



ZimSelector.com

...the Financial Services Aggregator for Zimbabwe

Evoking Innovation in Zimbabwe's Financial Services

**ZIMSELECTOR.COM BREAKFAST LAUNCH
JUNE 4TH 2015
THE VENUE, AVONDAL, HARARE**

Programme

- Welcome – CEO, Luke Ngwerume
- Guest of Honour – Hon Gov of the Reserve Bank of Zimbabwe
- Unveiling ZimSelector.com– Business Dev Director, Zelina Francis
- Prize Draw – Winner Presentation
- Customer Testimonies
- Vote of Thanks
- Q&A



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WELCOME

Luke Ngwerume
Managing Director
luke@zimselector.com



**“Take the first step in faith.
You don’t have to see the
whole staircase, just take
the first step”**

Martin Luther King

Take the first step in faith

'Take the first step in faith. You don't have to see the whole staircase, just take the first step.' Martin Luther King Jr. This leap in the distribution of financial products is unique in this country because it comes with many game changing realities.

1. The concept of co-opetition is central to this business concept. Just as the old pop and mom shop was replaced by the shopping center, there is strong belief that our current market dynamics spurred on by technology has a growing preference to the concept of a one stop convenient shopping. Because these strong and trusted brands believe in their products they are not scared to showcase right next to their competitors.
2. Globally there is a concerted drive towards product simplicity and full transparency in pricing. The pioneering FIs have no fear of this movement and in fact are more than willing to show their hand on all product aspects including pricing. The simplicity comes in as a fundamental building block because if products are too complex then it's difficult to avail them on a platform the way we have done at Zimselector.com.

3. There are plenty of myths around financial products with skeptics labelling them unaffordable, this platform seeks to dispel that myth and a quick quote for instance on house insurance will demonstrate the cover may cost as little as 30 cents per day. But skepticism towards new ways of doing things always breeds hard attitudes towards well meaning game changing initiatives and Zimselector is no different place. This is one key phenomenon we need your full support on as we seek to change it for the better.
4. We are hoping that you will be our ambassadors and promoters in spurring on the growth of this different way of shopping and buying financial products. There are so many benefits that come with this new approach including better understanding of products as well as the sheer convenience of shopping around and buying from anywhere in the world at anytime of any day in the whole year.
5. Our vision is not only to expand the range of financial and complementary products on the platform but also add to the participants, provided of course they are strong, credible and trusted brands. We hope to play our own little but meaningful way in helping build the savings in this economy but to do that we need your support.



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A large, glowing blue globe is the central focus, resting on a matching blue base that emits a bright light. Surrounding it are several smaller, semi-transparent blue spheres of different sizes. Some of these smaller spheres contain colorful, abstract patterns or data visualizations, suggesting a digital or financial theme. The background is dark, making the glowing elements stand out.

FINANCIAL INCLUSION THROUGH ONLINE SHOPPING

Dr John P Mangudya
Governor, Reserve Bank of Zimbabwe

- Speech text – coming soon



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UNVEILING ZIMSELECTOR.COM

Zelina Francis
Business Development Director
zelina@zimselector.com

“Genius is 1% *inspiration*
and
99% *perspiration*”

Thomas Edison

Unveiling ZimSelector.com

So far you have heard a considerable amount from the previous speakers about ZimSelector.com and how great it is. During the next ten minutes I would like to demonstrate to you precisely how great ZimSelector.com is.

To begin with we have prepared this two minute video which is intended to show you the customer journey for a couple of our products : Funeral and Motor Insurance

Advert can be found on our home page : www.zimselector.com
(Bottom left panel)



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The background of the lower half of the image is a dark blue, almost black, space-like environment. Several glowing blue spheres of various sizes are arranged in a line, receding into the distance. The largest sphere in the foreground is a detailed globe of the Earth, resting on a blue, bowl-shaped base that glows with a bright blue light. The floor is dark blue with faint, glowing blue lines that suggest a path or orbit.

PLAY - ADVERTISEMENT

Thanks to our partners

Financial Institutions



Technology



Payment Systems



Regulators



Thanks Our Partners

It gives me the greatest honour to stand before you representing the team of institutions and individuals that have contributed to building this world class solution, truly innovative solution for Zimbabwe, - ZimSelector.com.

