

2nd Annual Agriculture Insurance & Support Conference

24 August 2017 | Indaba Hotel | Fourways | Johannesburg



Speaker Companies:



Some of the featured speakers:

Prof. Andre Louw, Absa Chair: Agribusiness Management; Dept. of Agricultural Economics, Extension & Rural Development, University of Pretoria

Chris Sturgess, Director: Commodities & Key Client Management, Johannesburg Stock Exchange

Jutta Drewes, Agricultural Specialist, Munichre

Gert Henning, Managing Director, Landmark Underwriting Agency

Atul Padalkar, Founder, Bizfarm Incubator

Bertus Kruger, Divisional Manager: Agri Commercial Practice, Marsh Africa

Hanlie Kroese, Business Development Manager: Agriculture, Santam

Overview

The South African agricultural sector is at present confronted by a myriad of challenges that if not enough support is given to this important industry; our economy will suffer a huge irreparable damage. It is one of the key drivers of our economic yet over the decades it have undergone a steady decline and it's high time that all industry stake holders come onboard to salvage this sector.

The industry must take cognisance of the negative forces at play which poses a serious threat to the sustainability and continuity of the agricultural community. The implementation of government subsidised insurance and related support from other key private sector stake holders could see an increase in crop farming, leading to an increased supply of commodities and price stability.

Against this background, this 1 day conference aims at bringing together delegates and industry experts from across the spectrum to highlight vital issues that need to be addressed in order to render stability and sustainability to the sector.

Speaker Panel:



Prof. Andre Louw
University of Pretoria



Chris Sturgess
Johannesburg
Stock Exchange



Atul Padalkar
Bizfarm Incubator



Jutta Drewes
MunichRe



Gert Henning
Landmark Underwriting
Agency



Hanlie Kroese
Santam

Reasons to attend:

Attend this conference and be able to:

- **GAIN** more insights into challenges faced by the agricultural sector
- **IDENTIFY** and deal with risks associated with agriculture
- **NETWORK** with fellow colleagues and create new contacts
- **LEARN** how other companies are supporting the sector
- **UNDERSTAND** why there is a strong need to support this crucial sector
- **CONTRIBUTE** towards the growth and sustenance of the sector

Who should attend:

This conference is relevant to all people dealing with or working in the following sections:

- Agribusiness
- Agriculture Insurance
- Commercial Agriculture
- Agriculture Business Development
- Agriculture Underwriting
- Agriculture Finance and Support
- Agriculture Business Management
- Agriculture Credit Analysis
- Agriculture Investment Solutions
- Agriculture Products and Markets
- Insurance and Commercial Crops
- Agriculture Business Banking
- Crop and Livestock support

Day 1: Thursday 24 August 2017

08:30 **Registration & Refreshments**

08:50 **Opening Remarks by Chairperson**

09:00 **Understanding the commodity derivatives environment in SA with the focus on price risk management! Come rain or shine, the JSE's commodity derivatives market has got you covered**

- Brief history to derivatives in SA
- Brief history to derivatives in SA
- Briefly how they can be used to manage price risk
- Physical settled versus cash settled
- Products we have covered
- New initiatives like weather derivatives or carbon credits

Chris Sturgess, Director: Commodities & Key Client Management, Johannesburg Stock Exchange

09:45 **A global perspective of agriculture insurance**

- trends
- challenges
- opportunities

Jutta Drewes, Agricultural Specialist, Munichre

10:30 **Agri Assets Insurance**

Hanlie Kroese, Business Development Manager: Agriculture, Santam

11:15 **Refreshments/Networking**

11:30 **Managing agricultural risks and challenges for insurers**

- Overview of the current SA Agri Short Term Asset Insurance Market and what a typical Agri Assets Risk looks like. (using my in house data)
- Current common practice: from quotation stage to issue of policy to claim stage etc. (highlighting the shortcomings and "bad" business practise)
- Identify the 5 highest Insurance risk factors facing the Agri Short Term Asset Insurance Market

Gert Henning, Managing Director, Landmark Underwriting Agency

12:15 **Business Skills and Incubation for Agriculture**

Atul Padalkar, Founder, Bizfarm Incubator

13:00 **Lunch/Networking**

14:00 **Risk financing optimization in agriculture?**

- Optimal risk financing
- An integral part of a mega farming enterprise growth objectives toward a fully mature enterprise
- wide risk management program

Bertus Kruger, Divisional Manager: Agri Commercial Practice, Marsh Africa

14:45 **Towards a risk free farming business in South Africa**

- Establishing a favourable policy environment
- Strong government and stake-holder support
- Promoting easy market excess

Prof. Andre Louw, Chair in Agribusiness Management, University of Pretoria

15:30 **End of conference**