

## Regional workshop and field trip Johannesburg, September 27-28

### Agenda

# “How to optimise distribution in the low-cost insurance environment?”

### Field trip & reception, September 27

Time	Activity
13h00 – 13h15	<b>Departure</b> by bus from <b>Country Club Johannesburg</b> Meet at the parking lot of the Country Club (Auckland Park) <u>Address:</u> Napier Road, Auckland Park, Johannesburg PO BOX 91028, Auckland Park, 2006, T: +27 11 710 6400
13h15 – 13h45	Travel to Maponya mall, Soweto
13h45 – 14h45	Visit to <b>retail partnership insurance offering</b> and physical <b>insurance branches</b>
15h00 – 15h15	Travel to activation site
15h15 – 16h00	Visit at <b>activation site</b>
16h00 – 17h00	Return trip
17h00 – 18h30	Informal <b>reception at Country Club</b>



## Workshop, September 28

Time	Title	Speaker
08h00 – 08h30	<i>Breakfast and networking</i>	
08h30 – 09h00	Welcome/ introduction to the day	<b>Herman Smit, CENFRI</b> (event moderator)
09h00 – 10h30	<p><b>Plenary 1 – Distribution challenges and lessons learnt in low-income settings</b></p> <p>Distribution challenges in the South African insurance industry</p> <p>Regulatory challenges relating to distribution</p> <p>Kenyan microinsurance distribution channels and lessons learnt</p>	<p><b>Leila Moonda, SAIA</b></p> <p><b>Ernie van der Vyver, Clyde &amp; Co.</b></p> <p><b>Anne Kamau, AB Consultants in Kenya</b></p>
10h30 – 11h00	<i>Tea and networking</i>	
11h00 – 12h30	<p><b>Plenary 2 – The role of technology in distribution</b></p> <p>Utilising existing payment networks and new technologies to distribute seamlessly</p> <p>Overcoming the invisible force that prevents distribution at scale</p> <p>The low cost-environment: bringing down administrative costs</p>	<p><b>David de Coning, Crossgate</b></p> <p><b>Lucas Greyling, DotXML</b></p> <p><b>John Turnbull, TBFS</b></p>
12h30 – 13h30	<i>Lunch and networking</i>	



13h30 – 14h30	<p><b>Breakout session 1 – Capitalising on lessons learned in distribution</b></p> <p>Distribution: using partnership models in the low-cost environment</p> <p>Looking into the future: Leveraging new distribution channels for microinsurance</p> <p>Funeral parlours as an enabler of financial services</p>	<p><b>Sibusiso Ntonga, Hollard</b></p> <p><b>Barbara Chabbaga, AB Consultants in Kenya</b></p> <p><b>Chris Chakaipa, Two Mountains</b></p>
14h30 – 15h30	<p><b>Breakout session 2 - Capitalising on lessons learned in distribution</b></p>	<p><b>As above</b></p>
15h30 – 16h00	<p><i>Tea and networking</i></p>	
16h00 – 17h00	<p>Summary, final thoughts and closure</p>	<p><b>Herman Smit, CENFRI to facilitate</b></p>
17h00 – 18h00	<p><i>Drinks and networking</i></p>	

For further information and to register contact the Microinsurance Network at [info@microinsurancenet.org](mailto:info@microinsurancenet.org)