Financial Institutions

We are proud include products from a good selection of the most trusted financial services institutions. We are grateful for their support and commitment throughout our development journey. We are willing to consider growing the number of participating institutions and products but this will be a selective process as it is essential that we deliver on our commitment to customers – Trusted brands that are able to deliver the promise of investment protection and quality of service.

Phase two will include, Money Transfer, Stock Market, and marketing Property Developments.

Thanks Our Partners

Technology Partners

We have gone for a combination of best of breed technology partner who together have enabled us to deliver such a high quality solution that provide a superior customer journey, instant quotes and payment on a secure, highly available and accessible platform.

Total Systems plc UK – with over 30 years experience delivering insurance solutions to some of the UKs largest insurers, we have leveraged their skills, expertise and Bluescape platform to deliver instant accurate quotes & admin.

iCreon.com – A nimble technology differentiator highly skilled in web development, providing a user interface of world class standard.

Thawte Security – the most robust information protection solution to ensure that all payment transactions are impenetrable and absolutely safe

Rackspace Hosting – our infrastructure partner and provider of Tier1 Data Centres gives peace of mind that our service is always available, 24/7/365 and 99.9 uptime, fully redundant and secure.

ZimSelector.com – Truly unique



First online comparison site for Zimbabwe financial services – Quote/Compare/Buy – Local and International bank cards



Accessible from anywhere to Zimbabweans at home or abroad, 24/7, 365 days in robust secure platform



Covers major insurance and banking Products & Stock market and international money transfer coming soon



Trusted Brands: CABS, CBZ, CIMAS, Fidelity Life, Nicos Diamond, Old Mutual Group, Zimnat Group



Registered as IPEC Multiple Insurance Agent, Compliant with RBZ, Ministry of Health, SEC

ZimSelector.com is appropriate for any internet connected Zimbabweans at home and abroad, but those in the Diaspora stand to gain the most.



Addressable Total Working population= 1,425m
Target market for ZimSelector = 345k

Sources: ZIMStat/SSO, RBZ, IFAD, UN IOM, UK Border Agency, World Bank Migration Factbook 2013.

Compare before you buy - Aggregators the preferred method for buying insurance

Question: How do you expect to purchase or renew your insurance in the next 12 months?

