



LEADWAY
ASSURANCE COMPANY LIMITED
RC 7588

Corporate Profile

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PROFILE HIGHLIGHTS

Vision

To be a leading insurance company and non- banking financial solutions provider in Nigeria, leveraging on our strategic capabilities in other markets.

Mission

To be a service provider of choice, bringing insurance as a risk management tool to the consciousness of all; adding value to our clients and other stakeholders in an efficient and reliable manner.

Core Values – iSCORE

Integrity; Service; Customer focus; Openness; Respect for the individual; Excellence.

General Information

- *LEADWAY was established in 1970.*
- *Stable Board with men of high integrity.*
- *A composite company underwriting all classes of insurance business.*
- *Shareholders' Funds of over ₦ 13.6 billion.*
- *Premium Income of about ₦ 22.4 billion.*
- *Total Asset base of over ₦ 27.4 billion.*
- *Strong Investment base.*

Business Information

- *LEADWAY offers insurance services in both Life and Pensions and General business.*

- **LEADWAY** also offers allied financial services like Bond, Secured Credit, Miscellaneous financial losses and Fund / Portfolio management.
- Reinsurance back up from Swiss Re, Munich Re, Africa Re, Nigeria Re and Continental Re.
- Simple and bureaucracy-free claim processing from all our branch offices nationwide.
- Highly Computerised operation that enhances efficiency.
- **LEADWAY** enjoys the patronage of clients spanning all the major industries including Construction & Engineering, Manufacturing, Oil & Gas, Shipping, Government Establishments, Ministries and Parastatals.

Ownership Structure as at 31st December 2008

LEADWAY is a private company with thirty-five shareholders, nine of which are corporate investors, and two trust corporations.

The Company is 81% owned by Nigerians.

<u>Particulars</u>	<u>Number</u>	<u>%</u>	<u> Holding</u>	<u>%</u>
Trust Corporation	2	6	1,052,281,093	22
Corporate	9	26	2,605,767,720	53
Individuals	<u>24</u>	<u>69</u>	<u>1,219,503,085</u>	<u>25</u>
TOTAL	<u>35</u>	<u>100</u>	<u>4,877,551,898</u>	<u>100</u>

Note: Out of the holdings by individuals, employees hold 16% of the company shares.

<u>Share holding</u>	<u>Number</u>	<u>%</u>	<u>Holding</u>	<u>%</u>
1,000,000 – 50,000,000	21	57	382,858,349	8
50,000,000 – 300,000,000	9	26	1,167,496,590	24
Above 300,000,000	<u>5</u>	<u>17</u>	<u>3,327,196,959</u>	<u>68</u>
TOTAL	<u>35</u>	<u>100</u>	<u>4,877,551,898</u>	<u>100</u>

Major Shareholders as at 31st December 2008

<u>Shareholders</u>	<u>Holding</u>	<u>%</u>
<i>Sir Hassan Olusola Odukale Trust</i>	1,016,911,923	20.8
<i>International Finance Corporation</i>	926,734,862	19
<i>O.H.O Investments Limited</i>	655,198,586	13.43
<i>Leadway Trustees Limited</i>	420,880,862	8.63

B CORPORATE INFORMATION

Introduction

LEADWAY ASSURANCE COMPANY LIMITED ('**LEADWAY**') is one of Nigeria's foremost insurance service companies, with a reputation for service efficiency and customer reliability. For over 38 years, **LEADWAY** has honoured its underwriting commitments and has earned its reputation of excellence in claims handling. The evolution of **LEADWAY** since 1970 has mirrored the dramatic expansion of indigenous insurance service providers, with **LEADWAY** remaining in the forefront as an insurer of repute. The reputation enjoyed today by **LEADWAY** has been attained by the continuing pursuit of improvements to maintain competitive advantage. All aspects of the business are approached with discipline; the recruitment of staff, the development of products, the advancement of technologies and the personal service offered to each client.

Equity Base

LEADWAY has a Shareholders' Funds of over ₦ 13.6 billion. The Company has also enjoyed a steady growth in premium Income and total assets, which currently stands at over ₦ 22.4 billion (twenty-two billion and four hundred million naira) and ₦ 27.4 billion (twenty-seven billion and four hundred naira) respectively in 2008. The Company has no loan stock, and internally generates funds for capital projects, backed by a carefully planned investment portfolio.

