

### *Sanlam Kenya trains business partners on Marine Cargo Insurance administration*

**Mombasa, 20 January 2017:** Local non-bank financial services provider Sanlam Kenya Plc has embarked on a training programme to raise the technical awareness for its marine cargo insurance business partners in Mombasa.

The training programme for more than 100 business partners, follows the recent commencement of local underwriting for maritime cargo destined to and from Kenya.

This event the first of a series of activities that are part of Sanlam Kenya's drive to empower the marine value chain players with technical skills on marine cargo insurance , aimed at ensuring that the government directive is implemented successfully.

At the same training the partners were taken through Sanlam Kenya's Marine insurance portal which will enable the partners offer services to their clients on a real-time basis from the comfort of their offices.

To facilitate stakeholder proficiency, Sanlam Kenya has undertaken to roll out training modules for its business partners such as Clearing and Forwarding agents and Insurance brokers to enable them navigate through the online underwriting portal.

Innovatively, the new Sanlam Kenya Marine Insurance policy covering a broad range of maritime cargo risks will be delivered from a dedicated web based portal. The portal allows importers the added convenience of transacting from the comfort of their offices.

The delivery of the Sanlam Kenya Marine Insurance Policy through an online platform is one of the enhanced alternative distribution models recently adopted by Sanlam Kenya to further boost its corporate performance and customer satisfaction.

Speaking in Mombasa, Sanlam General Insurance CEO, Mr. George Kuria, said the training programmes will be delivered to all Sanlam General Insurance business partners seeking marine cargo insurance services, to enable them self-manage the underwriting process.

Sanlam Kenya is actively seeking the Kshs 20 billion Marine Cargo insurance market by providing excellent service in the marine cargo insurance space.

Sanlam Kenya, Kuria explained is well placed to underwrite maritime risks courtesy of its association with the Sanlam Group- leading Pan African financial services firm.

The Sanlam Group general insurance company , Santam , is the largest marine cargo insurance provider in Africa.

Through its general insurance subsidiary- Sanlam General Insurance- the firm has tapped on Sanlam Group's century old technical and financial muscle to deliver a superior marine insurance cover for its clients.

The firm, Kuria added is well equipped and up to the technical task of carrying marine cargo insurance including fuel oil, bulk grains and motor vehicles among others.

Sanlam Kenya's enhanced association with the Sanlam Group - Africa's largest non-bank financial services business - provides the firm with the added underwriting capacity, flexibility and technical know how to provide an enhanced range of specialist risk solutions including marine and related import export cargo risk coverage.

"In conjunction with Sanlam Marine, the largest marine insurer in Africa, at Sanlam Kenya we are very well placed to insure a wide range of marine risks through Sanlam General Insurance, our general insurance subsidiary," Kuria said, adding that, "Our expertise in this unique field provides us with a meticulous understanding of marine and contemporary port operating risks. From ship, cargo damage, container terminal and maritime construction risks, to natural catastrophes and piracy, all these risks are covered."

Founded on a rich heritage and good corporate citizenship, Sanlam Kenya, a Nairobi Securities Exchange (NSE) listed firm, currently features a branch network of 34 client experience centres across Kenya's major towns. The firm enjoys an estimated market share of 8% in the Kenyan life insurance industry, serving over 99,401 policyholders under individual life and more than 236,507 under group life.

Its recent rebranding to Sanlam aims to offer Kenyan shareholders, clients and other stakeholders the added comfort and security of doing business with a brand and company that has a strong track record of financial performance and world-class products and services.

## **Ends**

*Issued by Sanlam Kenya*

### **ABOUT SANLAM KENYA PLC**

Sanlam Kenya, formerly Pan Africa Insurance Holdings is a Kenyan incorporated diversified financial services group listed on the Nairobi Securities Exchange. Sanlam Kenya provides a comprehensive suite of financial solutions tailored to meet the distinctive Kenyan market needs. Through its subsidiaries Sanlam Life Insurance Limited, Sanlam Investments Limited, Sanlam General Insurance Limited and Sanlam Securities Limited, Sanlam Kenya is well positioned to meet unique client needs in the Asset Management, General and Life Insurance space. Founded on a rich heritage and good corporate citizenship, Sanlam Kenya currently features a branch network of 34 client experience centres across Kenya's major towns. The firm enjoys an estimated market share of 8% in the Kenyan life insurance industry, serving over 99,401 policyholders under individual life and more than 236,507 under group life. [www.sanlam.co.ke](http://www.sanlam.co.ke)

### **ABOUT THE SANLAM GROUP**

Sanlam is a leading financial services group listed on the JSE Limited and the Namibian Stock Exchange. Established in 1918 as a life insurance company, the South Africa-based Sanlam Group has transformed into a diversified financial services business. Through its business clusters – Sanlam Personal Finance, Sanlam Emerging Markets, Sanlam Investments, Sanlam Corporate and Santam - the Group provides comprehensive and tailored financial solutions to individual and institutional clients across all market segments. The Group's areas of expertise include insurance, financial planning, retirement, trusts, wills, short-term insurance, asset management, risk management and capital market activities, investment and wealth. The Group operates in East Africa through Kenya, Tanzania, Rwanda and Uganda; Southern Africa through Botswana, Malawi, Mozambique, Namibia, Swaziland, Zimbabwe and Zambia; West Africa via Nigeria and Ghana and in India and Malaysia. It has an indirect presence via associate companies in Burundi, The Gambia and Lesotho. The recently announced acquisition of a 30% interest in Morocco-based Saham Group will further extend the Group's footprint into an additional 20 countries mostly in Francophone Africa. The Group also has business interests in the United Kingdom, the USA, Australia and the Philippines. It has a stake in leading global micro-insurance specialists, UK-based Micro-Ensure Holdings Limited. For further information, visit [www.sanlam.com](http://www.sanlam.com).

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