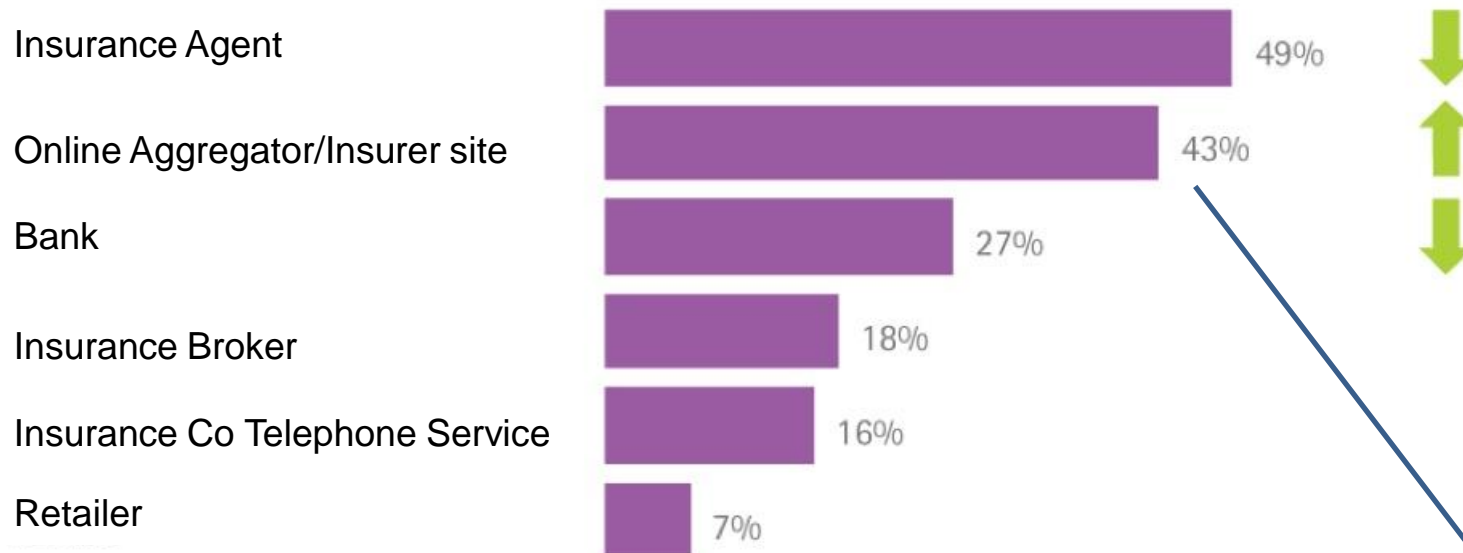


Figure 2. The proportion of insurance purchases/renewals online via insurers' websites and aggregators will increase.

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In the UK 75%++ of general insurance is sold via Aggregators - this dominance took just 10 years to reach!

Diaspora Strategy – primarily eMarketing



We are leveraging the full breadth of e-marketing tools to ensure that our product is known by and accessible to Zimbabweans in all corners of the globe. This is a dynamic space particularly in the Diaspora where different social classes interact in different ways on different mediums and are scattered across all continents. We are constantly evolving and adapting our approach and welcome any and all suggestions and assistance to spread the word about ZimSelector.com



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**PRIZE DRAW
THE WINNER IS?**



Samsung Galaxy Prize Winner

We have been running a prize draw for a Samsung Galaxy tablet since launch for all successful purchasers of products on ZimSelector.com and are pleased to announce the winner today.

Mr Clayden Mandeya

Product Purchased : Home Owners Insurance

Launch Promotion – offered to all members on the Launch Guest List.

Beginning today (4th June 2015), the first 57 Customers from this Guest List (including Press) will receive Cash Back of 50% of ZimSelector.com Commission for any product purchased online.

GET ONLINE AN BUY NOW!



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CUSTOMER TESTIMONIES

Falot Chawawa
Marketing Executive

ZimSelector.com - The game changing platform



- Accessible from any internet device any where in the world
- Easy to use
- Simple product explanations and quote displays
- Convenient
- Safe
- Self Empowering

Audio - Customer Testimonial

I am a teacher by profession. I first heard about ZimSelector.com from a fellow workmate who told me the ways her life had been changed by this company, including having access to online shopping and online banking. To be frank, I have also seen wonders with the customer services is to die for its very unique in that you never encounter any difficulties whilst trying to purchase on ZimSelector.com. I would greatly advise my fellow citizens to consider signing up with ZimSelector.com because I have personally experienced the merits of accessing the internet via ZimSelector.com– The account that I opened through ZimSelector.com is currently running and I am enjoying the benefits”

Product : Unit Trusts Investment
Tafadzwa Mujuru – Chitungwiza, Harare

Customer Testimonials

“Impressed with the confidence exuded from customer service follow ups”

Product : Medical Insurance

Tatenda Tawonezvi – Alex Park, Harare

“Maita kuti Zimbabwe ibudirire”

Product : Funeral Insurance

Prosper Kahonde, Chitungwiza

“Impressed with the array of products on the platform”

Product Home Insurance

Moses Muringami, Damofalls

“No need to drive around for quotes!”

Product : Whole Life Assurance

Brighton Mlambo, Bulawayo

Customer Testimonials

“The first for this country. Why not have my company participate on the platform!”

Product : Whole Life

Lloyd Marambo, Harare

“You have made life easier for Zimbabweans abroad”

Product : Bank Account

Paul Nyazika , Northampton, United Kingdom

“I never thought this could happen at home!”

Product : Funeral Insurance

Sinini Sibanda, Grimsby, United Kingdom

“I am looking forward to own a house!”

Product : Mortgage

Douglas Abiyuti, Kenya

Customer Testimonials

“I really need to buy a house back home”

Product : Mortgage

Zuvaraza Maredza, Birmingham, United Kingdom

“The platform helped me to make an informed choice”

Product : Motor Insurance

Brian Chatterton, Harare

“I love this platform!”

Product : Medical

Paul Ward, Harare

“This is amazing!”

Product : Bank Account

Peachmore Shora, South Africa

Ms Locardia Nyamurowa

Product Purchased : Travel Insurance

Location : Ireland



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VOTE OF THANKS

Falot Chawawa
Marketing Executive
falot@zimselector.com



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QUESTIONS

ZimSelector Team

