



CONFERENCES CALENDAR



2023



TABLE OF CONTENT

INSURANCE AND SOCIAL PROTECTION REGULATORS RETREAT FOR AFRICA

When: 15th to 20th July 2023

Where: Victoria Falls, Zimbabwe

Pg 3

INSURANCE DISTRIBUTION CONVENTION

When: 20th October 2023

Where: Dar es Salaam, Tanzania

Pg 4

ABOUT ACISP

Africa College of Insurance and Social Protection (ACISP) is a Modern Urban Pan African College providing performance and competence-based capacity building solutions in the fields of Finance, particularly Insurance, Risk Management, Social Protection and Leadership. The College strives to bring new guidance and leadership to the mankind and share innovative ideas so as to escalate performance of the industry players and become a Bridge between Industry and Academia.

The College welcomes ground-breaking thoughts from all around the world to support the development of new concepts and good ideas in the field of insurance, social protection, risk management, actuarial science, finance and leadership. Africa College of Insurance and Social Protection philosophy is to provide a platform for an ongoing collaborative relationship between scholars, scientists, academicians and industry specialists; to guide and steer the development of the insurance and social protection sector.

Vision:

To be a premier performance-based college globally renowned for its programmes for the insurance and related financial services industry.

Mission:

To bridge the gap between industry and academia by enhancing performance of players in insurance and financial sector so as to contribute to insurance growth in the Continent.

01 | Performance based training

Specialized consultancy

02

03 | Action based research

Seminars, Conferences,
Publication

04

INSURANCE AND SOCIAL PROTECTION REGULATORS RETREAT FOR AFRICA

Re-thinking policy and regulators approaches for building inclusive insurance markets in Africa

The voices of the consumers and providers of insurance and social protection solutions provide a foundation for a call to re-think the policy and regulatory approaches appropriate for the ever-dynamic consumer market conditions in the African continent. They are calling on decision makers to work together to create better opportunities and a better future for the industry and the economy; to remove the barriers they face to supporting the growth of the insurance and social protection; to build the competence needed to shape the markets and create new frontiers of risk management and social protection appropriate for the African continent.

The convening of insurance and social protection regulators is the premier reflection and strategizing session for the insurance industry in Africa. Africa Development Agenda 2063 places high hopes on the transformation of the financial sector that can play a leading role in facilitating the attainment of its development goals. The expectation from financial sector is based on the role finance can play in the economy as a **Driver, Enabler or Catalyst**. With the penetration of less than 5% continental wide, the insurance and social protection are the two industries has not fully maximized the full potential to offer benefits to the society and facilitate industry growth, expand its share of contribution to the deepening of the financial system as well as improve return on investments.

OBJECTIVES:

The Retreat seeks to generate recommendations and compelling actions to support the supervisory development endeavour for a transformative insurance and pension systems in Africa. Specifically, this Retreat endeavours the following:

- To provide space for regulators to listen to the growth aspirations from private sector players in the Continent for the purpose of designing relevant policy responses and regulatory support required for the transformation of insurance and social protection industries.
- To allow policy makers and regulators to drive their own deep conversations on the policy imperatives for transforming the insurance and social protection industries whose potential is far from being fully tapped in our Continent.



- To solicit the commitment of the policy makers and regulators to proactively and deliberately facilitating the growth of the insurance and social protection industries to exceed the expectations of the Africa Development Agenda 2063.
- To provide space for stakeholders to share learnings, challenge themselves, create networks for growing their insurance businesses and building more sustainable social protection markets.

WHO SHOULD ATTEND?

The Retreat attracts primarily all regulators of insurance, pension systems, banking, and telecommunication whose mandate significantly influences the functioning of insurance and social protection activities in all African countries. Additionally, the Retreat brings together practitioners in the insurance and social protection spheres. Other stakeholders encouraged to participate include fintechs, technology firms, innovators, commercial banks, telecommunication companies, accounting firms, researchers, government agencies or departments and development partners.

When: 15th to 20th July 2023

Where: Victoria Falls, Zimbabwe

INSURANCE DISTRIBUTION CONVENTION

Consumers don't wake up in the morning excited about insurance coverage.

Distribution channels are key to the consumers of insurance services and the success for all insurance companies, brokerage entities and agency networks. Recently, the emergence of alternative distribution channels such as commercial banks with bancassurance, mobile phones, and distributor networks accelerate the scaling and availability of insurance related solutions in the market. Together, they ensure that products and services provided by insurers reach target customers in the most linear and cost-efficient manner. Being a process of delivering products or services into the target markets, a variety of distribution channels with various strategies and positions are available in the market.



Evidence shows that many people and enterprises complain about convenience and cost of distribution channels used. Insurance firms themselves cite limited distribution channels as one of the reasons for (i) low client penetration, (ii) slower or organic business growth, (iii) unreliable customer care, (iv) failure to scale solutions and (v) low profitability.

The insurance and social protection markets promise an enormous potential in terms of building resilient societies, providing new avenues for business expansion and growth, empowering population segments such as women and youth and providing new and better hope to smallholder farmers and MSMEs through new business models enabled by technologies, digitization, research and partnerships. Emerging consumer behaviours are at the heart of major disruptions of the distribution ecosystems driven by data and analytics.

Informed by both the experiences customers expect and the need for the most viable distribution systems, the essence of this Conference is to expound the most compelling **USE CASES** in the distribution equation the Insurance industry can really take advantage with clear pathways to interacting with existing and future customers. It is also an opportunity to gain experience how the **business constituencies** are thinking about their own growth as facilitated or enabled by robust and effective distribution ecosystems.



OBJECTIVES:

The Conference has the following specific objectives:

- Highlight the emerging developments in the distribution ecosystems and implications to businesses, households, and individuals in Tanzania
- Explore and ideate around examples of business models that could demonstrate successful distribution models that are **convenient, appropriate, affordable, and profitable**.
- Explore the role of the private sector, especially other financial institutions, and non-conventional players in catalyzing investments in alternative insurance distribution ecosystem that are beneficial to insurance and the market.

WHO SHOULD ATTEND?

ACISP encourages multiple players to attend the Insurance Distribution Ecosystem operating in Tanzania. The Conference is designed for insurance firms, brokers, agents, networks, corporates, cooperatives, commercial banks, mobile network operators, fintechs, digital marketing firms, industry associations, training organizations, consultants and researchers. Development partners and government agencies are equally encouraged to participate and contribute to the success of the Conference. Intentionally, ACISP encourages and supports the Youth to take an active part in this Conference.

When: 20th October 2023

Where: Dar es Salaam, Tanzania





ADDRESS:

Oysterbay, 386 Toure Drive, No. 99 - DAR ES SALAAM, TANZANIA.

+255 747 600 682 | info@acisp.africa

www.acisp.africa