



# OPS PRESENTATION



# A WORD FROM OUR PLACEMENT AND REINSURANCE DIRECTOR

“

*Reinsurance is essential to strengthen our customers' ability to absorb large risks. Thanks to our solid network of reinsurance partners and our advanced risk analysis model, we offer extensive coverage to secure insurance portfolios while guaranteeing their sustainability over time.*

”

AYOUBA SEYDOU



# OPS AT A GLANCE

OLEA Placement Services

**2021**      **2**      **3**      **8**      **+15**

Year of launch      Hubs: Francophone and Anglophone      Regional teams based in Abidjan, Lomé, Yaoundé and Johannesburg      Employees      Partner brokers of OPS

**+21** M€

Of premiums placed in 2024

**+200**

Managed accounts

**27**

OLEA Group subsidiaries

**12**

Partner brokers on the African continent



OLEA's mission is guided by 3 values:  
**INTEGRITY, PROXIMITY, INNOVATION**

# OLEA PLACEMENT SERVICES – OUR MISSION



## PLACEMENTS STRUCTURING



- Implementation of a reinsurance scheme that complies with local legislation.
  - Optimisation of reinsurance and retrocession schemes in order to obtain A rated securities.
  - Support for foreign brokers in navigating changing legislation, local content, state reinsurers, etc.
  - Creation of premium calculation sheets, taking into account deductions and fees negotiated for the various partners.
- 



## VALIDATION OF PARTNERS



- Placement and validation of the security list.
  - Selection of local insurers in agreement with our internal and external stakeholders.
  - Support for clients/partners in choosing insurers and reinsurers involved in reinsurance and retrocession placements.
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## COMMISSION NEGOTIATIONS



- Negotiate fees/commissions with the insurer, partner brokers and reinsurers to ensure optimum cost for the customer.
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## PAYMENTS MONITORING



- Follow-up on the issuance of contractual documents relating to the payment of reinsurance premiums and ensure compliance with payment deadlines.
  - Monitoring of commission payments to foreign brokers/ partners.
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## CLAIMS MANAGEMENT



- Claims reporting to reinsurers.
- Monitoring the claims process.

# OLEA INSURANCE SOLUTIONS

Whether our clients are businesses, individuals, specialty industries, reinsurance, placement, a company investing in Africa, or international brokers without a presence on the continent - **we help them manage risks effectively and efficiently on the African continent.**



Property & Casualty



Motor & Motor Fleets



Asset & Business Interruption



Cyber



Political Violence & Terrorism



Personal



Medical Insurance



Crime



Transport



Liability

# OLEA SPECIALISED INDUSTRY SOLUTIONS

Providing expertise and market capacity, with locally based servicing capability, for both local and cross-border operations. This means we offer in-territory expertise, **which is especially relevant for companies that wish to expand into or have operations on the African continent.**



