



# Innovate. Change. Thrive

Vineyard Hotel

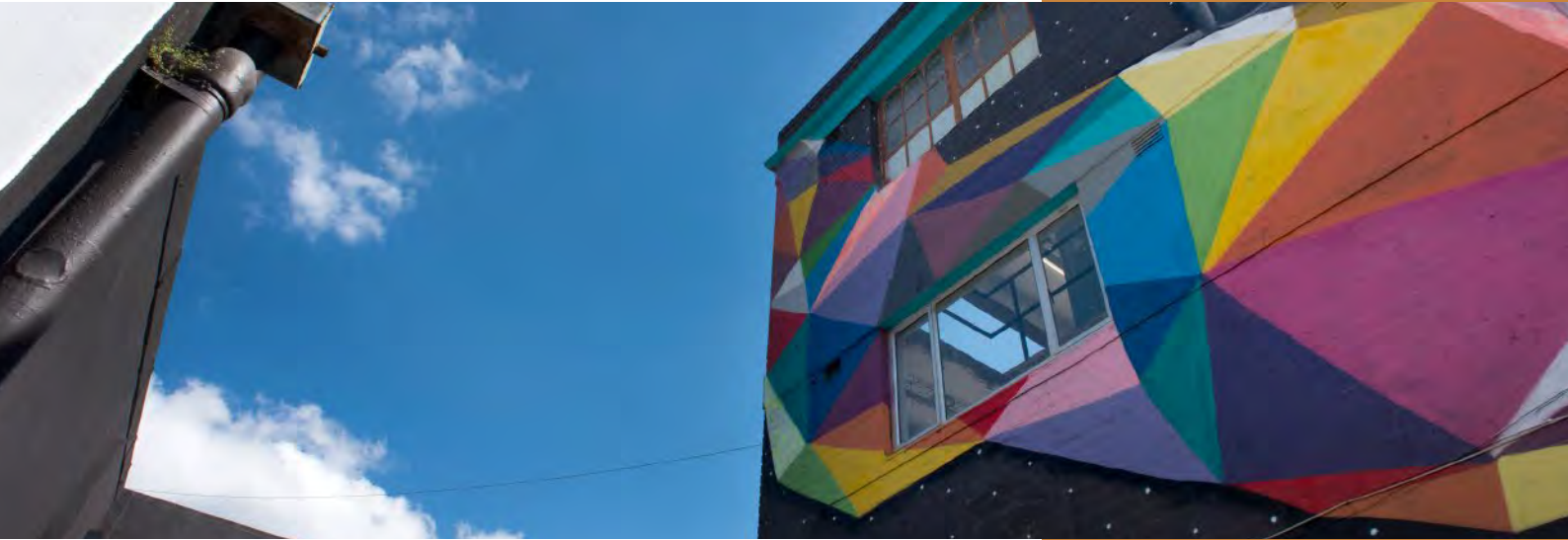
Cape Town

24th-27th October 2018



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## Conference Brochure



## About our Cape Town Conference

Be part of the dialogue!

Where is our industry headed? What products and services will we be offering tomorrow? How will we be distributing them? Disrupters or collaboration - what are the real game changers in our industry? What impact does this have for our international clients? Will there be more standardization and less choice? Will we be able to pass on efficiency gains and produce smarter solutions?

'Innovate. Change. Thrive' is the focal concept of our Cape Town conference. It is also our invitation to discuss and explore together, benefitting from our many perspectives and experiences in a setting chosen for its potential to inspire.

We're inviting you to join the conversation about our future and look forward to welcoming you to Cape Town.

Mareen Hüffmeier  
CEO



## Photo & Video

Please be aware that UNIBA Partners will be photographing and filming at the Cape Town conference and its social events.

By attending our conference, you are giving your consent to being photographed/filmed, and grant UNIBA Partners full rights to the resulting images.

For any questions or concerns, please contact Nicola McKaig.

## Contact details in Cape Town

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## Registration fee

### For Partners & Spouses:

Registration fees are €550.00 per participant or spouse/guest. Early birds can register for €500.00 if your registration is completed before August 1st, 2018.

### For our Sponsors:

Please see your sponsor package.

## Venue

The 5\* Vineyard Hotel is the conference venue and departure point for all excursions and dinners.

We are holding rooms there and at the nearby 4\* Southern Sun Newlands.

Please indicate your hotel and room choice when you register - rooms will be allocated on a first come, first served basis.

## Conference Committee

Mareen Hüffmeier  
Con Manetas (Chair)  
Nicola McKaig  
Peter Olyott  
Brian Salisbury





## Zelda La Grange, PA to Nelson Mandela

Zelda la Grange, Nelson Mandela's personal assistant will deliver the opening keynote speech for our conference.

Zelda worked closely with Nelson Mandela for almost two decades until his death in December 2013.



