



1st Pan-African Life Insurance Conference

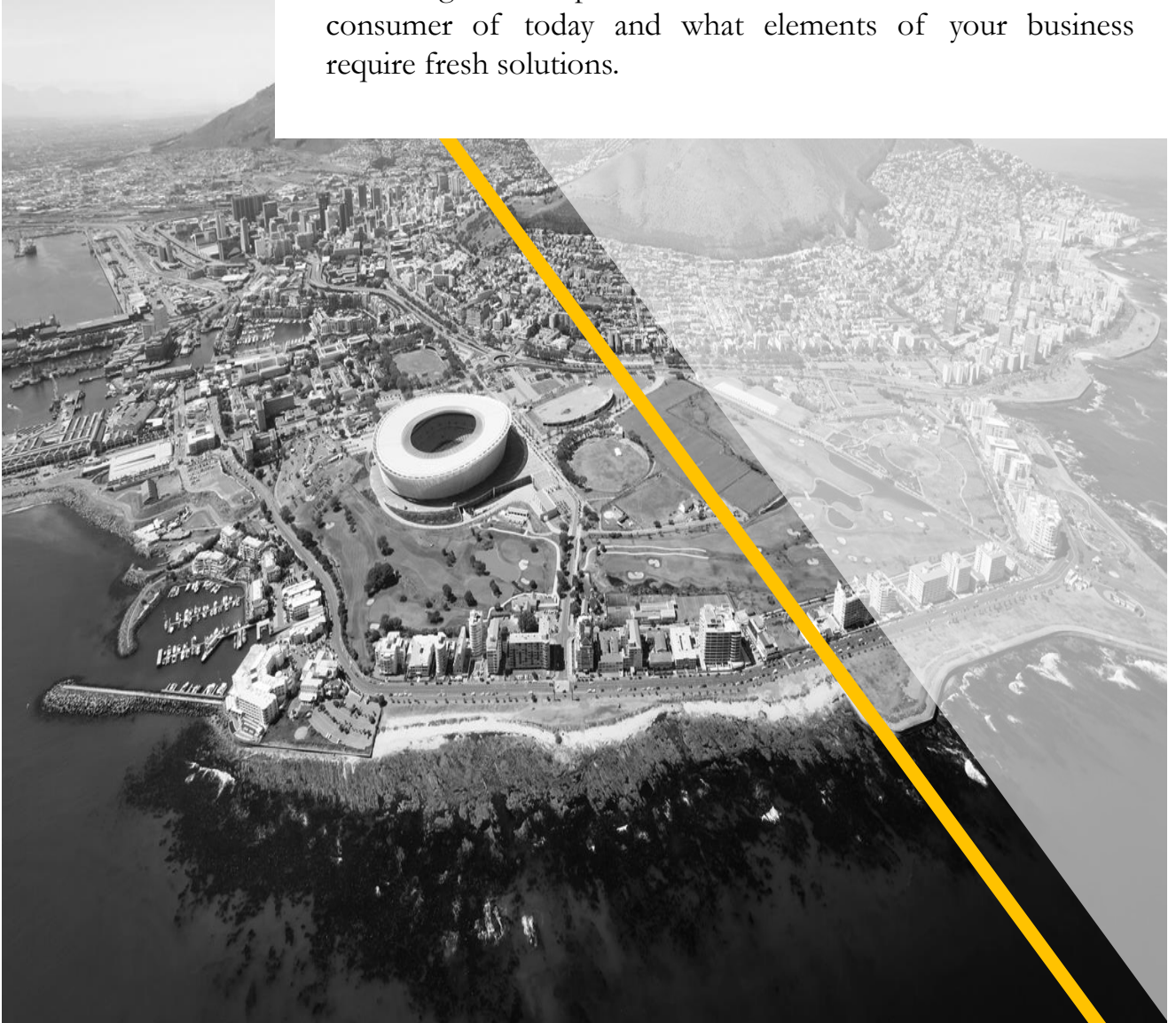
21-23 May 2017



Highlights

The LIMRA **Life Insurance Conferences** are among the leading insurance conferences in the world. This year, LIMRA proudly organizes for the first time the **Pan-African Life Insurance Conference**. It will be welcoming over 100 top executives from life insurance companies from Africa and other EMEA regions to offer a unique opportunity to network with peers and leading industry experts.

With the theme, “**Africa: The Last Frontier**”, we aim to provide an overview of the latest trends and innovative solutions, by addressing relevant topics developed by experts, from underwriting to regulation, from management to marketing; let’s explore what matters most to the African consumer of today and what elements of your business require fresh solutions.