Investments

One of the unique strengths of **LEADWAY** is its investment portfolio, being one of the largest in the insurance industry. The Company has over the years strengthened its participation in the Nigerian Stock Market, holding a sizeable number of blue chip stocks spread across banking, insurance, manufacturing, finance, hotels etc.

Our total managed fund as at December 2008 was over ₦ 21billion.

Within this spread of investments and because of its significant holdings, **LEADWAY** has nominees on the Board of the following companies:

- Union Assurance Company Limited
- Prestige Assurance Plc.
- Globe Reinsurance Plc.
- Vono Products Plc.
- Adswitch Plc.
- C & I Leasing Plc.
- Business & Management Skills Limited – Owners of Training & Conference Centre, Ogere.
- Total Health Trust Limited

In addition, **LEADWAY** also has significant holdings in the following companies:

- Oakwood Park Limited (Protea Brand Hotel)
- Protea Hotel Leadway
- Leadway Pensure PFA Limited

- First Bank of Nigeria Plc.
- Continental Reinsurance Company Limited
- Cadbury Nigeria Plc.
- Unilever Nigeria Plc.
- Mobil Oil Nigeria Plc.
- Nestlé Nigeria Plc.
- Total (Nigeria) Plc.
- Nigerian Breweries Plc.
- Guinness (Nigeria) Plc.
- Nigeria Bottling Company.
- Prestige Assurance Plc.

The Company is also an active player in the money market with over ₦ 3.2 billion deposit placement and leases in reputable (Agusto Ratings A+ and above) banks and discount houses.

Some of the parastatals and the companies that we currently underwrite their risks either wholly or on a co-insurance basis include:

- Nigerian Securities, Printing And Minting
- Nigerian Maritime Authority
- Nigerian National Petroleum Corporation
- Nigerian Police
- Federal Aviation Authority of Nigeria
- Federal Inland Revenue
- Central Bank of Nigeria

- Supreme Court of Nigeria
- Nigerian Customs Services
- Federal Capital Development Authority
- Elf Petroleum Nigeria Limited
- Chevron Nigeria Limited
- Conoil Plc.
- Oando Nigeria Plc.
- Total Nigeria Plc.
- American Embassy
- First Bank Plc.
- Intercontinental Bank Plc.
- IBTC/Chartered Bank
- P W Nigeria Limited
- Mothercat Limited
- Unilever Group
- Guinness Nigeria Plc.
- Cadbury Nigeria Plc.
- Mobil Producing Unlimited
- Addax Petroleum Development Company

Board of Directors

LEADWAY has enjoyed a steady growth in its commitment to providing integrated insurance services to its numerous customers. The Company's remarkable success has been possible because of its sound professional and business standards backed by the uncompromising level of integrity of its Directors. This is a tradition imbibed at **LEADWAY** and instilled by its late founder, Sir (Dr.) Hassan O. Odukale, (KJW, FCIIN).

As an astute, honest businessman and also the founding Managing Director and later Chairman of the Board of Directors, Sir Odukale nurtured the Company to an enviable position in the Nigerian insurance industry. His vision of dedicated service to all customers remains a guiding principle that shapes the policies of the company. The current Board of Directors consists of eminent Nigerians and seasoned businessmen of proven personal integrity.

Alhaji Hassan Hadejia (Shettiman Hadejia) is the Chairman of the Board while other non-executive members are Mrs. Abimbola Oyebanjo, Mallam Umar Yahaya, Dr. A. B. C. Orjiako, Dr. Konyinsola Ajayi, SAN and Mr. Jeremy Rowse. Mr. Oye Hassan-Odukale is the Managing Director / Chief Executive while Mr. O. Oyedele and Mr. Tunde Hassan-Odukale are Executive Directors in charge of Northern Operations and Investments, respectively. These people have between them over a century of combined business experience with about half relating to insurance business. A separate profile of Directors is featured herein.

C BUSINESS INFORMATION

Products & Services

Since its incorporation in 1970, **LEADWAY** has been re-registered under the 1997 Insurance Decree to underwrite Life, Pensions & General insurance businesses, including Special Risks such as Oil and Gas.

