounted rates for the OESAI Annual conference.

Your company will also benefit by having your staff attached through OESAI to some of the organisation’s member companies for intensive on the job training. By your Organisation becoming a member, the CEO/MD automatically become eligible to attend the OESAI Executive Forum which is an OESAI Members only event we are launching this 2019.

Your CEO / MD also becomes eligible to sit in the OESAI Management Board after being elected by OESAI members from their respective insurance market.

Members of OESAI benefit from Networking opportunities that OESAI hosts in the region.

The OESAI Secretariat looks forward to welcoming you to the OESAI Family this 2019.
OESAI MEET THE MARKET COCKTAIL IN PICTURES

Ms Patty Karuaihe-Martin, OESAI Chairperson

Mr Godfrey Kiptum, CEO & Commissioner of Insurance Kenya

Ms Linet Macharia, OESAI Secretary General

Guests at the OESAI Meet the Market Cocktail in Nairobi
From left to right; Dr Ben Kajwang, CEO, College of Insurance Kenya, Ms. Patty Karuaihe-Martin, OESAI Chairperson, Mr. Godfrey Kiptum, CEO & Commissioner of Insurance Kenya, Ms. Linet Macharia, OESAI Secretary General, Mrs. Hope Murera, CEO, ZEPRE, Mr. George Otieno, CEO, ATI

Invited guests networking at the OESAI MEET THE MARKET COCKTAIL in NAIROBI

Dr Femi Oyetunji, Grp CEO, Continental Reinsurance, chats with Ms Miriam Magala, from ZEPRE
OESAI Annual Conference ; 25th-28th August 2019

The OESAI Management Board & Secretariat invites you to register for the 42nd OESAI Annual Conference.

Venue: Kigali Convention Center

Date: 25th to 28th August 2019

Register online at www.oesai2019.org

Or For the Registration Form, Contact ;

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Top News

Southern Africa to see surge in Insurance Claims from Cyclone Idai

Financial services group, Old Mutual Zimbabwe anticipates an escalation in insurance claims emanating from Cyclone Idai that recently battered parts of Mozambique, Zimbabwe and Malawi. The devastating incident affected varied economic sectors in Mozambique, Zimbabwe and Malawi, forcing big corporates and small to medium enterprises to close shop or downscale operations.

Undoubtedly the agriculture sector was heavily disturbed considering that the affected areas fall under these countries’ agro-ecological regions. Responding to a question and answer session at the analyst briefing in Harare, Old Mutual Chief executive for the rest of Africa Jonas Mushosho, indicated that such extreme weather patterns like Cyclone Idai impact insurance business intensely.

“We have not been able to make an assessment but I think there will be a huge impact. We do have quite a number of customers in agriculture in the eastern parts of Zimbabwe and we are trying to assess the impact.
He stressed on the need to formulate a robust insurance framework that incorporates agriculture if Southern Africa was to realise a thriving farming sector since insurance ensures continuity as the farmers are given basis to restart from the negative effects of natural disasters, Cyclone Idai or El Nino in the case of the 2018-2019 farming season.

“I think the occurrence of these extreme weather patterns emphasize that if we are going to support agriculture in this country we need to make sure that there is better risk management as our product is one of our solutions to that.” Said Mr Mushosho.

The cyclone that tore across Southern Africa may have destroyed more than $1 billion of infrastructure, the United Nations said, as the death toll from the storm climbed to more than 1000. After devastating Mozambique’s port city of Beira, Tropical Cyclone Idai damaged roads, bridges and dams as it moved toward eastern Zimbabwe. More than 100,000 houses were partially or completely destroyed, according to the UN. It also ruined more than 500,000 hectares of crops, just as farmers in the region were preparing to harvest their corn.

“We probably have lost about a billion dollars in Mozambique, Zimbabwe, Madagascar and Malawi in terms of resources,” UN Economic Commission for Africa Executive Secretary Vera Songwe said in a statement. “In particular the Beira port, the signature port of Mozambique, is essentially today almost a thing of the past because of Cyclone Idai.