Program

21

- 17:00 – 19:30 REGISTRATION
- 18:00 – 19:30 WELCOME COCKTAIL

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- 08:00 – 9:00 REGISTRATION
- 08:30 – 11:00 GENERAL SESSION
- > The New Frontier For Insurance – *Bernard Retali*
 - > Reimagining Distribution: Building New Connections to Engage Today's Consumer – *Robert Kerzner*
 - > The future of bancassurance in Africa – *Jacqueline Benyi*
- 10:50 – 11:30 COFFEE BREAK
- 11:30 – 12:30 GENERAL SESSION
- > Cognitive biases, the mysteries of Life – *Alison Salka*
 - > Managing diversity – *Raoul Moloko*
- 12:30 – 14:00 NETWORKING LUNCH
- 14:00 – 15:00 AWARD CEREMONY
- 15:00 – 16:00 GENERAL SESSION
- > The future of life insurance in Africa – *Arjun Malik*
 - > TBC
- 16:00 – 16:30 COFFEE BREAK
- 16:30 – 17:30 PANEL DISCUSSION: Microinsurance – *Bernard Retali, Raoul Moloko, Jeremy Leach, Josh Wrench*
- 20:00 – 23:30 GALA DINNER
- > 20:00 Gathering at lobby of the hotel
 - > 20:15 Departure to the gala dinner by bus

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- 09:00 – 10:45 GENERAL SESSION
- > Compliance: The shift from reactive to proactive – *Caroline Da Silva*
 - > New developments on integrating segmentation and predictive modelling – *Sollie Millard & Frans Kanfer*
- 10:45 – 11:15 COFFEE BREAK
- 11:15 – 12:20 GENERAL SESSION
- > Innovations in Microinsurance – *Jeremy Leach*
 - > Face to face advice in the US – *Brian Heckert*

Our Speakers



Brian D. Heckert
Immediate Past
President of the MDRT



Jacqueline Benyi
Executive Director
Enterprise Life Ghana



Robert A. Kerzner
Chief Executive Officer
LIMRA & LOMA



Raoul Moloko
Chief Executive Officer
SAHAM Life West and
Central Africa



Frans Kanfer, PhD
Head of the Statistics
Industry Hub
Pretoria University



Alison Salka, PhD
Senior vice president &
Director of Research
LIMRA



Sollie Millard
director of STATOMET
Pretoria University



Jeremy Leach
Chief Executive Officer
Inclusivity Solutions



Caroline Da Silva
Deputy Executive Officer
Financial Services Board SA



Josh Wrench
GM Client & Product Strategy
Sanlam Emerging Markets



Bernard Retali
President
LIMRA EMEA

Our Speakers



Jacqueline Benyi – Executive Director Enterprise Life Ghana [full bio](#)

The future of bancassurance

Most African economies are confronted with the absence of social interventions or protection and where it exists, these have not been too effective. The presentation will focus generally on Africa and using Enterprise Life experience as a pioneer of the channel in Ghana.



Caroline Da Silva – Deputy Executive Officer Financial Services Board South Africa [full bio](#)

Compliance: The shift from reactive to proactive

Caroline Da Silva will focus on the Strategy of the future Market conduct regulator and the approach to Fintech, inclusion, transformation, advice and distribution models all within a robust regulatory framework that encompasses the principle of proportionality



Brian D. Heckert – Immediate Past President of the MDRT [full bio](#)

Face to face advice in the US

The Robo Adviser model is not the future of advice... but it will be part of the live adviser model going forward. Companies with the ability to link the initial Robo-Advisor accumulation with human based advice will keep assets through the market down turn.



Robert Kerzner – CEO LIMRA & LOMA [full bio](#)

Reimagining Distribution: Building New Connections to Engage Today's Consumer

Robert Kerzner will explore how demographics regulation, and technology are changing distribution in the financial services industry and discuss the imperative to innovate in order to drive organic growth.

Our Speakers



Jeremy Leach – CEO Inclusivity Solutions [full bio](#)
Innovations in Microinsurance

This session will highlight some of the developing innovations in micro-insurance from across emerging markets and its application for the future growth of the insurance market. It will also consider how mobile will be a key driver of this growth.



Raoul Moloko – CEO SAHAM Life West and Central Africa [full bio](#)
Managing diversity

For his Presentation Mr Moloko will address multiculturalism at SAHAM with a focus on human resources management (hiring process, people management) and marketing and multiculturalism (products specifications, distribution channels).



Alison Salka PhD – Senior Vice President and Director of Research LIMRA [full bio](#)
Cognitive biases, the mysteries of Life

Alison Salka will LIMRA research to address the very interesting subject of behavioral economics by defining what is behavioral finance, and why it matters for financial decisions and insurance.



