

MR-Nairobi, A. M. Wanjohi
Nairobi, 07.05.1993
Munich Re Engineering Insurance Seminar
Kampala, Uganda 14 - 16.4.93

The above seminar was the second undertaken in Uganda by MR-Nairobi since our re-entry into this market three years ago. Our decision to hold this seminar was taken in view of the increasing no. of new contracts, the majority of which are insured overseas e.g. Rehabilitation of Entebbe Airport, Re-carpeting of Kampala City Streets. In addition, a great deal of rehabilitation work is being undertaken in the industrial sector of Uganda.

Some forty senior and middle managers from the most important players attended the seminar, participated enthusiastically and asked many questions regarding this previously, to many of them, almost unknown class of insurance.

The seminar was opened by von Lucius who introduced the Munich Re Group (MR film - Partner in the Background - was screened later on in the afternoon), gave some background on the engineering classes of insurance and enumerated the work done by MR engineers. In a fledgeling market now trying to find its feet once again, von Lucius also spoke of the ills of rate undercutting and of inaccurate judgement of exposure as well as the International and East African engineering markets, warning local companies about too much competition in a highly specialised class of business.

In a country now being increasingly cited as an example of successful economic management due mostly to substantial assistance from bilateral and multilateral aid agencies, Varia spoke of the co-relation between economic growth and engineering insurance and of the opportunities available to harness this important class of business.

Varia and Wanjohi spent two days discussing the various classes of engineering insurance with the aid of overhead projections, slides as well as film shows. The third day was devoted to a risk inspection of a major sugar factory where the participants were able to see the application of the theoretical knowledge gained over the previous two days.

Two cocktails were sponsored in our honour by Pan World and Transafrica insurance companies and attended by senior insurance personnel including Ugandan Central Bank (UCB) officials as well as the Ugandan Commissioner of Insurance. The seminar opening remarks as well as one cocktail (with speeches by the host, the Director of Finance - UCB and vLucius) were carried in the local television as well as in the local papers.

Of importance, the seminar succeeded^c in stimulating and broadening significantly the engineering insurance knowledge of the participants. Steps towards lobbying the government to ensure that big construction and erection projects are insured locally - instead of abroad as has been previously the case - are being taken.

If the interest and attentiveness demonstrated by the participants during the seminar is anything to go by, it will be possible to realize a sizeable engineering portfolio in this market in the future.

Attached herewith is the list of participants as well as the programme followed in the seminar.

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Enclosure.

ENGINEERING INSURANCE SEMINAR - KAMPALA
(14.4.93 to 16.4.93)

PARTICIPANTS

<u>COMPANY</u>	<u>PARTICIPANT</u>	<u>TITLE</u>
Comm of Insurance	Mr. Samuel Khaukha	Principal Ins. Officer
	Mr. Godfrey Kiberu	Insurance Officer
	Mr. George Tukei	Snr. Ins. Officer
E. A. General	Mr. D. M. Kawuma	Superintendent
	Mr. J. Mulindwa	Insurance Agent
	Mr. S.D.J. Muwanguzi	Asst. General Manager
Global	Mr. D. L. Ddumba	Managing Director
	Mr. J. B. Matovu	Insurance U/W Officer
	Mr. Roy Uthuba	U/W Manager
	Mr. David Ssebirambi	Ag. Manager
Jubilee	Mr. S.C. Wadhawan (first day only)	General Manager
NIC	Mrs. Florence Obore	Asst. Manager
	Mr. Edward Kakuyo	Snr. Underwriter
	Mr. John Bosco Odongkara	Underwriter
Pan World	Mr. Aphwa Sebyala	Dep. Tech. Manager
	Mr. Richard Byasi	Asst. Manager - claims
	Mr. Henry Mugerwa	Asst. Manager - Gen. Business
Statewide	Mr. Abel Kimuli	General Manager
	Mr. S. M. Sebuguzi	Fire/Marine Manager
	Mr. H.D. Nnyanzi-Kigongo	Marketing Manager
	Mr. Edward Kitaka	Advisor
Transafrica	Mr. Dilip Shukla	General Manager
	Mr. E. Buhikire	U/W Manager
Uganda American	Mr. Oliver Mutakirwa	U/W Gen. Business
	Mr. Bosco Kalema	Marketing Asst.
	Mr. Israel Kibuuka	Claims Asst.

