

African Insurance Brokers



 info@afinbro.com

 www.afinbro.com

 Lusaka: +260 211 253064-5

 Kitwe: +260 212 229102-3

A correspondent partner of

wtw



ABOUT AIB

Vision: To be the independent insurance broker of choice in Zambia.



Founded in 2016



A leading Zambian insurance broker



Highly qualified insurance practitioners



Offices located in Lusaka and Kitwe



Insurance experts to keep you covered



Working with exceptional partners

WHO ARE WE?

Afinbro Limited t/as African Insurance Brokers ['AIB'] is a truly independent professional broker wholly owned by Zambian citizens and residents which provides best-in-class insurance broking services and products to Zambia's insuring community.

OUR SERVICES

Our services include evaluating clients' insurance needs, designing client-specific insurance programmes, benchmarking insurance premiums, designing, negotiating and administering insurance policies in addition to insurance claims advocacy and management services.

OUR EXPERTISE

As an insurance broker, AIB fulfils the role of your personal advisor on insurance matters and is duty-bound to provide you with expert, unbiased and professional advice on your individual insurance requirements. AIB acts for you the client and not the insurance company.

AIB MANAGEMENT

GRANT GATCHELL – CHAIRMAN

Bachelor of Commerce (Hons) (Business Studies), FCCA, ACCA

Grant is a qualified accountant and a director and shareholder of a number of companies including Voyagers Rentals Limited, Voyagers Zambia, as well as African Insurance Brokers.

Grant has played a key role in the development and growth of the Voyagers Group of companies into Zambia's leading travel agency and car rental organisation with a specific focus on corporate strategy, marketing, ICT and general management.

VINCENT WITT – CHIEF EXECUTIVE OFFICER

Bachelor of Law (Hons)

As a qualified attorney, Vincent has 38 years' insurance industry experience, 25 years of which were spent with Aon Corporation (formerly Minet Insurance Brokers in Zambia and Zimbabwe) and 7 years with Commercial Union Insurance Company. Vincent served for 13 years as the Managing Director of Aon Zambia Limited. Other senior positions that he has held include Executive Director, Aon Zimbabwe from 1992 to 2003, Regional Technical Director (Central Africa) from 2000 to 2003 and President of the Insurance Institute of Zimbabwe in 1999.

Vincent's management experience and expertise relates primarily to the management of insurance broking operations whilst his technical insurance expertise is in the field of large complex corporate insurance programs with considerable experience in providing insurance solutions to the mining and energy sectors.

AIB MANAGEMENT

A. ZABA SHOKO - EXECUTIVE DIRECTOR

Bachelor of Commerce (Hons) (Insurance & Risk Management), ACII (UK)

Zaba has 25 years' insurance industry experience and after graduating with an honours degree in insurance and risk management, he has worked in the underwriting, reinsurance and broking market sectors in Zimbabwe and Zambia. This included working for AIG, Zimnat Lion and Altfin insurance companies as well as Southern Africa Reinsurance Company. At the time of leaving Zimbabwe, Zaba held the position of Assistant General Manager at Zimnat Lion insurance company.

He joined Aon Zambia in 2004 and was responsible for significantly growing Aon's Copperbelt operation which remains an integral part of that company's Zambian operations. Whilst with Aon Zambia, Zaba earned the distinction of being one of the select few Aon employees in Africa to be nominated to attend Aon's global leadership program in Chicago. Zaba's area of expertise is in the design and management of insurance programs for large corporates in general and for mining and energy companies in particular.

MWAZIONA NCHEEMA - DIVISIONAL MANAGER (LUSAKA BRANCH)

Bachelor of Business Administration, Diploma in Insurance

Mwaziona has 10 years' experience in the insurance industry and is responsible for managing AIB's broking team in Lusaka. She commenced her insurance career with Marsh Zambia before joining AIB in April 2017. Mwaziona's area of expertise is in the design, negotiation and placement of insurance programs for large corporate clients.

AIB MANAGEMENT

MWANSA MULENDEMA - BROKING MANAGER (KITWE BRANCH)

**Bachelor of Science in Banking and Finance, Chartered Insurance
Institute (UK) Certificate in Insurance**

**Mwansa has 11 years' broking experience and is responsible for
managing AIB's broking team in Kitwe. She commenced her insurance
career with Aon Corporation before joining AIB in 2019.**

OUR PARTNERSHIP WITH WTW

WTW (NASDAQ: WLTW) is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. With roots dating to 1828, WTW has 40,000 employees serving more than 140 countries.

WTW designs and delivers solutions that manage risk, optimise benefits, cultivate talent and expand the power of capital to protect and strengthen institutions and individuals.

Partnering with WTW offers AIB the best of both worlds by providing access to the strength and resources of the global broker that would otherwise be inaccessible in our local market whilst also protecting and strengthening our independence, which is a key feature of WTW thus allowing AIB to thrive in our local market.

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The logo for WTW, consisting of the lowercase letters 'wtw' in a bold, purple, sans-serif font. The letters are closely spaced and have a modern, clean design.

INDUSTRIES WE COVER



INSURANCE PRODUCTS



Property

- Property Damage
- Business Interruption
- Fire & Allied Perils
- 'All Risks'
- Money & Cash in Transit
- Burglary
- Office Comprehensive
- Glass



Agriculture

- Crop Insurance
- Livestock Insurance
- Bloodstock Insurance
- Weather Index Insurance
- Aquaculture Insurance
- Field to Floor Insurance



Aviation

- Aviation Hull
- Aviation Liability
- Airport / Aerodrome Liability



Liability

- General / Public Liability
- Employers Liability
- Products Liability
- Warehousemans' Liability
- Directors' & Officers' Liability
- Employment Practice Liability
- Environmental Liability
- Professional Indemnity
- Legal Expenses Liability
- Umbrella Liability
- Medical Malpractice
- Hauliers Liability



Personal Insurance

- Houseowners (Buildings)
- Household Contents
- 'All Risks'
- Personal Accident
- Travel



Crisis Management

- Political Risks Insurance
- Kidnap & Ransom



Automobile

- Motor Fleet & Third Party Liability
- Private Motor & Third Party Liability
- Motor Traders Internal & External
- Bus Policy
- Motor Cycle
- Motor Special Types



- Machinery Breakdown
- Machinery Breakdown Loss of Profits
- Deterioration of Stock
- Contractors All Risks & Liability
- Erection All Risks
- Project Delay
- Plant All Risks
- Boilers & Pressure Vessels
- Electronic Equipment & Computers



Employee Benefits

- Group Life Assurance
- Group Personal Accident & Disability
- Dread Disease & Serious Illness
- Group Medical Insurance
- Group Funeral Expenses Insurance
- Keyman Insurance
- Credit Life Assurance
- Mortgage Protection Insurance



Marine & Transit

- Marine Cargo
- Marine Advanced Loss of Revenue / Profit
- Marine Hull
- Goods in Transit
- Inland Transit



Casualty

- Fidelity Guarantee (Fraud)
- Bonds & Financial Guarantees
- Credit Insurance
- Bankers Blanket Bonds

SERVICES



Insurance Broking

- Portfolio / Policy Design
- Negotiation of Terms
- Insurance Placements
- Policy Advice
- Policy Management
- Renewal Reports
- Insurance Digests
- Market Security



Claims Management

- Claims Advocacy
- Loss Profiles
- Third Party Recoveries



Risk Management

- Loss Control Surveys
- Loss Control Audits
- EML / MPL Calculations
- Continuity Management
- Workshops

THE REST OF *the group*



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THE REST OF *the group*



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