LEADWAY offers a fully integrated service covering the full spectrum of insurance products and allied financial services, some of which are as follows:

❖ Life Assurance & Pensions

- Life & Annuity Contracts
- Individual Deposit Administration
- Personal Savings Plan
- Personal Annuity Plan
- Mortgage Protection

❖ General Insurance

- Fire & Allied perils
- Property/ All Risk
- Personal Accident/ Workmen Compensation
- Householder's Comprehensive
- General Liability
- Marine Cargo & Hull

- Engineering
- Electronic Equipment
- Goods in Transit
- Motor
- Aviation
- Oil & Gas

❖ Financial Services

- Bond
- Secured Credit
- Miscellaneous financial loss
- Managed Fund
- Trusteeship

Reinsurance

LEADWAY is aware of its customers' risk financing objectives and security. As a result, the Company ensures that its insurance policies are carefully backed up with world-class reinsurance arrangements. For close to two decades, we have maintained a good relationship with Swiss Reinsurance Company (now represented through Swiss Re Africa Limited) and Munich Mauritius Reinsurance Company (now represented through Munich Re of Africa Limited). These two widely known international reinsurance companies lead on our major Treaties. Other companies participating on our treaties are Africa Reinsurance Corporation, Nigeria Reinsurance

Corporation, Continental Reinsurance Plc. and General Reinsurance Corporation of India.

The Treaty arrangement for 2008 has been concluded with these companies and **LEADWAY** will be happy to provide further details as required.

Claims Procedure

The Company's claim settlement procedure is simple and devoid of unnecessary bureaucracy. Motor claims, for example, are registered and adjusted in all **LEADWAY** branch offices, nationwide; while settlement within specified limits are done from these branches. Amounts outside the specified limits are done either from our Corporate Office in Lagos or Registered Office in Kaduna. For other policies that might require the appointment of loss adjusters, claims may be registered at any branch office and appointment of loss adjuster will depend on complexity and location of the loss. Under an arrangement with two of our principal bankers [Citibank & Guaranty Trust Bank], we are able to use an On-line banking and fund transfer service to deliver 'claim' cheques to local branches within 12 hours of receiving the appropriate discharge voucher.

IT Infrastructure

One of the strategic objectives of the company is to continually play a leadership role in the use of information technology advancement in ensuring quality of products and services in the insurance domain, and to remain a benchmark for others in the industry. **LEADWAY** has grown from a purely manual-driven insurance outfit to a strong leading information technology-

driven company with modern day IT tools and techniques. The IT infrastructures are acquired to specification to meet the organization's IT needs and facilitate quick response to customers' requests.

Our messaging platform is powered by the Microsoft Exchange messaging tools. This tool facilitates access to e-mail messages at anytime of the day. The outlook web access allows staff to respond swiftly to customers' requests even from home while the mobile feature keeps staff working from their mobile machines where necessary. Both tools facilitate respond-to-requests anytime anywhere.

We operate a Network Operation Centre (NOC) with securely connected branches using VSAT technology that cuts across the 6 geopolitical zones of the country and several metropolitan networks based on secured wireless radio technology. This allows us integrate branch operations as well as providing online service to our customers via a secure network while still enhancing our throughputs with resources on the internet.

Our application software evolved from the thick form based oracle client interface to the more preferred thin web based client interface. All our applications run on Oracle Database Engine, a robust DBMS known for its reliability, availability and good security features.

In no more than a couple of key strokes, we are able to give accurate information on any risk assumed and the position of any claim that is settled, or still under process, including a listing of documents necessary to conclude

a claim. Altogether, we have a complete integrated system with capabilities ranging from a full cycle point of sale quotation through system underwriting to policy generation. Through our website, we are able to grant our major brokers / clients access to areas of our database that relate to their business.

The Company's decision to invest heavily on computerization is part of its corporate strategy to take advantage of the benefits offered by technology as a service enhancement tool and our preparedness to follow the trails of electronic commerce into the next century. This decision evidences the Company's commitment to the long-term success of its business and to ensuring its customers satisfaction in being able to provide fast and efficient services. **LEADWAY** engages the services of seasoned IT personnel who are professionals in their fields integrating Engineering, Communication and Software infrastructure to position the organization for the challenges in the industry.

CLIENTELE

LEADWAY transacts substantial volumes of insurance business across major industries and with major companies in Nigeria. Our clientele span the major industries like:

- ❖ Banking & Finance
- ❖ Chemicals & Paint
- ❖ Construction & Engineering
- ❖ Conglomerate
- ❖ Food & Beverages
- ❖ Manufacturing
- ❖ Oil & Gas
- ❖ Shipping

and a host of other companies in varied business endeavours.

