

DATA INSIGHTS



Budget 2023/24, Market & Census Reports: Strategic Direction of the Insurance Industry

23rd June 2023, Dar es Salaam, Tanzania



About Data Insight - Market & Census Report Forum

- ✓ Data analytics and insights are essential for the growth and success of insurance businesses in today's data-driven world. By leveraging data to better understand their customers, manage risk, and develop innovative products and services, insurers can differentiate themselves from their competitors and drive sustainable growth over the long term.
- ✓ To remain competitive, improve efficiency and drive growth insurance players must prioritize data analytics and insights. By leveraging data effectively, organizations can make better decisions, enhance the customer experience, and manage risk more effectively, ultimately leading to increased profitability and sustainable growth over the long term.
- ✓ This forum provides an opportunity for insurers to digest data provided through annual market reports, assess the landscape and plan trajectory of companies' strategic direction.
- ✓ By participating in this forum, delegates will benefit from better decision-making, improved risk management, enhanced customer experience, increased competitiveness and improved overall efficiency.

INSURANCE & PENSION DATA INSIGHTS CONFERENCE 2023 PROGRAM

| TIME | TO | SESSION | Responsible |
|---|-------|--|---|
| SESSION 1: DATA INSIGHTS – INSURANCE MARKET ANNUAL | | | |
| 08:30 | 09:00 | The philosophy of thinking differently | <i>Dr. S. Kassian - ACISP</i> |
| 09:30 | 09:50 | Insurance market annual report: Overview | <i>Samwel Mwiru - TIRA</i> |
| 09:50 | 10:10 | Insurance market annual report – key issues for insurers | <i>Kain Mbaya - ACISP</i> |
| 10:10 | 10:30 | Insurance market annual report – strategic issues for brokers and reinsurers | <i>Agripa Maragandwa – Afro Asians Re Brokers</i> |
| 10:30 | 11:30 | Discussion – Insurance market analysis report: Strategic Direction of the Insurance Industry in Tanzania | <i>DELEGATES</i> |
| 11:30 | 12:00 | TEA BREAK | <i>DELEGATES</i> |
| SESSION 2: DATA INSIGHTS – CENSUS SURVEY REPORT 2022 | | | |
| 12:00 | 12:20 | Data insights: Overview of the Census Survey Report 2022 | <i>Dr. Martin Chegere - UDSM</i> |
| 12:20 | 12:40 | Census Survey Report – Reflections for insurance/pension strategy | <i>Dr. Elibariki Msuya - SUA</i> |
| 12:40 | 13:00 | Census Survey Report 2022 data: Potential for Insurance & Pension Sector in Tanzania | <i>Sosthenes Kewe - ACISP</i> |
| 13:00 | 14:00 | Discussion: Census Survey Report 2022 and potential for retail insurance & pension | <i>DELEGATES</i> |
| 14:00 | 15:00 | LUNCH BREAK | <i>DELEGATES</i> |
| SESSION 3: URT BUDGET 2023/2023 – INSURANCE AND PENSION SECTOR OPPORTUNITIES | | | |
| 15:00 | 15:20 | URT Budget 2023/2024 – Insurance and Pension sector reflections | <i>Jocelyn Batanyita - PwC</i> |
| 15:20 | 15:40 | URT Budget 2023/2023 – Insurance and Pensions opportunities and strategies | <i>Anselmi Anselmi - ACISP</i> |
| 15:40 | 16:30 | Discussion: URT Budget 2023/2023 – Insurance and Pension sector opportunities | <i>DELEGATES</i> |
| 16:30 | 16:50 | Emotional Intelligence & Stress Management for Leaders | <i>Dr. Phil Komu - UDSM</i> |
| 16:50 | 17:00 | Resolutions & Closing | <i>Secretariat</i> |

Speakers & Moderators



Rev. Dr. Shukrani is the Director for Academics & Training at ACISP. He holds a PhD degree in Development Studies on CSR Management Systems & Corporate Governance. He has held different leadership positions such as Coordinator of Postgraduate Studies and Undergraduate Studies at the Institute of Development Studies (IDS), University of Dar es Salaam, Chairperson of Religious Superiors' Association of Tanzania (RSAT) and Provincial Delegate Superior of Ministers of the Infirm (Camillian Religious). He is a reviewer for Journal of Tanzania Institute of Accountancy and Tanzania Journal of Development Studies (TJDS).



Kain is very good in business strategy formulation and market development. His people skills are superb and he delegates effectively and provides support.

Currently, Kain is the director and founder of ETAL Consultancy. Previously he was the CEO of Strategis Insurance Responsible for the Overall Management of the Company which deals primarily in Medical Insurance as a Director and Reporting to the Board of Directors. Prior to joining Strategis Insurance, he was the Managing Director of AAR insurance and Life Manager at UAP before that Strategy Development, market development including business plan & sales strategy development.

Speakers & Moderators



✓ **Sosthenes Kewe** serves as the Executive Chairman of the Africa College of Insurance and Social Protection (ACISP). He has extensive experience in Finance Leadership, Research and Consultancies at various levels. He is the Executive Chairman of the Africa College of Insurance & Social Protection.

✓ Sosthenes is the former Executive Director of the Financial Sector Deepening Trust. He has a wealthy of knowledge and experience in financial sector development spanning over 20 years working in the fields of banking, digital finance, microfinance, enterprise finance and development, agri-finance, insurance, capital markets, value and supply chain financing, embedded financing, development financing, resource mobilization, talent development and results management.

✓ Sosthenes is well versed in policy analysis, Strategy Development, Business development, Investments, Research and Analytics, Innovation, project finance, ICT and digitization use cases, financial sector infrastructures, delivery models and economic development.

Dr. Martin Chegere is a Senior Lecturer at the School of Economics, University of Dar es Salaam. He is also a senior research fellow at the Environment for Development Initiative and the Centre for Behavioural Studies at the University of Dar es Salaam. He is among the founding members and was the first Coordinator of the Centre for Behavioural Studies. Since October 2020, he is the Coordinator of Research and Knowledge exchange at the School of Economics. He has won several research grants from SIDA, DFID, Bill and Melinda Gates Foundation and NORAD. He has been a consultant in various assignments of the government's ministries and departments, and other organizations including World Bank; Alliance for Green Revolution in Africa; Forest Development Trust; and Economic and Social Research Foundation. Dr. Chegere completed his PhD in Economics from the University of Gothenburg in 2017 and obtained his M.A and B.A. in Economics from the University of Dar es Salaam.

Dr. Philbert Komu, Lecturer of Philosophy, University of Dar es Salaam

Anselmi is the Director of International Relations, Research and Consultancy at the Africa College of Insurance and Social Protection and lectures at the Tanzania Public Service College.

He is the MD for Acclavia Insurance Brokers & Risk Consultants. He serves in various taskforces within the insurance industry and outside geared at engineering growth of the financial sector and inclusive economy such as National Agriculture Insurance Scheme (NAIS), Tax Reforms Committee of the Insurance Industry in Tanzania, Member of African Insurance Organization (AIO) Microinsurance Working Group and the Editorial Committee of AIO, and InsuResilience Global Partnership - Gender & Agriculture Insurance Working

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Dar es Salaam.

Participation Fee
Tzs. 250,000 or \$ 100



Register at: www.acisp.africa

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