“The effects of Cyclone Idai on the Mozambican economy will be severe,” said Pieter du Preez, an analyst at Paarl, South Africa-based NKC. “We expect food-price inflation to rise sharply as Mozambican authorities import food with an already weakened currency.” In a country where almost half the population lives in poverty, the storm has hit ordinary citizens the hardest.

The governments of Mozambique, Malawi, and Zimbabwe have mobilized their limited available financial, logistical, and humanitarian resources for early response in the affected areas. The international community has sent in volunteer rescue workers and humanitarian aid to support
local efforts. However, governments of affected countries and United Nations agencies are still requesting additional resources to support ravaged communities.

Recently, disasters such as cyclones, droughts, and floods are increasing in both frequency and magnitude. According to U.N. International Strategy for Disaster Reduction, from 1998 to 2017, disaster-hit countries reported direct economic losses of $2.9 trillion, of which climate-related disasters accounted for $2.2 trillion. Africa is one of the most vulnerable regions to natural disasters and the impacts of climate change, despite contributing the least to global warming. Climate-induced disaster effects on the continent are particularly devastating and are mainly caused by drought, flood, and cyclones, as well as outbreaks and epidemics of diseases like Ebola, Lassa Fever, and Marburg. The economic and social burden of natural disaster and disease outbreaks was estimated at $53.19 billion in 2014.

In terms of response, the continent has been struggling to allocate part of its limited resources to disaster preparedness, due to various competing priorities in health, education, infrastructure, and other sectors. Hence, the bulk of interventions in the event of disasters comes from donors. Typically, when a disaster strikes, countries, with the help of the international community, launch humanitarian appeals and work to raise funds to respond to the crisis.

To change this paradigm, the African Union Heads of State established the African Risk Capacity (ARC) in 2012 to support the development of better risk management systems on the continent, while simultaneously reducing the dependence of African countries on the international community for disaster relief.

ARC brings together three critical elements of disaster risk management to create a powerful value proposition for its members and partners: early warning systems, response planning based
on well-prepared and validated contingency plans, and an index-based insurance and risk pooling mechanism.

Several lessons have emerged during the institution’s first five years. The most important is that the resource gap needed to protect vulnerable populations against disasters can be reduced substantially through a combination of efforts and collaboration between governments, international aid, and the private sector. To build sustainable and country-driven responses, aid resources should support government budgets in financing innovative mechanisms, such as risk transfer, and leverage resources from the private sector through, for example, insurance and bonds.

The combination of early warning contingency planning and index-based risk transfer and pooling is certainly, among others, a solution that can significantly contribute to the reduction of the gap in disaster protection. A solution to increase the effectiveness and efficiency of humanitarian efforts is in front of us, and all existing actors have a role to play, particularly humanitarian agencies and NGOs.

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Leading African insurers and reinsurers and the UN met recently in Lagos to drive economic, social and environmental sustainability. Under the auspices of the United Nations Environment’s Principles for Sustainable Insurance (PSI)—the largest collaborative initiative between the UN and the insurance industry and international experts met leading Nigerian insurance practitioners to focus on three key themes:

- Closing the Risk Protection Gap
- Resilient Cities
- Sustainable Food Systems and Agriculture

The purpose of what has now become an annual PSI African Market Event is to bring together leading practitioners and thinkers within the African insurance ‘ecosystem’, the UN and key stakeholders to share experiences and ideas to support the growth, profitability, responsibility, resilience and sustainability of the African insurance industry, and to drive sustainable development on the continent.

Dr Femi Oyetunji, Group Managing Director & CEO of Continental Re plc, the first African reinsurer to sign the UN’s PSI principles, said: “As risk managers, insurers and investors, the
The insurance industry has an important role to play in making communities and economies inclusive, resilient and sustainable. The recent devastation wrought by Cyclone Idai, and now Cyclone Kenneth, is yet another wake-up call for the urgent need for action and collaboration to better manage risk and support sustainable development.” The inaugural PSI African Market Event took place in Johannesburg in April 2018 and was hosted by Santam Insurance, the first African insurer to sign the UN’s PSI principles.