E GENERAL INFORMATION

Registered Office

LEADWAY Assurance House
NN 28/29 Constitution Road
P. O. Box 458, Kaduna.
Phone: 062 – 249725, 243382-3, 248110
Fax : 062 – 246838

Corporate Office

LEADWAY Assurance House
121/123, Funso Williams Ave. , Iponri
P. O. Box 6437, Marina, Lagos.
Phone: 01 – 2700 700
Fax : 01 – 2700 800

E-mail: insure@leadway.com

Web site: www.leadway.com

Reinsurers

Local

Nigeria Reinsurance Corporation
Africa Reinsurance Corporation
Continental Reinsurance Plc.

International

Swiss Re Africa Limited
Munich Reinsurance Co. of Africa Ltd.

Company Secretary

Adetola Adegbayi
121/ 123 Funso Williams Avenue, Iponri,
Lagos

Consulting Actuaries

H R (Nigeria) Limited
P. O. Box 75399
Victoria Island, Lagos.

Auditors

KPMG Professional Services
22A Gerrard Road, Ikoyi
Lagos

F SUPERVISORY STRUCTURE

Board of Directors

Alh. (Shettiman) Hassan Hadejia	-	Chairman
Mrs. Abimbola A. Oyebanjo	-	Director
Mr. Umar Yahaya	-	Director
Dr. A. B. C. Orjiako	-	Director
Dr. Konyinsola Ajayi, SAN	-	Director
Mr. Jeremy Rowse	-	Director
Mr. Oye Hassan-Odukale, MFR	-	Managing Director/CEO
Mr. Olawale O. Oyedele	-	Exec. Director (Northern Operations)
Mr. T. Hassan-Odukale	-	Exec. Director (Financial Services & Systems)
Ms. Adetola Adegbayi	-	Company Secretary/ Legal Adviser

Management Staff

Mr. Oye Hassan-Odukale, MFR	-	Managing Director/CEO
Mr. Olawale O. Oyedele	-	Exec. Director (Northern Operations)
Mr. T. Hassan-Odukale	-	Exec. Director (Financial Services & Systems)
Mr. Muftau O. Oyegunle	-	General Manager (Operations)
Ms. Adetola Adegbayi	-	General Manager (Special Risks & Business Services)
Mr. Kehinde Borisade	-	General Manager (Retail)
Mr. Adebayo Okuwobi	-	Deputy General Manager (Life Operations)
Mr. Abiodun Foluso	-	Deputy General Manager (Technical)
Mr. Olasoji A. Tehingbola	-	Deputy General Manager (Info. Technology)
Mr. David A. Onilado	-	Deputy General Manager (Finance)
Mr. Adetayo A. Adekunle	-	Asst. Gen. Manager (Technical)

Deacon Clement O. Atere	- Asst. Gen. Manager (Client Services)
Mr. Okegbemi Owoseje	- Asst. Gen. Manager (Claims)
Mr. Temilolu Aduloju	- Asst. Gen. Manager (Internal Audit)
Mrs. Moji Odusoga	- Asst. Gen. Manager (Underwriting)

G PROFILE OF THE BOARD OF DIRECTORS

Alhaji Hassan Hadejia [Shettiman Hadejia] (Chairman) is a seasoned businessman and administrator. He was the founding Chairman of the Board of Directors of **LEADWAY** until 1993 when he relinquished this position to serve as the Minister of State for Petroleum Resources. He has interest in various companies.

Mrs. Abimbola Aduke Oyebanjo, a seasoned entrepreneur, holds a Bachelor of Science Degree in Insurance from the Ahmadu Bello University, Zaria. She worked briefly with NICON Insurance and **LEADWAY** Assurance Company Limited where she was Head of the Claims Department. Apart from her formal training, she has attended several workshops and seminars including the Norwich Sedqwick Insurance course. She is currently the Vice-President of Classic Jems International, a Bahrain based entity, which specializes in finished gemstones.

Mr. Umar Yahaya, a seasoned entrepreneur and administrator, holds a Masters Degree in Business Administration from the Ahmadu Bello University, Zaria. Apart from his formal training, he has attended several courses and seminars including the Advanced Management Programme from the Harvard Business School, Boston, USA and the Executive Management Programme in Strategy & Organization from the Stamford Graduate School of Business. He has served on the boards of several companies including First Bank of Nigeria Plc., and New Africa Merchant Bank Ltd. He is currently the Managing Director/Chief Executive Officer of Associated Haulages (Nig.) Limited.