Brokers

Hogg	Mr. Frankie Kizito	Chief Manager
	Mr. Jasper N. Mubiru	Superintendent
	Mr. John Bosco Omara	Account Executive
Stenal	Mr. Patrick Kaye	Executive Director
Universal	Mr. Tushah Shah	Director

Estimated no. of participants 38-including Munich Re

MUNICH RE ENGINEERING SEMINAR
KAMPALA, UGANDA - SHERATON 14.4.93 to 16.4.93

PROGRAMME

Wednesday - 14.4.93

09h00 - Registration of Participants

09h15 - Opening Address

Munich Re
Engineering Market
Work Done by our Engineers

Mr. J. A. von Lucius

10h15 - Coffee Break

10h45 - Engineering Insurance General

Mr. R. M. Varia

11h00 - Loss Events (MI) -Slide Show

Mr. A. M. Wanjohi

11h30 - Machinery Insurance

Introduction
Scope of Cover/Policy Conditions
Endorsements
Questionnaire
Risk Assessment

Mr. R. M. Varia

12h30 - Buffet Lunch (invitation by Munich Re)
Sheraton Kampala

14h00 - Erection All Risks Insurance (EAR)

Introduction
Policy Cover/Conditions
Endorsements
Risk Assessment

Mr. A. M. Wanjohi

- 14h30 - "Experience Above All" - Film
- 14h45 - Coffee Break
- 15h00 - Continuation of EAR
- 15h30 - "Partner in the Background" - Film
- 16h00 - Closing of the Day
- Mr. J. A. von Lucius
- 17h00 - Cocktails (invitation by Pan World Ins. Co. Ltd.)
- venue Sheraton Hotel

Thursday - 15.4.93

- 09h00 - Electronic Equipment Insurance (EEI)
- History/Importance
Policy Cover/Conditions
Extensions of Cover
Risk Assessment
Claims Handling
- Mr. A. M. Wanjohi
- 10h30 - Coffee Break
- 10h45 - "New Business with Bits and Chips" - (Film)
"Recognize Chances" - Film
- 11h15 - Contractors All Risks Insurance (CAR)
- Introduction
Policy Cover/Conditions
Endorsements
Risk Assessment
- Mr. R. M. Varia
- 12h15 - "Damage without Loss" - (Film)
"Acts of God" - Film
- Mr. A. M. Wanjohi
- 12h45 - Lunch Break

- 14h15 - Deterioration of Stock Insurance (DOS)
Introduction
Policy Cover/Conditions
Questionnaire
Risk Assessment
Claims Settlement
Mr. A. M. Wanjohi
- 15h00 - Loss Events (CAR/EAR/DOS) - Slide Show
- 15h30 - Coffee Break
- 15h45 - Machinery Loss of Profits Insurance (MLOP)
Introduction
Policy Cover/Conditions
Endorsements
Risk Assessment
Mr. R. M. Varia
- 16h30 - Closing of the Day
Mr. R. M. Varia
- 17h00 - Cocktails - Ugma Assurance Co. Ltd.
venue China Plate Restaurant
NIC Building
- Friday - 16.4.93
- 07h45 - Participants to meet at Hotel Sheraton
- 08h00 - Depart Hotel Sheraton with bus for Risk In-
spection: Lugazi Sugar Factory.
(arranged by Ugma Assurance Co. Ltd.)
- 11h30 - Leave Lugazi Sugar Factory and return to Hotel Sheraton.
- 12h15 - End of Seminar