Mining



Manufacturing



Agriculture



Logistics &  
Transportation



Construction  
& Projects



Oil & Gas



Technology



Clinical Trial



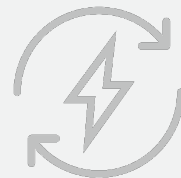
Leisure &  
Hospitality



Diamonds, Specie  
& Collectables



Banking



Renewable  
Energy



Aviation

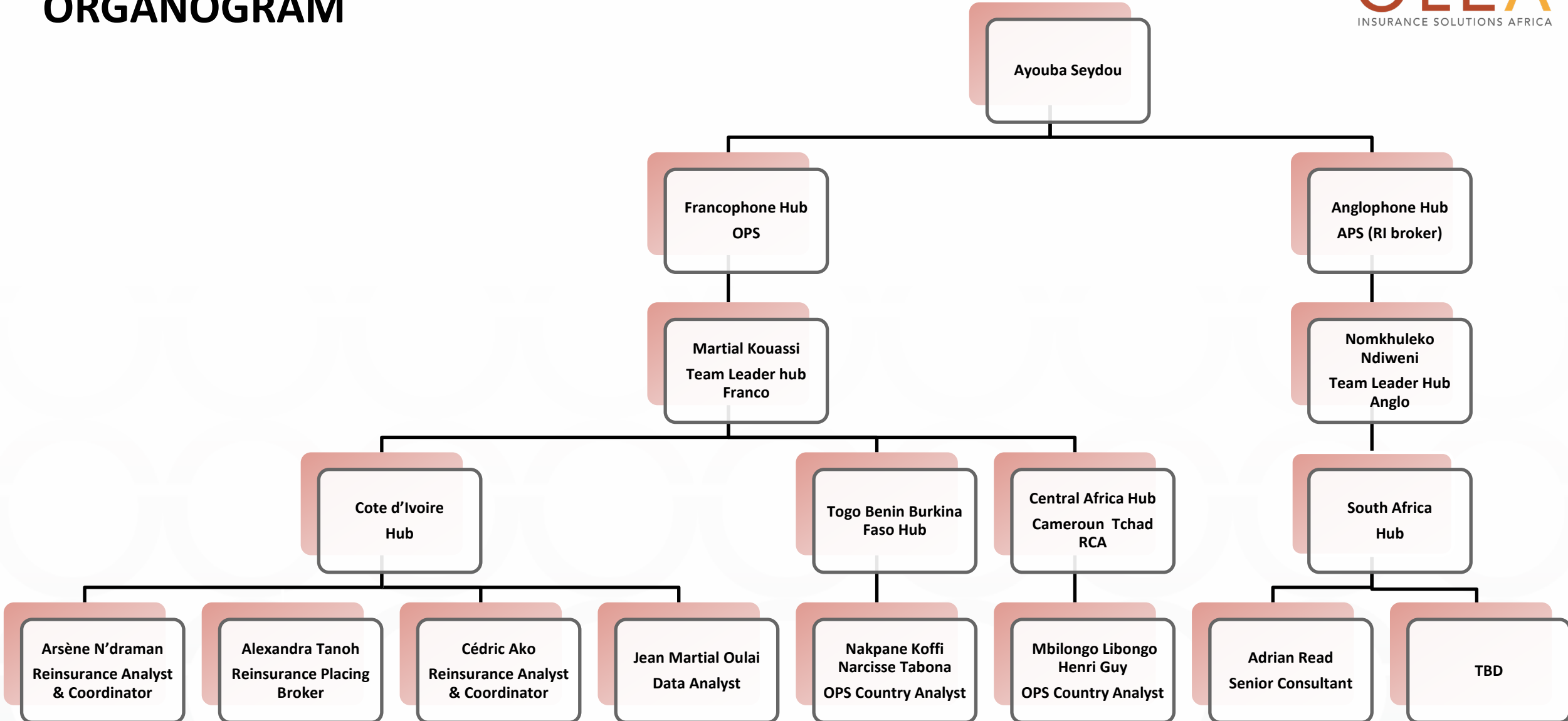


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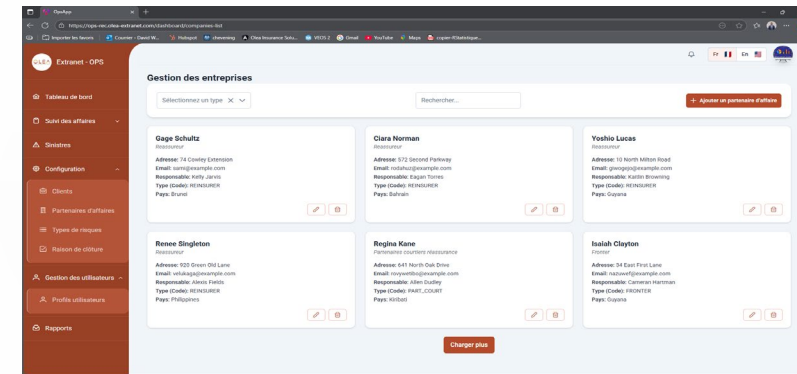
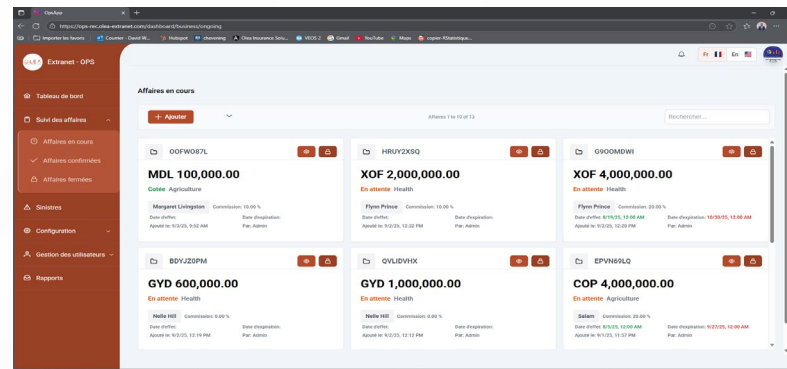
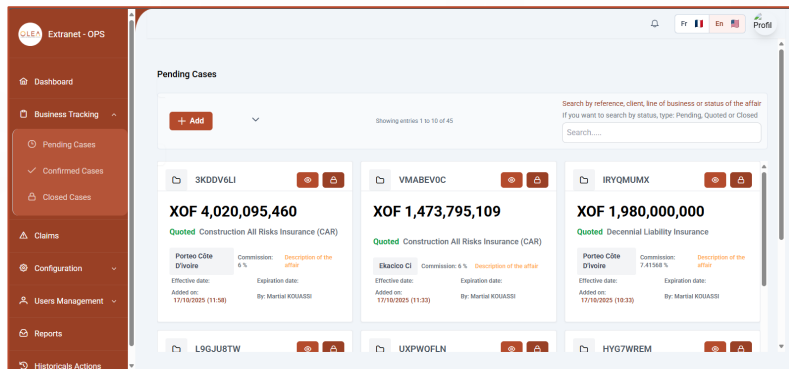
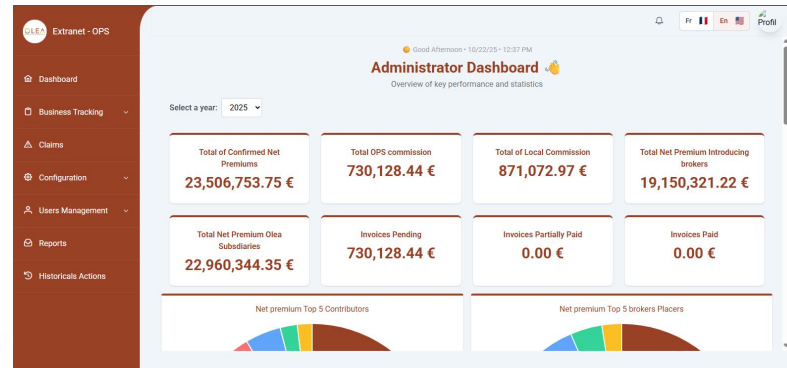
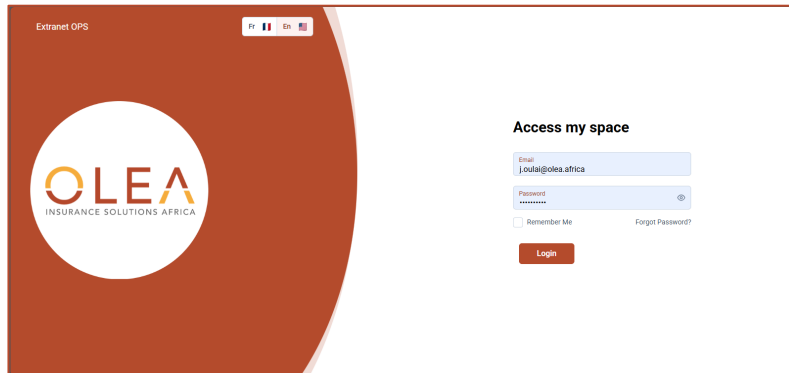


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# ORGANOGRAM



# OPS EXTRANET: A step towards the future



EFFICIENCY, RELIABILITY, MODERNITY

# EXTRANET CAPABILITIES

The Extranet is our main business tool. It enables us to monitor and manage all reinsurance business within the department. It is designed for three types of end users:

Extranet OPS

Fr En

**OLEA**  
INSURANCE SOLUTIONS AFRICA

**Access my space**

Email  
j.oulal@olea.africa

Password  
.....

Remember Me [Forgot Password?](#)

Login

It is designed for three types of end users:

- 01** Reinsurance analysts, who use it to record and monitor the business they manage.
- 02** The Finance department, which is responsible for managing and monitoring reinsurance commissions.
- 03** The head of the reinsurance department oversees all activities using the dashboards and reports generated by the tool.

# REINSURANCE PLAYERS

## OLEA Sleeping broker via Reinsurance Brokers

## Insutech Partners

## International Reinsurers

## Regional Reinsurers





**#BeAFRICAchooseOLEA**