Dr. A. B. C. Orjiako is a seasoned entrepreneur with interest in oil exploration activities. He is on the board of several companies involved in internal and external petroleum product carriage, well services and pipeline maintenance services. He is a keen investor in the stock market with interest in Banking and Insurance stocks.

He is a trained surgeon and holds an MB. B. C. CH/MB. BS of the University of Calabar. He is a Fellow of the West African College of Surgeons and is presently the Chairman and Medical Director of Rebs Memorial Specialist Hospital.

Dr. Konyinsola Ajayi, SAN is an academic lawyer with over 26 years wealth of experience in business particularly in areas such as Energy and Natural Resource, Banking and Finance, Construction, Engineering and Government Privatization. He took silk as a Senior Advocate of Nigeria based on his astuteness as a barrister in litigation and commercial arbitration. He is very active in the Energy and Natural resources section of the International Bar Association and has addressed several local and international fora. He is a director of the Nigerian Economic Summit Group and has rendered advisory services to the Bureau of Public Enterprises (BPE) on legal issues arising in connection with the privatization process.

He holds a Doctorate degree of the University of Cambridge, England and a Masters degree from the Harvard Law School, USA. He is currently the managing partner of Olaniwun Ajayi and Co. and sits on a number of companies' board of directors.

Mr. Jeremy Rowse is a graduate of the Rhode University, South Africa and holds a Bachelor Degree in Computer Engineering. He started his insurance career with African Life Assurance as a Marketing Manager in 1983 and rose to become the Chief Executive of the company in 2000. Under his leadership the company expanded its African operations in Botswana, Kenya and Namibia to include Zambia, Ghana and Tanzania.

Mr. Rowse served as a member of the Board of the Life Offices Association of South Africa for over 7 years, as well as serving on President Kufour's Ghana Investment Advisory Counsel (GIAC) for over 4 years, after being nominated by The World Bank. He was appointed to the board of Santam, a leading short-term insurer in South Africa, in November 2006 and now represents the IFC on the board of **LEADWAY**.

Mr. Oye Hassan-Odukale is a Member of the Federal Republic of Nigeria. He is currently serving on the Executive Committee of the African Insurance Organization and is the immediate past Chairman of the Nigerian Insurers Association. He is a product of Mayflower School, Ikenne Ogun State and a graduate of the University of Houston, Texas, USA from where he obtained Bachelor and Master Degrees in Business Administration, specializing in Finance. He started his career in insurance with SCIB & Company Insurance Brokers (then an affiliate of Sedgwicks Insurance Brokers) in 1980 and joined **LEADWAY** Assurance Company Limited in 1981.

He became the Managing Director and Chief Executive Officer of the company in 1994. He is a Munich Re scholar, being the First West African recipient of the Munich Re Insurance Fellowship at Georgia State University. He has done extensive research on Computerization of Insurance Business. Mr. Oye Hassan-Odukale is on the board of a number of reputable companies. He also served on the Federal Government of Nigeria's Committee for the review of Insurance Laws.

Mr. Olawale Oyedele, a graduate of the University of Lagos with a Bachelor Degree in Actuarial Science, oversees the entire Life Operations of the company. He qualified as an Associate of the Chartered Insurance Institute, London in 1987. He is currently serving on the Board of Vono Nigeria Plc.

Mr. Babatunde Hassan-Odukale is a graduate of the University of London and City University, London. He holds a Bachelor Degree in Pure Mathematics and a Postgraduate Diploma in Actuarial Science. He is a member of the Royal Society of Mathematics and the Institute of Actuaries. He is on the board of directors of various blue-chip companies, which includes Stanbic Bank Nigeria Limited and Union Assurance Limited (a subsidiary of Union Bank of Nigeria). Mr. Tunde Hassan-Odukale has a strong bias for Information Technology and is the head of our Strategic IT planning committee.

Ms. Adetola Adegbayi is a Legal Practitioner with extensive experience in legal research, corporate legal practice, insurance and financial services. She holds a Bachelor of Laws Degree of the University of Glamorgan in Wales and a Master of Laws Degree of the University of Bristol, England, graduating with distinction in Jurisprudence. She is also an Associate of the Chartered Insurance Institute, London and the Chartered Institute of Arbitrators, UK.

H PROFILE OF THE MANAGEMENT TEAM

Mr. Muftau Olakunle Oyegunle graduated from the University of Ibadan with a Bachelor degree in Sociology. Mr. Oyegunle is a Fellow of the Chartered Insurance Institute, London and has extensive experience in insurance underwriting. Apart from his formal training, he has attended several courses and seminars including the Advanced Course in General Insurance organized by the Swiss Insurance Training Institute.

