



COMPANY PROFILE



WELCOME TO OUR WORLD

AFRIGLOBAL INSURANCE BROKERS LTD.

- Previously a subsidiary of MAINSTREET BANK LTD.
- Originally known as Afribank Insurance brokers Co. Ltd., later Mainstreet bank insurance Brokers Co. Ltd. and now Afriglobal Insurance Brokers Limited.
- Licensed on 8th December 1987 as Afribank Insurance Brokers Co. Limited to transact all classes of Insurance business and it commenced business on the 19th February 1988.
- Over 30 solid years experience in Insurance Broking, Reinsurance Broking and Risk Advisory and Consultancy Services.
- Paid-up share capital of =N=50m and shareholders funds in excess of =N=600m.
- Professional Indemnity Insurance for our legal liability to the tune of ₦1,200,000,000.00
- Adequately capitalized to rank amongst the 10 biggest Insurance Broking firms in Nigeria
- Uniquely positioned to handle complex risk management needs of our clients and innovatively sustain them.

OUR VISION

To be the preferred Insurance Broker in Nigeria, providing a second to none insurance risk advisory and intermediation services and enhancing Stakeholders value.



OUR MISSION



To provide convenient and cost effective financial security by rendering exceptional quality insurance broking services while maximising benefits to our Stakeholders.



OUR RESOLVE



Our resolution is to provide **your company** with world class Insurance advisory services which will include:

- Linking and retaining Underwriters with best security for the insurable risks.
- Vetting and authenticating Third Party (Contractors, suppliers, etc) insurance covers.
- Ensuring full recovery of claims when insured risk crystallizes
- Competitive risk pricing
- Managing insurance compliance issues as it relates to your operations.



OUR ROLE AS INSURANCE BROKERS

As Insurance Broker's, we are an intermediary between buyers of insurance products and insurance underwriters otherwise known as insurance companies. We are insurance experts in our own rights.

At AfriGlobal Insurance Brokers, our intermediation functions entails:

- Risk evaluation
- Rate negotiation (equitable pricing)
- Evaluation of underwriters and their Securities
- Risk placement and follow up on underwriting terms.
- Ensuring speedy claims processing, negotiation, discharge and payment

Associated to the above are the following services which we also render.

- Risk inspections
- Risk valuation services
- Insurance audit function
- Alternative risk management strategies
- Reinsurance broking

INSURANCE BROKING SERVICE PROPOSAL



SERVICES FROM OUR STABLE

As an organization committed to the progress of our clients, we strive to exceed our clients' expectations of traditional insurance broking services by creating the following measurable benefits.

S/N	SERVICES	PURPOSE	DELIVERABLE
1.	Audit of insurance portfolio	<ul style="list-style-type: none">○To determine appropriate pricing○To ensure appropriateness of insurance covers○To guide on insurance budgeting	20-30% cost reduction

INSURANCE BROKING SERVICE PROPOSAL

S/N	SERVICES	PURPOSE	DELIVERABLE
2.	Risk survey and compliance with policy/statutory requirements	<ul style="list-style-type: none"> ○ To ensure good house keeping ○ To negotiate discounts ○ To reverse anomalies 	<ul style="list-style-type: none"> ○ We recommend loss/post loss prevention and reduction measures ○ We achieve very competitive discounts using our very wide knowledge of the market. ○ When loss is prevented, business interruption is avoided.
3.	Negotiation of deductibles and discounts including advise on risk retention options.	Cost containment measures (Often neglected or forgotten by inexperienced brokers)	Reasonable discounts are negotiated. Unnecessary cover is avoided.
4.	Insurance package customization and memorandum of understanding on execution of terms	Speed and efficiency in implementation of policy conditions and claims terms	Indirect financial benefit in terms of time value of money, seamless service, etc.

INSURANCE BROKING SERVICE PROPOSAL

S/N	SERVICES	PURPOSE	DELIVERABLE
5.	Update on regulatory issues and related matters	<ul style="list-style-type: none"> To create awareness for future constructive engagement on insurance issues To avail the platform for compliance on compulsory insurance covers 	<ul style="list-style-type: none"> Achievement of knowledgeable and sound decisions on issues of technical nature. To ensure that your company does not suffer any penalty for non compliance with any insurance regulatory issues
6.	Providing credible and transparent leadership of your consortium	<ul style="list-style-type: none"> To pursue active, fruitful participation of all members of the consortium To ensure free flow of information To ensure that underwriters' premiums are promptly paid To call regular meetings and quarterly review with client To achieve high ethical standard on management of your insurance portfolio. 	Achievement of mutual understanding, respect and trust needed for rancor free management of your insurance portfolio.

INSURANCE BROKING SERVICE PROPOSAL



S/N	SERVICES	PURPOSE	DELIVERABLE
7.	Equitable pricing of risk or premium	<ul style="list-style-type: none">To ensure competitive rate comparative to scope of coverA good, fair or advantageous rate will naturally come from our listed services	Cost-efficiency and effectiveness

OUR EDGE

It is not our practice to entice clients with cheap premium rates. We weigh and balance the premium rates with liability exposure, technical competence of the underwriter and the quality of the underwriters reinsurance portfolio. As an intermediary, our mission is to ensure equity thereby guaranteeing capacity of the stakeholders to meet respective obligations such as ability to pay premium, ability to pay claims, etc. Nevertheless our rates are competitive.

