



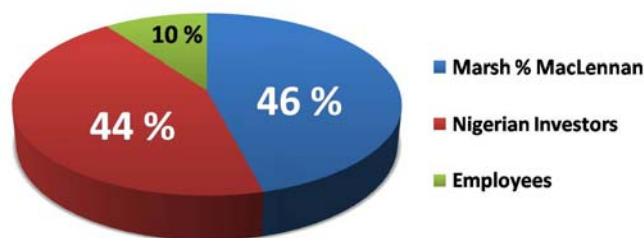
INSURANCE BROKERS OF NIGERIA LIMITED

IBN PROFILE

WHO WE ARE

Insurance Brokers of Nigeria (IBN), the first registered insurance broking organisation in Nigeria was incorporated as C. T. Bowring Limited, in 1955.

THE FIRM'S OWNERSHIP STRUCTURE IS:



OUR RESOURCES

IBN is part of the **MARSH GROUP** and has access to all the necessary specialist expertise anywhere in the world as part of a global risk management network in over 100 countries.

OUR CLIENTELE

The broad spectrum of clients serviced by IBN requires the division and specialisation in the following lines of business. Resources from all the technical units and departments are drawn together, as and when required, to meet client's specific needs.



OUR INTEGRATED SERVICES APPROACH

We design an integrated Insurance Programme and Administrative System that will respond to Client's changing needs. Our approach is to:

- Review Client's existing insurance protection and assess its pricing and cost-effectiveness.
- Correct any obvious gap or deficiency in coverage.
- Recommend the optimal insurance/risk management programme based on relevant schemes currently available in the market.

IBN as an insurance broker and consultants in employee benefits and risk management provides the technical know-how required to ensure:

- Proper education of the clients on the insurance necessary for their operations
- Fair pricing of insurance and pensions policies
- Fair and prompt settlement of claims
- Proper documentation of terms and conditions of policies
- Adequate compensation packaging commensurate with staff level and experience
- Adequate loss prevention and hazard control practice

ACCOUNT SERVICE TEAM APPROACH

Service Team, usually headed by an **Account Executive** is assigned to clients.

The Team operates as an extension of clients' organisation.

The team leader assumes overall responsibilities for organising and delivery of all services required by Clients in a timely manner.

The Account Service Team must have a clear understanding of the clients' mission and will respond quickly to industry trends.

FEATURES OF IBN'S PROGRAMME

IBN provides a consistent, flexible and responsive service which includes the following:

■	Risk Identification
■	Risk Analysis and Control
■	Loss Prevention
■	Annual Programme Review
■	Insurance Placement
■	Policy Documentation
■	Claims Management
■	Communications

INSURANCE BROKING PRACTICE

Our core broking services include:

- **RISK MANAGEMENT**
- **RISK FINANCING PACKAGE DESIGN**
- **INSURANCE MARKET RESEARCH**
- **LIAISON WITH UNDERWRITERS/LOSS ADJUSTERS**
- **INSURANCE POLICY DOCUMENTATION/ANALYSIS**
- **COVERAGE RENEWAL PLANNING**
- **CLAIMS MANAGEMENT**
- **INSURANCE REGULATIONS ADVISORY**
- **INTERNATIONAL REINSURANCE ADVISORY**
- **PERSONAL LINES PRACTICE (CLIENT'S EMPLOYEES)**

RISK MANAGEMENT PRACTICE

Industrial Risks Protection Consultants (IRPC), is the first organisation of its kind in Nigeria that provides risk engineering and loss prevention services.

Our risk management practice provides clients with variety of hazard control services designed to eliminate losses to property and business interruption and ensure fire and lightning protection, disaster recovery and job safety.

The range of services provided by IRPC includes:

- Property loss prevention surveys
- Independent evaluation of clients own fire and safety procedures
- Establishing estimated maximum loss figures
- Interdependency and business interruption studies
- Advice on safety procedures and systems

EMPLOYEE BENEFIT PRACTICE

Resources Benefits Associates (RBA), is another IBN Specialist Subsidiary that provides employee benefits services among which are:

- Compliance with Provisions of the Pension Reform Act 2004
- Pension Scheme Design and Administration
- Group Life Assurance Scheme Administration
- Actuarial Valuation
- Compensation Management

DIRECTORS

OTUNBA (DR) ADEKUNLE OJORA

Otunba Ojora is an accomplished Businessman and Director of many companies.

MR. BRIAN RONALD BLAKE

Mr. Blake is the Regional Director for Africa for Marsh Limited and based in South Africa. He is a Chartered Insurance Practitioner and was once the General Manager of Insurance Brokers of Nigeria.

MR. ALEX MOCZARSKI

Mr. Alex Moczarski is a Director at the World Headquarter of Marsh Limited, New York. He is a Chartered Insurance Practitioner.