Butch Bacani, who leads the PSI Initiative at UN Environment, said: “The world is facing an increasing number of sustainability challenges, from climate change, environmental degradation, and pollution; to social inequality, financial exclusion and major health risks. This is why world leaders have committed to delivering prosperity for all on a healthy planet through global goals such as the UN Sustainable Development Goals and the Paris Agreement on Climate Change. In this context, we are delighted that the African insurance industry is working together and demonstrating the leadership and ambition needed to drive sustainable development.”

The 2nd PSI African Market Event, hosted by Continental Re plc discussed key environmental, social and governance (ESG) issues also known as sustainability issues for the Nigerian insurance industry, as well as the wider African insurance industry.

The meeting looked at how these key sustainability risks and opportunities are being addressed across the following insurance industry activities:

• Risk management (risk assessment, risk analytics and modelling, risk reduction)
• Insurance (across lines of non-life and life & health insurance)
• Investment (across asset classes)
• Insurance regulation and supervision

John Melville, Chief Underwriting Officer of Santam Insurance, said: “Sustainability issues such as climate change and environmental degradation are leading to diverse, interconnected and complex risks, but also present new opportunities for collaborative action to mitigate risk and improve physical and financial resilience.

Dr Oyetunji added: “Whether it’s the cyclones in Mozambique, the droughts and wildfires in South Africa, Ebola and malaria across the continent, or the floods in Lagos, there is no question that we must urgently meet the sustainability challenge. We are proud to host the 2nd PSI African Market Event in Lagos and look forward to working with our peers in the African insurance industry and the UN to move from awareness to action, and deliver positive impact.”

Source: Continental Re
West Africa reinsurer WAICA Re expands to Kenya

West African reinsurer WAICA Re has launched new operations in Kenya in an effort to capitalise on the growing insurance market in East and Central Africa, according to reports from Standard Digital.

WAICA Re Kenya is set to provide reinsurance for all general classes across the region. The unit has a capital outlay of KES 1 billion (USD $9.9 million) and is expected to grow its annual income to KES 1.5 billion (USD $14.9 million) over the next three years. “Kenya’s insurance sector has a lot of growth potential and the country’s favourable policy framework has created a friendly environment for investment and growth,” Charles Etemesi, CEO of WAICA Re Kenya, said at the launch in Nairobi. He explained that the business would rely on technology and the capital position of its parent company to grow its market share in the highly competitive sector.

“We are going to deploy cutting-edge technology, especially in document management systems and relevant finance and underwriting software to ensure that we run an efficient business that will add value to our clients,” Mr Etemesi was quoted as saying.

KENYA COLLEGE OF INSURANCE BUILDS STATE OF THE ART LEADERSHIP CENTER
Wanting to expand its operations, Nairobi-based College of Insurance last year embarked on an ambitious project to extend its campus to include a ‘Leadership Centre’, a building combining the functions of a college and a conference facility and accommodation. The new centre which is due to be completed this year is a unique one of its kind Insurance Institute, conference, meeting place that has a conference hall capable of accommodating 2000 delegates.

**Highest levels of sustainability**

Collaborating with Kenyan architectural firm MMI, the competition-winning proposal for the new centre delivers a futuristic facility that aims to achieve the highest levels of sustainability in Central-East Africa. Inspired by the college’s unique location on the border of the city and Nairobi National Park, right where the urban becomes the wilderness, the Leadership Centre’s design creates a visual link between the two worlds.

**An inclusive meeting place**

The college devised a new academically driven conference centre for which a flexible interior programme was developed to support the college’s business model to double up classrooms as rentable conference space. The new centre also provides guest accommodation, restaurants and recreational facilities with an ambition to become an inclusive meeting place for both visitors, college delegates, students and academic staff. The centre will be marketed locally and international to attract workshops and conference from across the globe.