Mr. Kehinde Borisade is a Fellow of the Chartered Insurance Institute of London and Nigeria as well as a Chartered Insurance Professional (CIP) of the Insurance Institute of Canada. He is a graduate of Agricultural Economics from the University of Ibadan and holds a Masters of Science Degree (Marketing) from the University of Lagos.

He started his insurance career with American International Insurance Company (AIICO) in 1990, where he rose from an Underwriting trainee to the position of Marketing & Corporate Affairs Manager. He pioneered the establishment of AIICO's Direct Sales Center, Life Operations in 1993.

Mr. Borisade has held management positions in various insurance firms including Cornerstone Insurance Plc as General Manager and AIICO Insurance Plc as the Executive Director (Technical). Until his appointment with **LEADWAY**, Mr. Borisade was the Managing Director/Chief Executive Officer of Standard Alliance Insurance Plc.

Mr. Adebayo Okuwobi is a graduate of the University of Lagos and holds a Bachelor of Science Degree in Actuarial Science. He has extensive experience in Pensions Business Underwriting and Product Development. His last assignment before joining **LEADWAY** was in the design and implementation of the AMIF fund at AIICO Insurance Plc.

Mr. Abiodun Foluso is a graduate of the University of Lagos from where he obtained Bachelor and Master Degrees in Political Science and Public Administration. He is an Associate of the Chartered Insurance Institute London and Nigeria.

Mr. Abiodun Foluso joined **LEADWAY** in 1987 as a middle level management staff and has headed several technical departments. He has attended a number of local and international courses and has an advance Certificate in General Insurance from the Swiss Insurance Training Institute.

Mr. Olasoji Adegboye Tehingbola holds a Bachelor of Science Degree in Computer Science of the University of Ibadan and a Master degree in Business Administration with bias in Finance of the Lagos State University. He is a member of the Oracle Users' Groups (International and UK).

Mr. Olasoji Tehingbola joined **LEADWAY** in 1993 as a middle level management staff in the Information Technology department after a stint with Sun Insurance Plc. He has attended several local and international courses and seminars.

Mr. Adetayo Adeyemi Adekunle graduated from the University of Ife (now Obafemi Awolowo University, Ile-Ife) with a Bachelor degree in Agricultural Economics. He is an Associate of the Chartered Insurance Institute of Nigeria and has had extensive experience in insurance underwriting.

He has attended a number of Technical and Management programs including the Advance course in General Insurance of the Swiss Insurance Training

Institute and the Advance Management Program of the Lagos Business School. He joined **LEADWAY** in January 1988.

Mr. David A. Onilado is a chartered accountant and an alumnus of the Ambrose Alli University (formerly Edo State University) from where he obtained a Master degree in Business Administration. He has extensive experience in planning and implementing financial and business strategies and has been instrumental in developing accounting systems, policies and procedures for some companies including Industrial and General Insurance Company Limited and Guaranty Trust Assurance Limited.

Mr. Onilado is also a Fellow of the Institute of Chartered Accountants of Nigeria, Institute of Chartered Secretaries and Administrators, London and an Associate of the Nigerian Institute of Management.

Deacon Clement Olusegun Atere is a Fellow of the Chartered Insurance Institute of Nigeria. He is also an associate of the Chartered Insurance Institute, London and an alumnus of the Lagos State University from where he obtained a Master degree in Business Administration with specialty in Marketing.

A seasoned Underwriter, he has held management positions in various insurance firms including Metropolitan Trust Insurance Company Limited as Head of the Technical division and Equity Indemnity Insurance Company Limited AGM, Operations. Until his appointment with **LEADWAY**, Deacon Atere was the Managing Director/Chief Executive Officer of Atlantic Insurance Company Limited, a position he held from 1996. He has attended several local and international courses and conferences.

Mr. Okegbemi Owoseje is a graduate of the Kaduna Polytechnic from where he obtained a Higher National Diploma in Marketing. He is also an associate of the Chartered Insurance Institute, London. An expert marine underwriter,

he is particularly versed in marine transportation insurance and certification and was past secretary and later chairman of the Marine Offices Committee, Nigerian Insurance Association. He is the current chairman of the Cargo sub-committee of the Marine Offices Committee.