MALLAM AJIYA A. IDRIS

Mallam Idris is an accomplished Businessman and Director of many companies.

MR. PROSPER C. OKPUE

Mr. Prosper Okpue is the Executive Vice Chairman/CEO of Insurance Brokers of Nigeria. He has spent over 28 years in the insurance industry. Before joining IBN, he was Head of Oil and Gas Department of an insurance broking company. He has won several awards in Insurance Management and is an accomplished Insurance Administrator. He has attended several courses both locally and abroad.

MR. ERIC OMOZEJELE

Mr Omozejele is an experienced insurance professional. He is a fellow of Chartered Insurance Institute of Nigeria.

ENGR. JACOB ADEOSUN

Mr. Jacob Adeosun is a registered Engineer, Professional Risk Manager and Chartered Insurance Practitioner.

MANAGEMENT TEAM PROFILE



Executive Vice Chairman / Chief Executive Officer
PROSPER OKPUE

Prosper is the Executive Vice Chairman/CEO of Insurance Brokers of Nigeria and Country Head of Marsh in Nigeria. He has over 37 years experience in risk management and insurance broking services. Before joining IBN over 28 years ago, he was the pioneer Nigerian Corporate Risk Manager of the Nigerian Agip Oil Company.

He is past president of Nigeria Council of Registered Insurance Brokers (NCRIB). He is a Fellow of NCRIB and holds an Honours and Masters Degrees in Law and Diploma in Risk and Insurance Management. He is a member of Chartered Insurance Institute of Nigeria.



MR. JACOB ADEOSUN

Jacob is the Executive Director and Head of Risk Control Services of IRPC. He is a professionally registered Chemical Engineer with COREN, American Institute of Chemical Engineers and Society of Petroleum Engineers. He has acquired 2 decades of diverse industrial experience in Production Operations, Process Plant Construction, Safety and Loss Control with multi-national companies.

He is an Associate of Institute of Risk Management and Chartered Insurance Institute, London, and has received numerous training in Applied Risk Management and Industrial Risk Control of Highly Protected Risks at University of Loughborough UK, University of Texas USA, Bowring Risk Management, London and M&M Protection Consultants USA.

He has conducted hundreds of Risk Assessment Studies in Nigeria and abroad and has presented technical papers at seminars and conferences organised by Society of Petroleum Engineers, Fire Protection Association of Nigeria, Nigerian Institute of Safety Professionals, Risk & Insurance Managers Society of Nigeria.



MR. ERIC OMOZEJELE

Mr. Omozejele is the Executive Director and Head of Insurance Broking Practice. He started his insurance career in IBN and has worked in several departments.

He is a Fellow of Chartered Insurance Institute of London and Nigeria. He holds Master Degree in Business Management. Eric has over 26 years experience in insurance broking services.

He has attended several courses both locally and abroad.



MR. FRANCIS O. EFOECHOKU

Mr. Efoechoku is the Head of Finance Department, IBN. He is a Member of Institute of Chartered Accountant of Nigeria and also Member Chartered Institute of Taxation.

He started his career at Nigerian Breweries Plc as an Accountant, Financial Accountant and later left as the Budget Accountant. He joined Associated Electronic Product Limited as the Factory Accountant. Moved to the Head Office as the Consolidation Accountant and was the Management Accountant before joining IBN.



MR. SUNNY UMUKORO

Sunny Umukoro is DGM and the Deputy Head of Insurance Broking Practice.

Sunny coordinates the internal broking administration and claims resolutions activities.

He holds a B.Sc (Hon) Degree and MBA from the University of Lagos and is also an Associate Member of Chartered Insurance Institute of London and Nigeria.

Sunny has over 22 years experience in the insurance industry.



DENNIS OROGUN

Dennis is the Employee Benefits Consultant. He is responsible for the administration of the group life insurance schemes of IBN clients and consults on Employee Benefit Schemes.

He is an Associate Member of Chartered Insurance Institute of Nigeria.

Dennis has over 20 years in life assurance underwriting and broking services.



BABABUSOLA ANDE

Busola is Head of Energy Division
He has over 15 years working experience as underwriter and broker.

He holds BA in History and an Associate of Chartered Insurance Institute of Nigeria.

Busola has attended some courses abroad.



OLUWOLE SALAKO

Salako is Head Human Resources Department.

He has 30 years experience as a teacher, an administrator, a management consultant, an engineer and a researcher with incredible skills, and has spent over 15 years at IBN.

He obtained both the Bachelors and Masters Degrees in Industrial Engineering from the State University of New York, Buffalo United States of America.



AHMED MAMMAN

Mamman has a Diploma in Finance and Insurance. He has over 17 years experience in the insurance industry with specific involvement in claims management.

