

**REMARKS BY MR. JOSEPH OTIENO, THE CONVENER, PUBLIC RELATIONS
AND EVENTS AT THE 15TH AIBK ANNUAL REGIONAL CONFERENCE AT THE
SAROVA WHITESANDS ON 11TH NOVEMBER, 2021**

Our Chief Guest, the Commissioner of Insurance and IRA CEO, Mr. Godfrey Kiptum

OESAI Secretary General, Madam Rose Wanda

The AIBK National Chairman, Mr. Anthony Mwangi

Representatives of various notable organizations present today, AKI, AKPIA, BAAK

East African Insurance Brokers Association Presidents

AIBK Board Members and Delegates

Our Distinguished Partners (Name a few notable CEOs present)

Members of the Fourth Estate

Ladies and Gentlemen

Good Morning,

First, allow me start with expressions of gratitude. It is an honor and a great privilege for me to welcome you to the 15th AIBK Annual Regional Conference. I am grateful for the presence of so many of you here today. You represent what is best in the Insurance and Brokerage Industry not only locally but also in the East Africa Region.

It is our hope that we have put together a conference that will encourage interchange of knowledge and experience, with an aim to ensure an outcome that is grounded in the concrete realities of insurance in the pandemic age.

Before I continue, allow me to acknowledge and extend our appreciation to all the companies that have supported us this year by sponsoring the conference. It is because of you that this conference is a success. You will get a chance to interact with each sponsor's offerings through the different platforms offered at the conference.

Ladies and Gentlemen,

We count ourselves very fortunate to gather here physically having missed last year's session due to the challenging times and health restrictions imposed to curb the Covid-19 pandemic. Since the establishment of the AIBK Annual Conference, this was the first year that the conference was not held, and it was not without a lot of

disgruntlement from the sector. It made us proud to know that the sector looks forward to the conference as much as the brokers do. And after the long hiatus, it is indeed quite good to see some of you I haven't seen in a long time.

My Committee will bear me witness when I say that it has taken a lot of teamwork, sleepless nights, blood and sweat to put together this conference. Bringing together industry giants for 2 days of deliberations with expectations of impacting the sector is no easy feat. And we look forward, as usual, to your feedback on how we can make the conference even better moving forward.

This year we tackle the theme of 'Reaffirming the Role of Insurance in the Era of Pandemics.' While the thematic area may seem a bit apparent, I think we can all agree that the pandemic has greatly changed the dynamics of not only the insurance industry, but all sectors of the economy. This continues to necessitate discussions around the responsiveness of the sector and our role as we continue to adapt to the new normal.

I am glad that the Industry has also tried to find innovative ways to navigate both the financial and human resources hurdles. We have managed to steer through and find ways of diligently serving our customers while also introducing new products to effectively respond to market needs.

It was clearly witnessed that when the world needed the insurance sector, the sector was not only able to adapt and be responsive, but we continue to innovate to provide solutions to new challenges highlighted by the pandemic.

We hope that the structure of this conference, making use of panel discussions to understand the issues as well as broach solutions for the future, will prove extremely fruitful for the discourse.

To ensure success, we are privileged to have in attendance so many distinguished experts and resource persons, as well as major industry players. You are all leaders in your fields, and I am fully confident that your knowledge, experience and expertise will provide important insights and strategies towards reaffirming the role of insurance in era of pandemics.

Ladies and Gentlemen,

Before I conclude, I would like to once again recognize our partners for the overwhelming material and financial support that they have accorded us. You have made this conference possible.

To you our distinguished delegates for participating and convening here with us. Your tremendous support for the association's activities has not gone unnoticed, and together we will build AIBK to a formidable Professional Association. Our board, led by our very able and committed Chairman, Mr. Anthony Mwangi, thank you for your unwavering support. Our partners for this conference, will attest that the Board members, led by the Chairman availed themselves at every requested opportunity to represent the association.

A special thank you to the Secretariat led by Mr. Eliud Adiedo, and the entire PR team for making sure all the I's were dotted and t's crossed in their meticulous planning of this event. Last but not least, Sarova Hotels, for providing a home away from home, to host this event time and time again. As they say, a repeat customer is a satisfied customer.

Ladies and Gentlemen,

I know that this conference is the first step towards charting a way forward for the sector in responding to pandemics, and I am glad that all parties, including the government are represented here today.

I welcome you to explore our exhibition stands. We have companies with fantastic solutions for our businesses represented.

With that said, it is an honor for me to welcome you all, a distinguished gathering of industry leaders and industry partners, to commence this year's 15th AIBK Annual Regional Conference, 2021 as we look at Reaffirming the Role of Insurance in the Era of Pandemics.

Thank you!