Mr. Owoseje has attended several courses and conferences including the Advanced Non- Life Insurance course by Swiss Re International Training Course, Zurich, the Advanced Management Programme of Lagos Business School, Lagos and various conferences held by the International Union of Marine Insurers. He currently oversees **LEADWAY's** non-life claims operations.

Mr. Temilolu Aduloju is a chartered accountant and an alumnus of the Federal Polytechnic Bida and Obafemi Awolowo from where he obtained a Higher National Diploma in Accounting and a Master degree in Business Management respectively. He has attended several courses in the fields of finance, banking, investments, credit/risk analysis and insurance and has held management positions in various financial services companies. He was, until his appointment with **LEADWAY**, the Assistant General Manager (Investment Unit) of Royal Exchange Assurance of Nigeria Plc.

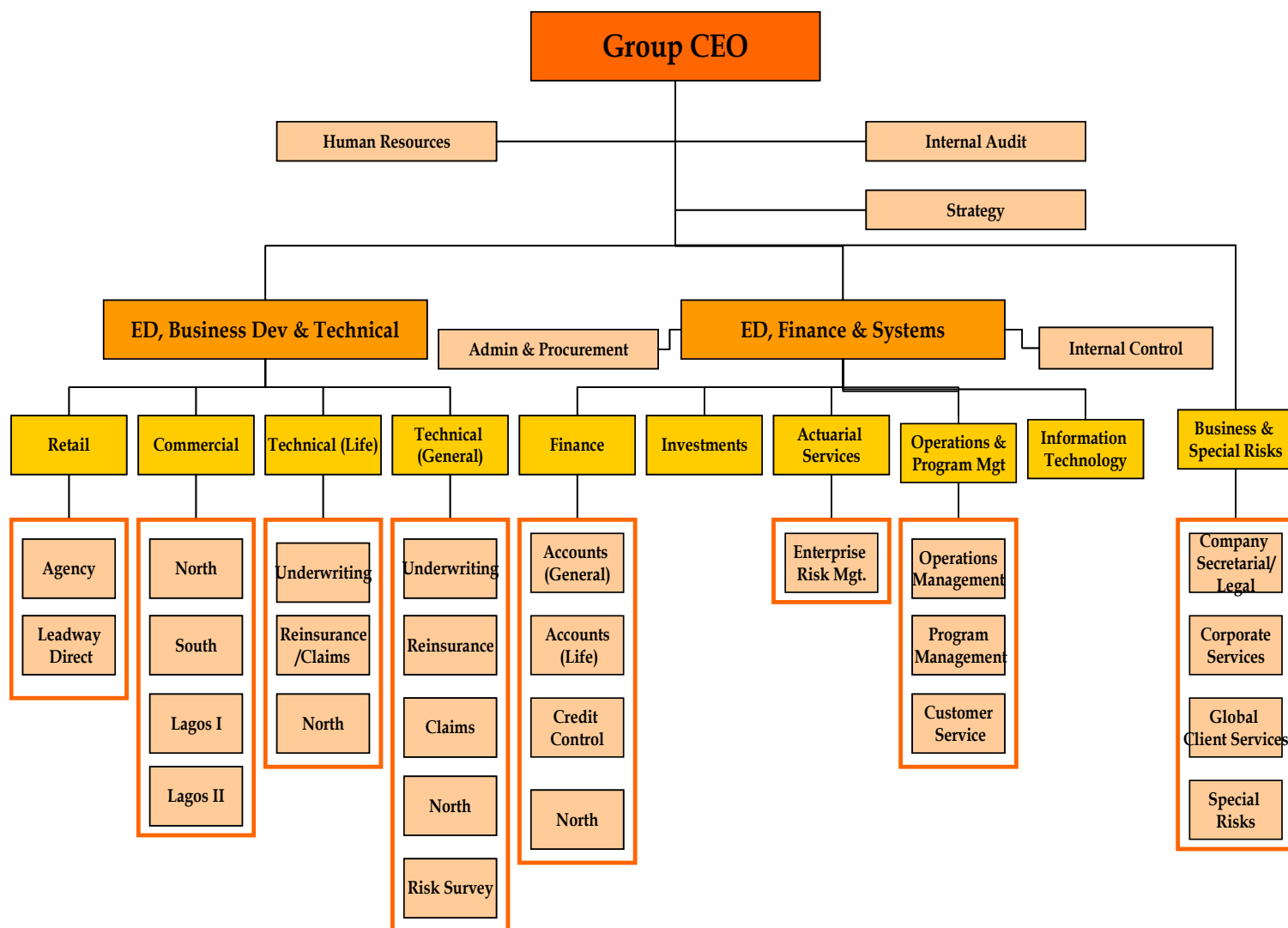
Mr. Aduloju is a Fellow of the Institute of Chartered Accountants of Nigeria and an Associate of the Chartered Insurance Institute of Nigeria, Chartered Institute of Taxation of Nigeria and the Nigerian Institute of Management.