INSURANCE BROKING SERVICE PROPOSAL

➤ **Asset Protection Policies**

- Fire & Special Perils Insurance
- Consequential Loss Insurance
- Burglary / Housebreaking Insurance
- Computer /Electronic Insurance
- Plant All Risk/Machinery Breakdown
- Motor Insurance
- Marine Insurance
- Professional Indemnity Insurance
- Public / Product Liability Insurance

➤ **Benefit or Welfare Policies**

- Health Insurance
- Travel Insurance

➤ **Statutory/Obligatory Policies**

- Group Life Assurance Scheme
- Combined Workmen's Compensation/Group Personal Accident
- Fidelity Guaranty Insurance
- Money Insurance
- Public Liability Insurance
- Professional indemnity Insurance



RECOMMENDED INSURANCE POLICIES

Additionally, we will maintain professional oversight on the following classes of insurance to be required by your contractors and other customers.

1. Bonds

- Performance Bonds
- Advance payment Bond
- Bid Bond
- Counter Indemnity Bonds

We also provide other forms of Insurance tailor made to suit the peculiarity of your business

OUR PARTNERS



SWAP



St Saviour's School
Ebute-Metta
Since 1951

OUR PARTNERS



PROVIDUSBANK



NIGER INSURANCE PLC.
Since (1982) RC: 6484
...nothing assures like a Niger Cover



PROPOSED RISK MANAGEMENT APPROACH

To facilitate this exercise, Afrigoal Insurance Brokers Ltd will require the following documents and information:

- i. General information on your organizational structure. Current brochure would provide most of the information required in this respect. This is in addition to information available in the company's website.
- ii. List of your existing Insurance Policies and their renewal dates
- iii. Copies of all existing policy documents/endorsements (including current endorsements).
- iv. A copy of your organization's latest asset valuation report detailing in particular reinstatement/ replacement values.
- v. List of existing Insurance Brokers on the Account and the respective policies handled by them. Your company is also to advise details of policies placed direct with insurers (if any).
- vi. List of third parties such as contractors, wholesalers and other distribution partners, security organizations, etc authorized to arrange their own insurances. Specimen of such contracts is to be provided.

PROPOSED RISK MANAGEMENT APPROACH (CONTD)

OBJECTIVES OF THE INSURANCE SERVICE AUDIT

- To bring to the fore lapses (if any) in the current insurance program of **your company**.
- To remarket, renegotiate and repackage the insurances of **your company**.
- with a view to achieving competitive pricing and suitable policy terms and conditions.



ADMINISTRATIVE VALUE PROPOSITION

For optimal efficiency in Insurance transaction based on our proposed service model, we wish to propose the following administrative action

- An opportunity to present our services.
- To hold quarterly meetings with your representatives on insurances of [your company](#)
- However, meetings can be convened whenever requested for.
- To provide you readily with updated claims summary schedule every quarter, monthly or fortnightly.
- To make available to [your company](#) a comprehensive Register of Insurances summarizing the organization's various insurance policies..

OUR FUTURE OUTLOOK



We assertively say we are champions of risk solutions nationwide. Our aim is to be the leading insurance broking firm in Nigeria, totally achieving dominance of our market.

- For this reason, we are constantly in tune with emergent global insurance models and practices.
- We remain sensitive to the insurance appetite of our clients

OUR MAJOR CHANNELS OF SERVICE DISTRIBUTION



CORE BRANCHES

Head Office

Plot 141C Oshodi/Gbagada
Expressway, Anthony,
Lagos –State.
08033373277

Port Harcourt

Skye Bank Building
204, Aba Road, Beside Mr. Biggs
Rumuola
Port Harcourt
Rivers State, Nigeria
08168597988, 08037605330

Foreign Partner

25 Lime Street
London EC3M 7HR
United Kingdom
+44 207 398 2580

Abuja

Skye Bank Building
3, Kaura Namoda Street
Area 3, Garki
FCT Abuja, Nigeria.
0803 599 3552



BOARD OF DIRECTORS



THE CHAIRMAN

Sylverius Okoli has held various top management positions in the Oil sector and also a former Director of a number of Shell companies in Africa. He was Managing Director of Shell Sierra Leone and National Oil & Chemical Marketing Plc (now Conoil Plc) and is currently the Executive Chairman of West Africa Bitumen Emulsion Co. Limited (WABECO) and Safecon Sierra Leone Limited



THE MANAGING DIRECTOR/CEO

Casmir Azubuiké

HND Ins. MBA, ACIIN, ACRIM, ACRIB

Casmir Chibuzor Azubuiké is an insurance technocrat with over 25 years experience in insurance underwriting, marketing and insurance broking. He is a graduate of Insurance & Actuarial Science. He is also an Associate of the Chartered Insurance Institute of Nigeria (ACIIN).

