



OLEA NEWS

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OLEA INSURANCE SOLUTIONS AFRICA - www.olea.africa - info@olea.africa

OLEA, YOUR PAN AFRICAN INSURANCE BROKER | FOCUS ON THE «NETWORK COUNTRY MANAGER» | OLEA OPENS A SUBSIDIARY IN MALI | NICHOLAS MILLAR, EAST AFRICA REGIONAL COMMERCIAL MANAGER | OLEA SOUTH AFRICA, PARTNER IN THE EMPOWERMENT OF YOUNG WOMEN | OLEA GUINEA AT «GUINEA FINTECH WEEK» | OLEA GABON, PARTNER IN «RUN IN MASUKU»



OLEA
INSURANCE SOLUTIONS AFRICA

Your pan african insurance broker

At OLEA, we don't view the process of setting up or renewing your insurance policies as a straightforward business transaction, but rather as an act of commitment on the part of both OLEA and our clients.

5 Reasons to place your trust in us



Dynamic teams at your service

Our teams of insurance specialists are dynamic and energetic, and they are dedicated to safeguarding the things that are most important to you at every stage of your life, whether it be your family or your business.

Regardless of their level of business, we are committed to providing each customer with a personalised service.



A rapid growth

Since January 2017 when OLEA was founded, it has experienced a rapid growth. We have an extensive network in Africa comprising of 24 subsidiaries and 14 partners, operating in North, West, Central, East and Southern Africa. This network is a reflection of our commitment and ability to provide tailor-made insurance solutions to an ever-growing client base. This network provides immense advantages for companies based on the African continent, both local and cross-border operations.



Innovative management tools

You may quickly and easily manage all of your insurance policies online with our 100% digital management and reporting solutions. Additionally, our technical staff can modify our tools (health extranets, Risk Manager, motor, and transport) to meet your unique requirements.



Prestigious clients place their trust in us

We consider it an honor to have established strong relationships with prestigious clients from a variety of industries, including CFAO, Unicef, Onomo hotels, Shanta Gold, and many others. Their trust in OLEA is a testament to our capacity to satisfy the diverse needs of our clients, demanding businesses, while providing quality service.



An OLEA family

OLEA is a family bound together by a shared passion for insurance. We are firm believers in the value of long-term relationships and the importance of paying attention to our clients. Our commitment doesn't cease with the acquisition of an insurance policy, it continues throughout our partnership.

CONTACT
OUR TEAMS NOW AT
INFO@OLEA.AFRICA.

OLEA
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FOCUS ON THE NETWORK COUNTRY MANAGER (NCM)

Key figures:

24 NCMs
in the OLEA network

120+
international programs managed

The position of Network Country Manager (NCM) integrates technical, business, and interpersonal skills with clients and partners from around the world.

The NCM's job is to oversee the implementation of new or renewed business and make sure that contractual documents are issued in accordance with instructions received from the coordination team or the international broker partner.

As guarantor of OLEA Group's service quality, the NCM serves as the intermediary between the holding company and the subsidiary, reporting on the subsidiary's financial and claims on a regular basis until they are settled. The Network Country Manager is also in charge of maintaining the business software and, by extension, the extranet accessible to partners.

TESTIMONIALS FROM SOME OF OUR NETWORK'S NCMS



Seif Khoufi, OLEA Tunisia

By focusing on «Risk Management» and providing our clients (who operate in the industrial segment in particular) with a variety of different services, I've been able to develop a client approach that goes beyond traditional insurance brokerage servicing (insurance auditing, policy placement and management, and claims handling). The «Survey Report» (risk visit) aims to analyse the vulnerability of fire-explosion, machinery breakdown, assembly-testing, and electrical & electronic damage risks and to provide

customers with technical recommendations designed to reduce the probability of major risks occurring. We also provide **preliminary appraisal services** for assets involving both moveable and immovable property, giving our clients a double benefit.

In the case of underinsurance, Number One is to be protected from the application of the Proportional Capital Rule. The second is to give clients the option of paying an appropriate premium to insure their assets at fair market value.

In order to demonstrate to our consumers that they always remain a priority, I thrive on identifying the appropriate insurance solutions for this sort of customer while simultaneously taking care of the risk management element. Serving a very unique clientele made up of the subsidiaries of renowned international companies is a real challenge and a significant concern, one we take very seriously in terms of OLEA's brand image.



Alia Abdou, OLEA Chad

I particularly enjoy the variety of tasks and responsibilities this position offers, from planning operations to coordinating teams. Every day provides stimulating challenges. The satisfaction of seeing a project through, from conception to completion, and knowing that I've contributed to its success, is a real pleasure.