Mrs. Moji Odusoga is a general risk management and insurance practitioner, CIP, ACII qualified. Prior to her appointment at **LEADWAY**, she was a risk and insurance advisor for the London Borough of Camden.

Mrs. Odusoga holds a Postgraduate Diploma in Risk Management & Insurance Studies of the Nottingham University and an HND in Business & Public Policy of the Bradford F.E. College both in the UK.

I ORGANOGRAM

LEADWAY has to its credit a crop of stable and well-experienced staff with extensive experience in insurance business. The chart below represents the organizational structure of the company.



J BRANCH OFFICES

LEADWAY has a branch network spread all over the country to efficiently cater for clients' needs. Apart from our Registered and Corporate Offices in Kaduna and Lagos respectively, other offices include:

<u>S/N</u>	<u>BRANCH</u>	<u>ADDRESS</u>	<u>TELEPHONE</u>	<u>FAX NUMBER</u>
1	Abuja	Plot 48 Aguiyi Ironsi Street (After British High Commission), Maitama P.M.B. 275 Abuja	0802 223 5873 4130646-7	09-4130642 09-
2	Abeokuta	13 Lalubu Street, Oke'lewo	0803 322	039-242693

		P.M.B 2176, Abeokuta	8120 039-241275 039-774207		
3	Akure	NACRDB Building Ado – Owo Road, Alagbaka P.O. Box 790, Akure	0803 3700 034-217082	080	034-240534
4	Benin	84 Akpakpava Street Benin City	0805 7422 0802 4114 052-881162	551 340	
5	Calabar	141 Ndidem Usang Iso Road/ Marian Road, Calabar	0802 6228 087-239295-6	324	087-239295-6
6	Enugu	Akalaka House (2 nd floor) 127/129 Chime Avenue New Haven, Enugu	0802 3667 042-303478	304	042-250458
7	Ilorin	5A Abdul-Wahab Folawiyo (Unity) Road P.M.B. 1538, Ilorin	0803 2969 031-222208 031-741495	474	031 - 223598
8	Ibadan	Marbella House 96, Ring Road P.O. Box 872, Ibadan	0802 4284 02-2316631	332	02-2318903
9	Jos	55, Murtala Mohammed Way P.O. Box 766, Jos	0802 5815 073-462685	223	073-463648
10	Kano	Fustan House 25 Zaria Road Gyadi-Gyadi Round About P.O. Box 1005, Kano	0802 8654 064-667609	223	064-667953
11	Makurdi	Last Floor, 8 Railway bye pass, High Level, near Zenith bank P.O. Box 828, Makurdi	0802 3737 044-533180	552	044-533180
12	Osogbo	Lagbaja House Old Coca-Cola Depot Km 2, Gbogan–Osogbo Road	0802 8018 0905	223 541	

5302
035-207975

13	Port Harcourt	8 Igbodo Street, Old GRA P.O. Box 1969, Port Harcourt	0802 8655 084-239964-5 084-234355	223	084-234352
14	Sagamu	136 Akarigbo Street Opposite Mobil Filling Station Ijokun, Sagamu	0805 1398 037-781651	611	037-781651
15	Sokoto	7 Kano Road Opp. Central Bank of Nigeria P.O. Box 140, Sokoto	0802 4008 060-232595	345	060-237376
16	Uyo	164 Ikot Ekpene Road (3 rd Floor), Uyo	0805 4266 085-200761	505	085-200375
17	Warri	Ecobank Building 60 Effurun/Sapele Road P.O. Box 4188, Warri	0803 5245 053 - 253390 053 -321172	391	053-252009
18	Yenagoa	209 Yenagoa-Mbiama Road Opp. state House of Assembly, Amarata	0803 9334 089-490597	723	089-490597
19	Zaria	Last floor, UBA building by PZ Kaduna Road P.O. Box 400, Zaria	0802 3787 069-332397	900	069-332397

AGENCY OFFICES

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MAIDUGURI

MINNA

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ADO-EKITI