- Mr. Azubuiké holds an MBA in Management Technology, an Associate of Institute of Credit and Risk Management (ACRIM) and a Certified Alumni of Cornell University USA, in Strategic Leadership.

- He was a past Chairman, Education Sub-committee of the Nigeria Insurance Association. He was a Chief Examiner of the Chartered Insurance Institute of Nigeria for over ten years. He also served as a member of the Fire and Marine offices Committee of the Nigerian Insurance Association. He is a trainer and a facilitator .

- Prior to joining Afribank Insurance Brokers in 2001, (Now Afriglobal Insurance Brokers Ltd), he held various positions in British American Insurance Plc, Prime Trust Insurance Ltd, Regency Ins. Plc and Metropolitan Trust Ins. Co. Ltd.. He was appointed acting MD/CEO of Mainstreet Bank Insurance Brokers Co. Ltd in March 2015 and was confirmed in May, 2015

- He has attended several trainings, conferences, workshops and seminars both locally and abroad.



Sulaiman Adedokun started his career with Security Swaps Limited and later Nigerian Stockbrokers Limited (a subsidiary of NAL Bank Plc.) from where he joined Meristem Securities Limited.

He pioneered the establishment of Meristem Wealth Management Ltd, a wholly owned subsidiary of Meristem Securities Ltd and currently manages the Wealth Management Firm.

Sulaiman is a CFA chartered holder, a member of the CFA Institute and society of Nigeria as well as a seasoned accountant with a wealth of experience spanning across the various sectors of the capital market.

He holds degrees both in Accounting and Banking and Finance. He is an associate member of The Institute of Chartered Accountants of Nigeria (ICAN), Chartered Institute of Taxation of Nigeria (CITN) and Chartered Institute of StockBrokers (CIS). He is also an authorized dealing clerk on the floor of The Nigerian Stock Exchange (NSE).

Sulaiman has attended several trainings in Nigeria and Overseas including Practical Portfolio Management for Equities and Bonds, Beaufort Institute of Business Training (PTY) Ltd. in South Africa, Certificate in Financial Asset Management and Engineering (CFAME) in Lausanne, Switzerland. He also attended a General Management Program course (GMP 10,2011) at the prestigious Harvard Business School, USA and Risk Management for Corporate Leaders (December,2013). He is an alumnus of Harvard Business School (HBS).



EXECUTIVE DIRECTOR

Solomon Egbeleye

HND, MBA, FCMA ,FCA, ACIIN

Solomon Egbeleye is an experienced financial expert with skill competence in Finance, Accounting, Auditing, and Investment.

His has over 20 years cognate working experience that cut across various sectors of the economy such as Trading, Publishing, Manufacturing, Oil & Gas and Insurance institution.

He is a Fellow of the Institute of Chartered Accountants' of Nigeria. He is also a Follow of the Chartered Institute of Management Accountants' of Nigeria and an Associate of the Chartered Insurance Institute of Nigeria. (ACIIN)

He is a thorough breed professional per excellence. He has undergone several management training.



MANAGEMENT



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OLAWALE OJEDELE

B.A. Hons.



[Head, Underwriting]

Wale is highly knowledgeable and well versed in insurance technical / marketing matters. These skills he has garnered in foremost insurance underwriting and insurance broking firms over the years.

- Wale's customer relationship skill comes naturally. His insurance practice experience is diverse and has handled the insurances various of multinational firms in Nigeria.
- He is graduate of history (second class upper division) of the University of Ibadan. He is also a student member of the Chartered Institute of Nigeria (CIIN).
- He has attended various courses and seminars in insurance underwriting, risk management and relationship management.



MOTUNRAYO FAGBEMI

BSC, MBA HR,



[Head, Marketing]

- Motunrayo a graduate of Business Administration and Management plus a Master's Degree in Human Resources with over 13years work experience.
- As a highly-motivated Head of Marketing and Customer Service at a renowned Broking firm Afrigoal Insurance Brokers, she has a proven track record of providing Human Resources services with a wide range of experience, including Administration."
- A goal driven, service oriented, ready to learn and always open to fresh ideas, which explains why she will excite your interest in marketing and customer services and will always avail you of unique solutions.



UBU OLUCHUKWU. P

HND, NIM



Head, South-South / South- East Operations]

Ubu Oluchukwu P,(Mrs) holds Higher National Diploma in Secretarial Studies from the Federal Polytechnic Oko Anambra State. She is an associate member of the Nigerian Institute of Management Chartered. She is also a student member of the Chartered Insurance institute of Nigeria.

Ubu Oluchukwu is experienced and versatile in Business development and research, client advisory services, technical operation and claims handling.

Prior to joining Afriglobal Insurance Brokers limited as the Regional Manager(South - East Zone) she had worked in various underwriting companies and brokerage firms such as Anchor Insurance Co. Limited, Union Assurance Co. Limited, BSL insurance Brokers, Platinum Insurance Brokers Ltd. as the Marketing Manager.

She has over 10 years work experience.





THANK YOU