## Simon Dingle, "In Money We Trust"

'Money is the most important human invention after language', says Simon Dingle, our Cape Town keynote speaker for Day 2. Bitcoin, smart contracts, blockchain technology, all sound a little cryptic to you? 'We're all beginners in this, it's simply new' says Simon.

Simon's experience ranges from broadcasting to strategy and finance. He is a product expert that has had three apps in the top 10 of the finance section on the App Store.



## Estienne de Beer, Motivational & Inspirational Speaker

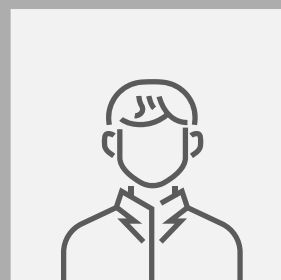
An award-winning speaker with experience of speaking to audiences from many industries, countries and cultures, Estienne is passionate about inspiring behavior that can lead to success.

Some of the cornerstones of Estienne's thinking may sound familiar: achieving results in business, top performance, exceptional teamwork ....

However, Estienne has found a unique and memorable way of making his points. Expect a very visual presentation from a passionate speaker!



Futurist thinker Sven Mastbooms of 'Kindred Spirits' was one of the conference keynote speakers last year in Valencia.



(exact times may change)

## Wednesday, 24th October

10.00 a.m. Early arrivals excursions & lunch  
7.00 p.m. Pre-dinner drinks & dinner

## Thursday, 25th October

8:30 a.m. Partners Only Meeting  
9:30 a.m. Welcome Coffee  
10:00 a.m. Opening  
Mareen Hüffmeier, CEO  
10:10 a.m. Keynote Speech  
Zelda La Grange  
11:00 a.m. Talent Show - New Partners  
11:30 a.m. Sanlam Emerging Markets  
11:45 a.m. Coffee Break  
12:15 p.m. Allianz  
12:30 p.m. UNIBA Partners' Success Stories  
1:00 p.m. Lunch  
2:00 p.m. Talent Show - New Partners  
2:30 p.m. In the elevator with our Silver Sponsors  
2:50 p.m. GDPR Forum  
3:30 p.m. Coffee Break  
4:00 p.m. AXA  
4:15 p.m. In the elevator with our Silver Sponsors  
4:30 p.m. Wrap-Up  
6:00 p.m. Activity & Dinner

## Friday, 26th October

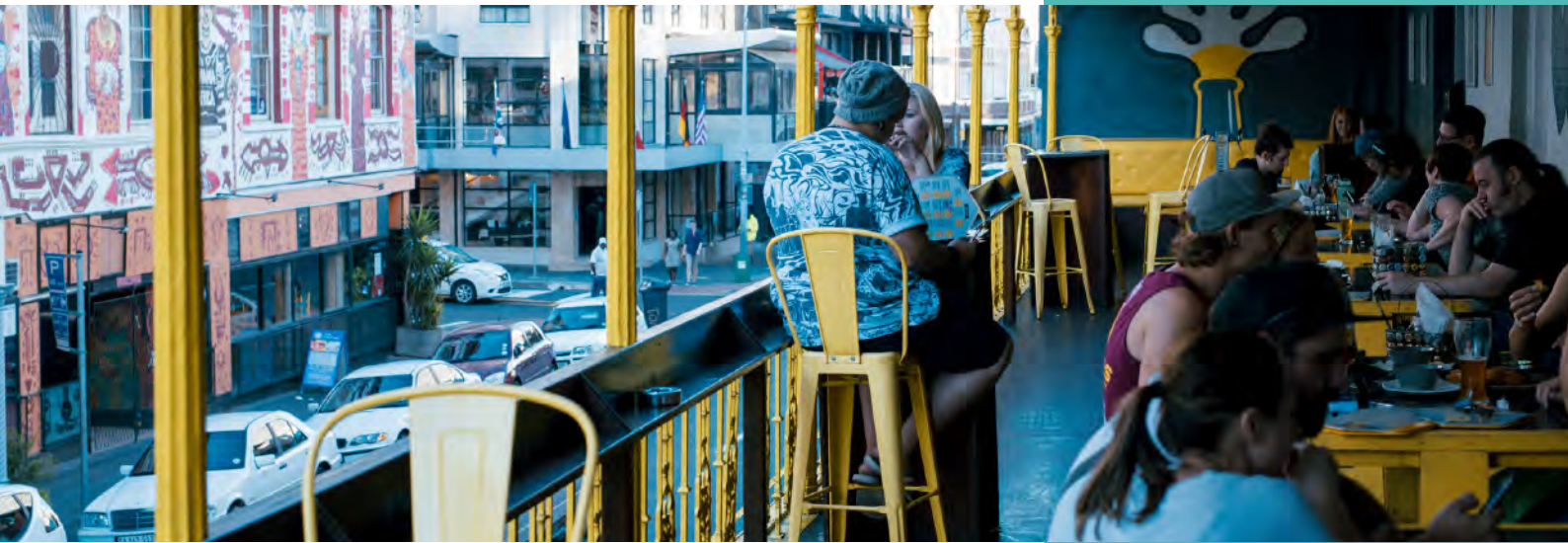
8:45 a.m. Welcome Coffee  
9:00 a.m. Keynote Speech  
Simon Dingle  
9:45 a.m. Zurich  
10:15 a.m. InsurTech Panel  
11:15 a.m. Coffee Break  
11:45 a.m. Workshops - Round 1  
1:15 p.m. Lunch  
2:15 p.m. Workshops - Round 2  
3:45 p.m. Coffee Break  
4:00 p.m. Keynote Speech  
Estienne de Beer  
4:45 p.m. Wrap-Up  
7:00 p.m. Activity & Awards Dinner