**Ecosystems are the norm**

Aiming to achieve LEED Gold certification, ecosystem services are the norm throughout the project. Landscaping helps decrease the impact of heavy rains via permeable materials and an onsite eco-park with a retention pond. Black and greywater is treated and recycled on site. Natural ventilation is the overall principle; cross-flow ventilation using permanent winds provides a cooling effect. Mechanical ventilation is only used where increased airflows are needed.

The Leadership Centre also has a large roof area covered with solar panels producing electricity and thermal collectors for hot water production. Making use of local techniques and materials ensures relevance – and provides the opportunity to produce various building components onsite, reducing transportation costs and creating jobs. Through the Leadership Centre the college will expands its footprint beyond education, creating a new silhouette against the Nairobi skyline and an eco-icon for Central-East Africa.
There are emerging mobile players in the insurance industry, and despite the industry’s complicated, firmly rooted environment, there is more opportunity than ever to introduce customer value with mobile solutions. Driven by the surfacing of FinTech and InsurTech startups, the insurance industry is amidst a systematic change in business operations, not unlike the transformation banking institutions are skillfully mastering now.

Insurers should look to banking institutions who have entered the FinTech space as an inspiration for digitization. Banks are partnering with FinTech enterprises to operate at lower costs and alleviate the reliance on legacy systems. As a result, banking institutions are able to retain clients, while FinTech companions improve customer experience with user-centric, mobile solutions.

The urgency for financial services to offer digital products has hit the world hard and is moving faster than originally anticipated. The insurance sector needs to view entering the InsurTech environment as an opportunity to create partnerships and build mobile strategies focused on providing value in this increasingly digitized financial ecosystem.
Customers Expectations for InsurTech

Mobile devices are a core element of everyday life. They have created massive waves of disruption in every area of business, and financial services are no exception. Customer demands are not the same. Customers are no longer seeking services, instead, they are looking for mobile insurance solutions which integrate several areas of assistance on a single platform.

Many insurance companies are aware of and embracing this shift in consumer demand. Rather than panicking at the potential threat of InsurTech and FinTech competition, insurers are looking at these startups as catalysts for innovation.

The Canadian FinTech market saw significant growth in the first half of 2018. KPMG’s Pulse of FinTech 2018 report cites that many large financial institutions recognize the pressing demand to invest in FinTech. These institutions are making substantial progress in investing and developing partnerships in the growing technology space. There has also been an increase in insurance companies working on all matter of proof-of-concept (POC) initiatives.

FinTech set the bar high for the insurance industry. Customers are expecting higher quality mobile experiences from all their financial services, similar to the experiences they receive from Apple, Google, Amazon, and other heavy-hitters.

Providing Value to Younger Clientele

According to the McKinsey Global Institute, 75% of InsurTech business has primarily served retail clientele. The younger end of Gen X demographics and millennial customers favor mobile channels for financial transactions. As well, these segments tend to be less loyal to financial companies and more likely to swap financial services and insurance policies to fulfill changing needs. Younger age groups value convenience, remote transactions, and as little direct interaction with institutions as possible.

Winning young customers is lucrative for insurers. In many ways, business from a millennial is more beneficial than opening a new policy with a baby boomer because there is ample opportunity for long-term business, potentially lifelong business. Younger demographics are far more receptive to technological advancement. Providing these potential customers mobile solutions and optimizing with InsurTech is how to gain loyalty with younger policyholders.
Enhancing the Customer Experience with InsurTech

Financial service companies understand the demand for mobile. PwC’s recent FinTech Survey notes the significant growth in customers using mobile applications by 2020, and 75% of respondents say the most important impact FinTech will have is an increased focus on the customer.

Similar to FinTech, InsurTechs have many advantages insurance companies can leverage. These lean startups are free from legacy products and processes. They can use emerging technologies to build brand new systems and they can target specific value pools instead of offering lengthy end-to-end solutions that don’t meet everyone’s needs. Overall, InsurTech’s can go to market entirely different than traditional insurance companies. By partnering with InsurTech enterprises, insurers can offer Enriched Connectivity.