He currently heads our Northern area office based in Kaduna.



CHINEDUM OKPUE

He has a National Diploma in insurance and BSc Degree in Sociology. Chinedum has over 17 years experience in insurance broking services, specialising in claims Management and administration.

He currently heads our Eastern area office based in Port Harcourt

OUR OFFICES



LIST OF SELECTED CLIENTS

OIL AND GAS SECTOR

Nigerian Agip Oil Company
Chevron / Texaco
Nexen Petroleum
Nigeria LNG
Shell Petroleum Dev. Co
Phillips Oil Co. Limited
Bourbon Inter Oil Nigeria Ltd
Dubri Oil Co. Limited
Korean National Oil Company
Oil Well International
Cooper Oil Tools Nigeria Limited
Conoco Energy Nigeria Limited
Dresser Rand Nigeria Limited
Bredero Price Nigeria Limited
Vetco Gray Nigeria Limited
Dredging International Services Nigeria Limited
M-I Nigeria Limited
Delatre Bezons Nigeria Ltd
Bilfinger Berger Gas & Oil Services Nig. Ltd
Baker Hughes Nig Ltd
Technip Offshore Nig Ltd
Southern Gas Constructors
FMTC Technologies Ltd Nigeria
Millenium Oil & Gas
Platform Petroleum
Mordant Sea Bulk Nig Ltd
The DIL Company
Frontier Oil
Walter Smith
Pillar Oil
Excel Exploration & Production
Energia
Network Exploration & Production
Associated Dansaki Oil & Gas
Independent Energy
Bonny Channel

MANUFACTURING SECTOR

Guinness Nigeria Plc
Coca-Cola Nigeria Limited
Wahum Group
Nigeria Electrical Development Co. Limited
Coates Brothers (W.A) Limited
Nampak Nigerian Plc
C.F.A.O. Group
Glaxo Smith Kline Beecham Plc
Dil/Maltex Nigeria Plc
British American Tobacco
Nigerian Ball-Point Pen Industries Plc
Hewlett Packard Nigeria Ltd
Giesecke & Devrient Africa Ltd
Nigerian Bottling Company
Procter & Gamble Nigeria Limited
Longman Nigeria Plc
Pioneer Metal Product Ltd
Smart Poly Products Ltd
Michelin Tyres Services Ltd
Better Living Nigeria Ltd
Broad Spec Ventures
West Africa Building Materials Coy Ltd
Homan Industries
Obajana Cement Company
Nexans Kabel Metal Plc
Berger Paints
Johnson Wax
Johnson Diversey
Nigerian Cleaning Services Ltd
Homan Group
Pace Heritage Ltd
Premium Ideas Ltd
Procter & Gamble
Lifeflour Group

COMMUNICATIONS SECTOR

Insight Communications Nigeria Limited
Franchise Communication Nigeria Limited
Media Perspective
Troyka,
The Quadrant
Starcomms
Corporate & Financial
British Broadcasting Corporation

BANKING, FINANCE AND INSURANCE SECTOR

Financial Institution Training Centre
Crusader Insurance Plc
Ecobank
Leadway Assurance Co. Limited
Goldlink Insurance Plc
Integrated Cash Management Services (ICMS)
Insurance PHB Limited
J.P Morgan Chase Representative Office (Nig) Ltd
Staco Insurance Plc
Nigerian Agricultural Cooperative and Rural Dev. Bank Limited

CONSTRUCTION & ENGINEERING SECTOR

Mothercat Nigeria Limited
Niger Construction Limited
Hi- Tech Construction Co. Limited
Julius Berger Nig. Plc
Sofitam/Structec
Lekki Concession Company

MOTOR INDUSTRIES

Nigeria Motor Industries Limited (NMI)
Germaine Auto Centre
CFAO Motors
Peugeot Automobile Nigeria Limited (PAN) Kaduna
Asian Hall Cica Nig Limited
Alliance Autos

AVIATION SECTOR

Nigerian Aviation Handling Co. Plc
Dana Air Ltd
Axion Air Ltd
Allied Air Ltd
Sky Power Express Air Ways

EDUCATION SECTOR

Corona School Trust Council
American International School of Lagos
Italian School

PUBLIC SECTOR

Petroleum Technology Development Fund (PTDF)
Nigerian Police force (NPF)
National Water Resources Institute, Kaduna
Ministry of Defence (MOD)

INFOTECH SECTOR

Innovative Systems Limited
HN Resources
Tara Systems

OTHER CLIENTS

Halogen Security
CFAO General Import
CFAO Nigeria Plc
Alstom
GENP
IOTA Nigeria Ltd
Outsourcing Services
Tillyard Nigeria Unltd
Ankor Pointe Integrated
Corp of Ins. Brokers
Canadian High Comm.