Bernard Retali – President LIMRA EMEA [full bio](#)
The new frontier of insurance

The frontier of insurance are constantly moving, the risks covered are different and the consumers are now looking for a different experience. Bernard Retali will focus on the changing face of insurance from consumer behavior to technology and distribution.

Our Speakers



Sollie Millard

director of STATOMET
Pretoria University

New developments on integrating segmentation and predictive modelling [full bio](#)

Financial institutions segment their client base to enhance product offering, marketing campaigns, claims profiling, risk management and identifying underutilised market potential. In many cases this process is driven mainly using a segmentation strategy and in some cases these segments are enhanced using a predictive modelling

This approach typically does not optimally consider the inherent structure contained in the phenomena under investigation.

In this talk we share new developments in the integration of predictive modelling and segmentation in a single phased approach. We illustrate the use of mixtures of regression models in insurance and the natural segmentation that are produced in the process of estimation. This natural segmentation is optimised for the specific topic of interest and also enlightens the client behaviour. Cases studies in leads prioritisation and claims modelling will be considered.



Frans Kanfer, PhD

Head of the Statistics
Industry Hub
Pretoria University

Panel discussion: Microinsurance

Panelists: Raoul Moloko, Jeremy Leach, Josh Wrench

Moderator: Bernard Retali

Microinsurance provides coverage for people with low net income, with products tailored and premium adapted to this market. Since its creation microinsurance has faced many challenges. This open discussion will give the opportunity for our attendees to exchange on this topic with our selected experts.

Conference Venue

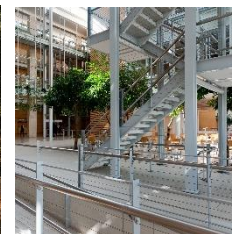
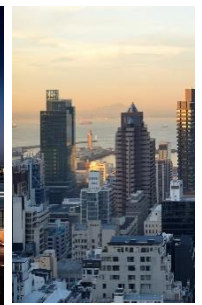
You will never be bored in Cape Town. A city where the ocean and the mountains are as much a part of the city as its people, the opportunities to explore will keep visitors to this cosmopolitan city entertained and excited. LIMRA EMEA's mission is to encourage innovation within life insurance organizations. Hence, we decided to hold the first Pan-African Life Insurance Conference in Cape Town and thus take advantage of the dynamism of the city as an inspiration for our industry.

CAPE TOWN INTERNATIONAL CONVENTION CENTRE :

A multi-purpose conference and exhibition centre in the hub of Cape Town's business and entertainment centre, the Cape Town International Convention Centre (CTICC).

With the iconic presence of Table Mountain in the background and a stone's throw from the Atlantic Ocean, the Cape Town International Convention Centre (CTICC) offers the perfect setting for a world-class event like the LIMRA Conference.

ADDRESS: Convention Square, 1 Lower Long Street, Cape Town 8001, South Africa



Side events venues

WELCOME COCKTAIL – Sunday May 21, 2017

LIMRA will welcome you at the **Southern Sun Waterfront Hotel** for a cocktail, a great opportunity for networking and getting a first approach with those who will share this experience with you.



GALA DINNER – Monday May 22, 2017

For this 1st Pan-African conference LIMRA is inviting attendees for a unique African restaurant experience in the heart of Cape Town. Gold Restaurant offers a set 14-course Cape Malay and African menu to (re)discover the variety of African cuisine. The gala dinner does not stop here; guests will also enjoy a unique interactive traditional show.

2015 Winner of the prestigious Lilizela award for Best Visitor Experience, Culture and Lifestyle.



Venue - Hotel



Southern Sun Waterfront – 1 Lower Buitengracht Cape Town

Special room rates for the attendees of the LIMRA have been negotiated. To take advantage of these rates and ensure your accommodation at the hotel, reservations should be made by completing the [booking form](#) (link to download the document at the bottom of the page) and emailing it directly to Krystle Moodley on krystle.moodley@tsogosun.com by 21 March 2017. Reservations received after this date or after the group block has been filled, will be acceptable on a room available basis only.

<https://www.tsogosun.com/southern-sun-waterfront-cape-town>



Dress code

- Conference Attire: Smart Casual
- Welcome Cocktail: Smart Casual
- Gala Dinner: Smart Casual

Registration

Normal Registration fees (From April 1st, 2017)

LIMRA/LOMA Members: 1,400 USD – Spouse: 200 USD

Non-members: 1,820 USD – Spouse: 250 USD

[Register Now](#)

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& General Organizer**

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