Eliminating Customer Pain Points

FinTech and InsurTech startups are successful mainly because they address the most pressing pain points customers have with banking companies and eliminate them. A key area moving forward will be an increased focus on raising customer interest and encouraging interaction.

Policyholder pooling is already a popular social engagement tool to lower insurance rates. Friendsurance, for example, launched the very first peer-to-peer insurance model. Essentially, Friendsurance is a social network for policyholders; individuals with the same insurance type connect, and if no claims are made within the group they are rewarded with cash-back.

Immediacy will also be a growing tactic for insurers looking to digitize addressing customer pain points. If customers can’t get information, advice, or make claims at any time, insurers run the risk of rapidly losing business.
How to Best Respond to InsurTech

There are a number of different strategies you can adopt to prepare for the quickly evolving InsurTech environment:

**Gain an internal focus.** It’s critical to have an understanding of the evolution of the InsurTech ecosystem. Participating in InsurTech accelerator programs, or hosting hackathons with InsurTechs are both helpful ways to become familiar with the value of entering the environment.

**Engage with the community.** Seek out inspiration and look for opportunities to collaborate. Different perspectives on the industry are tremendously helpful for identifying new ways to generate value. By establishing partnerships insurance companies can work with InsurTechs to develop POCs or launch incubator programs.

**Take Action.** Eventually, insurers will have to take action; whether that’s collaboration, investment, or changing the organizational culture.

The insurance industry is ready for transformation, to support new business operations, and to maximize efficiency. To make headway, insurance companies will have to look to InsurTechs for inspiration and partnerships. While InsurTech is rapidly transforming the industry, it does not aim to overtake traditional insurance, rather it is opening the doors for both counterparts to extend the value chain and increase mobility overall.

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INVITATION TO PARTNER WITH OESAI FOR THE 42ND OESAI ANNUAL CONFERENCE

The OESAI Board and Secretariat of the Organisation of Eastern and Southern Africa Insurers invites you and your company to partner with OESAI to make the 42nd OESAI Annual conference in Kigali, Rwanda a resounding success. We have many exciting opportunities for you to sponsor an event or to provide a generous donation to co-sponsor.

By becoming a sponsor, we promise your company great brand visibility, before, during and after the conference. Join other sponsors who have already committed to partnering with OESAI. Contact us on the following emails secgeneral@oesai.org, admin@oesai.org, marketing@oesai.org for more information.

OESAI 42nd Annual Conference Sponsors

African Trade Insurance Agency
Agence pour l'Assurance du Commerce en Afrique
APPOINTMENTS

WAICA RE appoints Dr. Abiba Zakariah as Chief Operating Officer

OESAI Management Board and the OESAI Secretariat congratulates Dr Abiba Zakariah on her appointment as the Group Chief Operating Officer of Waica Re.

WAICA RE with over 200 institutional and individual shareholders spread over Africa made the appointment as part of efforts to strengthen its human capital in its quest to enhance strategic business operations. Dr. Zakariah, joins the WAICA RE team as a seasoned insurer and brings on board over 20 years of experience in the insurance and reinsurance industry. Until her appointment, she was the Managing Director/CEO of Ghana Reinsurance Company Limited.

Waica Reinsurance appoints Wilberforce Machimbidzofa as Chief Executive, Waica Re Zimbabwe

The OESAI Management Board and Secretariat congratulates Mr. Wilberforce Machimbidzofa on his appointment as Chief Executive Officer of Waica Reinsurance Zimbabwe.

Wilberforce is an experienced Zimbabwean international insurer and broker who, before this appointment was Executive director at Reinsurance Solutions, Mauritius and has held other top executives positions within the Industry. WAICA Re is one of the fastest growing reinsurance organisations in Africa and is currently ranked 11th in Africa and 2nd in West Africa by the Reinsurance Ranking index.

OESAI Wishes them both success in their new roles