My main objective is to assist my clients, by providing them with advice on suitable insurance cover specific to any potential risk. I support them in the event of a claim and through the claims settlement process.



Blandin Boyanga, OLEA Congo

The NCM position is an exciting one - placing you in center of client relations.

The NCM serves as a conduit between the master broker, OLEA's international coordination, and the insurer issuing the contractual agreements. It is the guarantee of the caliber of service to be provided to the client.

I am passionate about many aspects of my position, notably the frequent contact I have with people from various cultures. Additionally, it entails ensuring that each contract is drafted in accordance with the directions received and assisting the client in understanding the nuances of his contract and maximising its benefits.



Antony Polo, OLEA Kenya

Reviewing the risk provided by the coordinator or broker and then approaching the market for the best terms are the main responsibilities of my position. I select the insurer based on a number of factors, such as a quick turnaround time for proposals, prompt payment of reported claims, staff qualifications, and staff experience.

Comparison terms are submitted from two to three insurers to the coordination team or broker with a summary of my recommendations so they may decide or, if necessary, request clarification.

On receipt of clear instructions to proceed with placing the risk, I then follow up to ensure that the client receives the policy documentation and invoices.

There is so much to learn, and it provides me the opportunity to acquire a wealth of experience in dealing with diverse risks and clients from various backgrounds and industries.

Being in charge of coordinating placement instructions with the local market and having the chance to present the best solution to clients and partners makes this position very gratifying.



Derrick Kananura, OLEA Rwanda

I manage every aspect of placing international group insurance and function as the main point of contact for the coordination team and international brokers. In this challenging position, I enjoy the variety of difficulties I'm exposed to and the chance for ongoing learning and development. The everyday engagement with a diverse range of people from varied backgrounds allows me to broaden my perspective and establish connections with professionals across borders, which is what genuinely interests me. The position's variety of responsibilities perfectly complements my love of navigating complexities and my commitment to building international collaborations.

Nicholas Millar, East Africa Regional Commercial Manager



In November 2021, Nicholas joined OLEA Kenya after completing his MSc in Environmental Sustainability.

His initial role involved Business Development, primarily with a focus on Aviation insurance. He holds a private pilot's license, which has significantly aided his understanding of this specialised market.

On September 1, 2023, he assumed a new position as East Africa Regional Commercial Manager, based in Nairobi. Working directly with the teams in Kenya, Tanzania, Uganda, and Rwanda is something he is particularly looking forward to.

OLEA Guinea at « Guinea Fintech Week »



From September 13 to 15, 2023, OLEA Guinea was a sponsor at the «Guinea Fintech Week». OLEA Guinea's Managing Director, Charles Blémou, spoke on the topic of «Fintech and traditional financial institutions, collaboration or competition?».

Guinea Fintech Week brings together financial technology industry leaders, decision-makers, investors, opinion leaders, start-up CEOs and entrepreneurs to share ideas, consider synergies of action and enable business opportunities.

Gabon, partner in «Run in Masuku»



OLEA Gabon is continuing its focus as a broker in the service of athletes and the sports industry by announcing a new prestigious collaboration. This time, the subsidiary is partnering the Run in Masuku, an event reputed as the most challenging 10 kilometers in Africa.

On October 7, 2023, the OLEA Gabon teams are looking forward to your attendance in Franceville for a special event that is sure to be filled with high-caliber athletic performance and an abundance of emotion.

NETWORK NEWS

OLEA opens a subsidiary in Mali



We are pleased to announce the opening of a new subsidiary in Mali, which will be run by Ibrahim Diakité, a seasoned insurance broker with more than ten years of experience. We, at OLEA are dedicated to expanding our footprint across Africa providing tailor-made insurance solutions.

Contact: mali@olea.africa

OLEA South Africa, partner in the empowerment of young women



On August 17th 2023, in celebration of women's month, OLEA South Africa kicked off their community involvement as a proud sponsor and partner of the RADA MiPad initiative. The handover took place at De La Rey Primary school in Roodepoort - a school identified as being in one of the vulnerable communities in Johannesburg. RADA is a humanitarian organisation focused on empowering individuals. The NGO symbolises 'your place of renewal,' and is an acronym for Rape, Alcohol, Drug, Abuse. At RADA, the focus is on self-responsibility and self-awareness, an important attribute that can redefine the way we treat others.

OLEA South Africa is passionate about education and delighted to be able to help these young learners. This initiative is poised to be a catalyst for transformative change, ensuring that numerous young learners who previously missed school during their menstrual periods for lack of sanitary wear, can now attend school during this time.

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 | Mali | Morocco | Mozambique | Niger | Rwanda | Senegal | Sierra Leone | Tanzania | Chad | Togo | Tunisia

