



EVENTS CALENDAR 2023 | 2022 REFLECTIONS – LOOKING AHEAD TO 2023 | NEW ARRIVALS | OLEA TO AMRAE | OLEA TO ESA | OLEA GUINEA MOVED

AMRAE

February 1st to 3rd 2023
Deauville

FANAF

February 20th to 24th 2023
Kinshasa

INDABA

February 6th to 9th 2023
Cape Town

OESAI

August 26th to 31st 2023
Mauritius

AIO Conference

May 27th to 30th 2023
Alger

RIMS

April 30th to May 3rd 2023
Atlanta

Africa CEO Forum

June 5th to 6th 2023
Abidjan

EVENTS
CALENDAR 2023

2022 REFLECTIONS LOOKING AHEAD TO 2023

What are the criteria that indicates a company has achieved a good year? Its financial performance? The level of customer satisfaction? The number of new customers acquired? Its market position? Team development? The number of projects completed? ESG actions initiated?

OLEA has achieved excellent results in 2022, starting 2023 on an excellent footing.

Olivier Dubois, Chairman: "We are currently closing our financials, having achieved a very strong growth in our financial indicators between 2021 and 2022.

The volume of premiums placed by OLEA increased from €200M to over €300M between 2021 and 2022 is evidence of this. This performance can be seen across our entire network of subsidiaries, demonstrating the strength of our model.



This confirms renewed client confidence across the Continent. Not everything is perfect. Every day often brings its share of (good and bad) surprises. But the commitment of our teams, our availability, our proximity, our ability to listen, our sense of service and transparency, and our obsession with innovative solutions, are all part of the promise we try to honor every day. OLEA is now rated as one of the top three brokers in many countries in Africa.

We've experience greater balance in turnover distribution between local and regional African clients and international clients. This is the result of both the solutions offered by OLEA and the trust instilled in us by a growing number of partner brokers.

Through OLEA Health, growth in health insurance (in some fifteen countries), has exceeded our expectations, resulting in excellent feedback from our clients and beneficiaries.



Finally, we have taken full advantage of **the successful integration of two very important subsidiaries in Angola and South Africa at the end of 2021**. This is testament to our strong ambition in Southern Africa, along with our presence in Mozambique. OLEA is now the only brokerage network

represented in all African regions. Our 2023 projects will further strengthen our Pan African dynamics.

We have achieved all this despite an anxious international environment, with the war in Ukraine, the growing terrorist threats in the Sahel, the problems of supply of raw materials, global warming, growing financial imbalances or the high inflation encountered in all countries over the past months."



Olivier Canuel, Group CEO : «To support such growth, we obviously need the talent and IT solutions.

By 31st December 2022, we will have more than 520 employees. We plan to strengthen our teams in 2023, both in our subsidiaries and within our management structures. Supporting strong growth, good governance and constantly improving client service is essential for OLEA as a company. Over the last six months, we have welcomed our human resources and compliance managers and our IT security manager.

But OLEA goes beyond that. We encourage social and environmental responsibility initiatives throughout our network. Many of these are shared in the Giraffes newsletter throughout the year.

But we also encourage "crazy challenges". **The ascent of Kilimanjaro at the end of the**

summer, is testament to this. Comprising of a voluntary, united and enthusiastic OLEA team, reinforces in each of us- the OLEA DNA - composed of commitment, total team spirit and a little bit of craziness allowing literally, to «take the height» and «climb mountains».

If we are so motivated on a daily basis, it is because we live in a continent that we love so much. Exciting, stimulating, rich in initiatives, with an enterprising youth, looking to the future and overflowing with energy, no matter what country we're in. The smiles of our teams, featured in the year's newsletters, are the best testimony to this. Promoting Africa is an integral part of our mission.

Despite many challenges, Africa is experiencing accelerated growth in all areas (infrastructure, energy, services, renewable energy, etc.) The opportunities are immense for a group like OLEA, partnering with our clients in providing cover and bespoke solutions for all their development projects! The success achieved during 2022 will be followed by an equally exciting 2023. What new investments to secure on the Continent? What new products should we offer to adapt to new realities (Cyber, PVT...)? How many people will we have in the Group at the end of the year? What new IT solutions will be deployed throughout the year? What are the new countries in which OLEA will deploy? What initiatives will be launched by our teams and who will compose the 2nd team

to climb Kilimanjaro next summer? How can we improve the training of our teams and managers, while maintaining this culture of high standards and benevolence? Don't miss our next newsletter and continue to follow us on our networks.

Olivier and all the OLEA teams thank you for your trust and wish you a wonderful year in 2023."



NETWORK NEWS

**Bryan Rangapanaiken, IT Security
Manager**



With over 20 years of experience in the IT industry, Bryan Rangapanaiken joins OLEA's IT team in January 2023 as IT Security Manager. Based in Mauritius, his main objective will be to improve the security of the systems and manage the IT infrastructure of the OLEA Group.

**Manuela Lah, Accounting,
Administrative and HR manager,
OLEA Services**



Manuela holds a Master's degree in finance, audit and management control. She started her professional career as a management assistant, then as a human resources and administrative manager. She worked mainly in the construction industry as a HR, administrative and financial manager.

Manuela joined the OLEA Services team in January 2023 as Accounting, Administrative and HR Manager.