## Saturday, 27th October

10:00 a.m. Depart for Excursion  
8:00 p.m. Closing Dinner







### Dress code

Dress code throughout the conference is business casual\* except for the Awards Dinner on Friday night. Please dress accordingly for this slightly more formal event (business attire, ties not required).

\*Clothing that is less formal than traditional business wear, but is still intended to give a professional and businesslike impression. No sportswear, sneakers or shorts please.

### Weather

October falls in the middle of the spring season in Cape Town; days are getting longer and warmer with little rain. The average temperature is 16°C but this can rise to 30°C and drop to 10°C at night.

### Languages

English, Afrikaans and Xhosa are the most widely spoken languages in the Cape, with Afrikaans being spoken by more than 40% of the residents. English is also widely spoken, while Xhosa is the main language of the local African population.

### Tipping

Tipping is standard practice in South Africa. In bars and restaurants, the tip ranges between 10-15% of the bill. For hotel concierges the tip is typically \$3-\$5, whereas a taxi driver would normally receive 10%.

### Water

Despite the grim predictions regarding the water in Cape Town, the rain has made its way into the city and the forecast is in the citizens' favour, with Day Zero being pushed back to 2019.

The City of Cape Town has put together a 'Water Dashboard' which you can also view [here](#).

### Getting around

Golden Arrow is the largest bus operating company in the province and has routes that cover the majority of the city and its surrounding areas. Metered taxis are a quicker but more expensive way to get around Cape Town. If you're used to Uber, you can use the app in the city.

### Pre/post travel in South Africa

Participants who wish to discover more of South Africa's breathtaking scenery and activities are encouraged to contact The Africa Concierge, a boutique travel studio that designs bespoke explorative itineraries.

### Interesting facts

**The Cape Floral Kingdom** which spans 90 000 km<sup>2</sup>, is the smallest and richest recognised floral area on the planet and was declared a world heritage site by UNESCO's committee. Of the 9600 species of plant life that are found in this kingdom, around 70% grow nowhere else in the world.

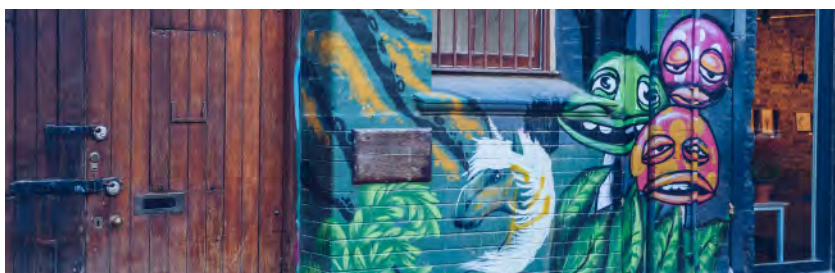


**Table Mountain** - Long before anyone actually got to Southern Africa, the sea levels dropped, and this huge rock appeared out of the ocean. Previously an island millions of years ago, Table Mountain now towers over 1000 metres above the city creating what is probably one of the most famous cityscapes in the world. Table Mountain is also one of the New 7 Wonders of Nature.





**Wednesday, 24th October**  
**Robben Island & walking tour**



And off we go! By ferry... to Robben Island on Wednesday morning. The island tour covers over 500 years of history, including the maximum security prison where thousands of South Africa's freedom fighters were incarcerated. The most famous, Nelson Mandela, spent 18 years here. After lunch, we will discover Cape Town by foot: the guide will talk and walk us through the events that shaped the national and geopolitical map of the city. If that sounds dry, not to worry: you'll find that this isn't a traditional walking tour.

**Saturday, 27th October**  
**Hout Bay & Seal Island**



On Saturday, participants will hop on an open-top bus and enjoy the views on the way to Hout Bay. Once there, the means of transport will change: we will board a ferry to Seal Island where we will watch, of course, seals. Lunch and afternoon activities remain a secret.

**Spouse program**

On Thursday, spouses will find out why Cape Town is also called a "melting pot of culture".





For additional information,  
please contact:

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