OLEA to AMRAE



OLEA will attend the 30th Risk Management Meeting, AMRAE, from February 1st to 3rd 2023 at the "Centre International de Deauville".

Meet the OLEA team at booth 26 to benefit from tailored insurance solutions.

OLEA to ESA



On January 4, 2023, the members of OLEA's holding company attended the "Ecole Supérieure des Assurances de Paris" (ESA) to lead a «Meet-Up job».

They met with the students of the ESA, presenting the OLEA Group, as well as the different professions and opportunities which exist within the Group.

This moment was an opportunity to exchange ideas and values of the Group, on the specificities linked to the profession of insurance broker and to comment on the news of the sector. OLEA counts among its employees many former ESA students!

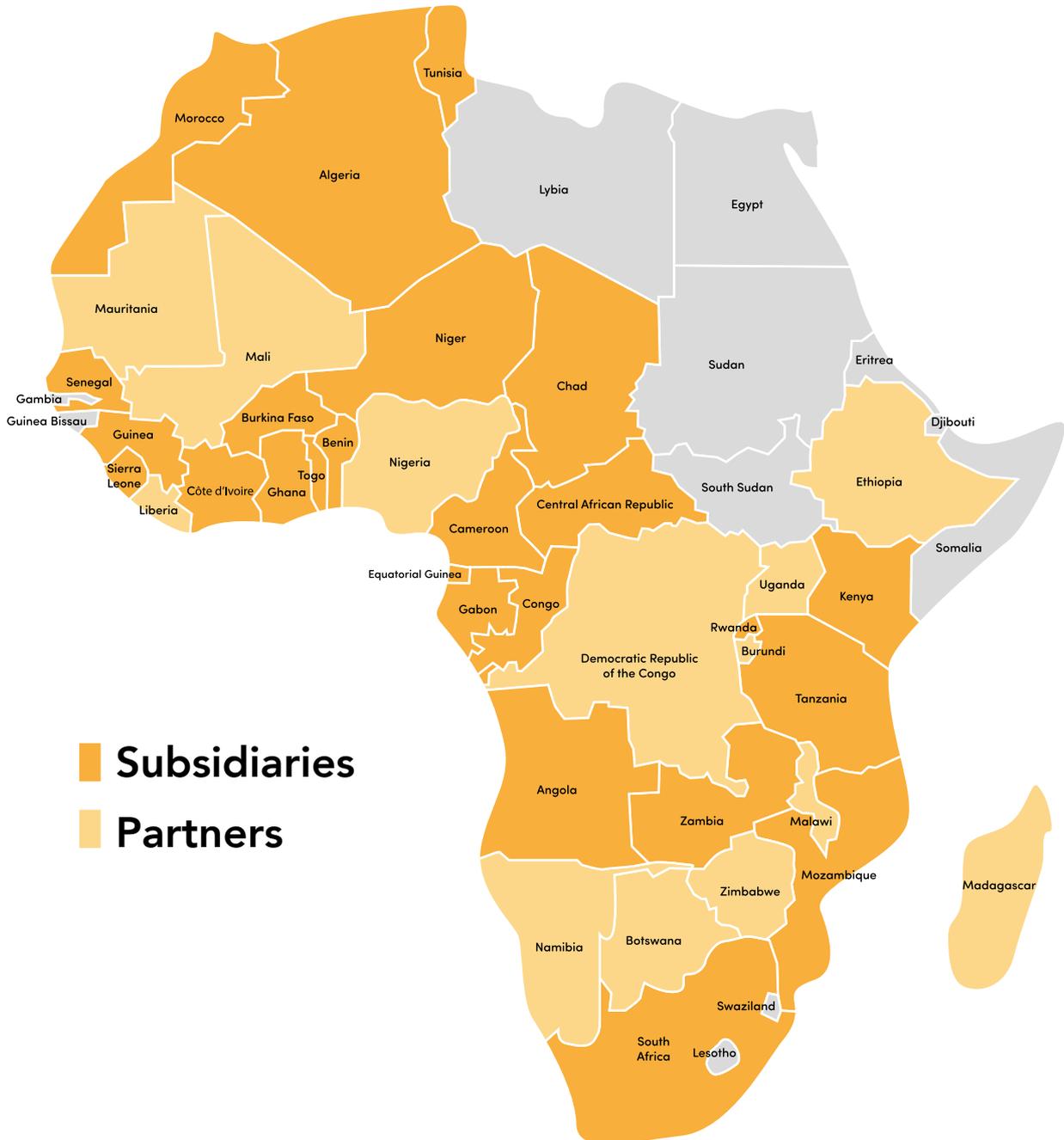
OLEA Guinea moved



For the well-being of the employees and due to a growing team, OLEA Guinea has moved to new, spacious and modern offices since January 1st 2023.

Meet Charles Blémou, MD OLEA Guinea and his team at «4ème Avenue, Immeuble Sandervalia, 1er Etage, Kaloum, Conakry».

THE OLEA GROUP AND ITS 24 SUBSIDIARIES IN AFRICA



South Africa | Algeria | Angola | Benin | Burkina Faso | Cameroon | Central African Republic | Congo | Côte d'Ivoire | Gabon | Ghana | Guinea | Kenya | Morocco | Mozambique | Niger | Rwanda | Senegal | Sierra Leone | Tanzania | Chad | Togo | Tunisia | Zambia

