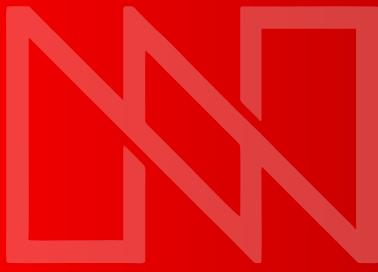




MULTILINE INSURANCE BROKERS LTD

# PROPOSAL



# **MULTILINE INSURANCE BROKERS LTD**

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We understand the challenges you face as a business owner. Your business involves handling staff, volumes of stock, cash, and transportation logistics, all of which come with unique risks. Our deep understanding of these operational challenges positions us perfectly to offer bespoke insurance solutions that safeguard your assets, employees, and revenue streams.

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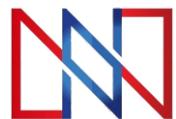
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# Introduction

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## About Us

Multiline Insurance Brokers Limited is a licensed insurance brokerage firm with over 25 years of industry experience, approved by the National Insurance Commission (NAICOM) and a member of the Nigerian Council of Registered Insurance Brokers (NCRIB). Our mission is to deliver top-notch insurance brokerage services that provide our clients with peace of mind by minimizing risks and promoting business continuity.

The Company is incorporated, as a private limited liability company with the share capital of N50,000,000.00, Fully paid up.

## Why Choose Us

We focus on building long-term relationships with our clients by offering personalized insurance solutions at the best market rates. Our expertise and industry relationships ensure that your business is protected with comprehensive insurance solutions, while also keeping your insurance costs as low as possible.

## Our Objectives

Our goal is to help you mitigate business risks and reduce insurance costs while securing appropriate, tailored coverage for your operations. We work to: Minimize your risk exposure. Ensure fast and efficient claims processing. Offer insurance solutions that maximize value for money.



# Our Management Team

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## **PETER OLUFEMI OGUNNIRAN (MD/CEO)**

Peter Olufemi Ogunniran is a seasoned insurance expert with over 25 years of experience across the brokerage and underwriting sectors in Nigeria. Starting his career in 1991 at Nigeria Life and Pensions Consultants Ltd., he advanced to senior roles at Aiico Insurance Plc. and gained international exposure in underwriting and risk evaluation. He holds a B.Sc. from the University of Lagos, a Associate member of the Chartered Insurance Institute of Nigeria (CIIN) and has undergone extensive professional training.

## **MORENIKE APATA (COO)**

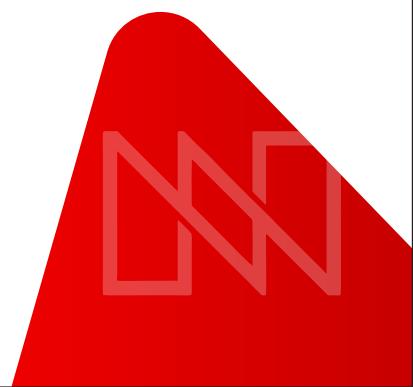
With over 20 years in life assurance and general insurance, Morenike Apata brings a wealth of experience to her role as Chief Operations Officer. Her career includes senior leadership roles at Nigerian Life and Pension Consultant Ltd., NLPC Pension Fund Administration Ltd., and Peril Guard Insurance Brokers Ltd. She holds an HND in Secretarial Studies and is Associate member of the Chartered Insurance Institute of Nigeria (CIIN).

## **JIMO ADEWALE SALAU (EXECUTIVE CONSULTANT)**

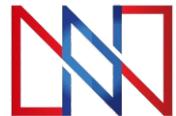
Jimoh Adewale Salau, with over 20 years of experience, is a seasoned financial professional. He has held leadership roles, including Managing Director at Capital Express Global Trustees Ltd. and CFO at Capital Express Assurance Limited. His expertise spans finance and insurance, making him a key asset.

## **OLUWOLE ADEYEYE (CHIEF MARKETING OFFICER)**

Oluwole Adeyeye, a marketing expert with 20 years in the insurance and pension sectors, retired as Deputy General Manager of NLPC PFA. He holds an HND from The Polytechnic Ibadan and an MBA from Lagos State University. A member of CIIN and NIM, he is known for his motivational leadership and sales acumen.



# The Business Risks



Businesses face several critical risks that must be managed. Based on our research and market data, we have identified the following specific risks that can impact your business:

01

**FIRE HAZARDS** can destroy your stock and halt operations, leading to financial loss and customer dissatisfaction. Recent data shows that over 60% of fires in Nigeria result from electrical faults and improper handling of combustible materials.

02

**BURGLARY AND THEFT RISKS** are prevalent, especially considering the high value of business stocks.

03

**EMPLOYEE DISHONESTY**, particularly regarding cash and inventory handling, could lead to significant losses. Employee theft is estimated to account for up to 20% of business-related losses in Nigeria.

04

**TRANSPORTATION RISKS**, such as accidents, theft, or damage during transit, can disrupt your supply chain.

05

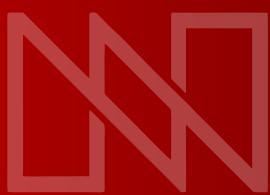
**LEGAL OBLIGATIONS**, such as providing **GROUP LIFE ASSURANCE** for your employees, ensuring their security and your compliance with national labor laws.

# The Insurance Solutions

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At Multiline Insurance Brokers, we don't just sell policies—we provide comprehensive risk management services. We work closely with you to:

- 01** Conduct a detailed **RISK ANALYSIS** of your business and identify potential gaps in your current coverage.
- 02** Offer **CUSTOMIZED INSURANCE SOLUTIONS** that meet your business's exact needs, from fire and burglary insurance to employee fidelity guarantees and transportation coverage.
- 03** Advocate on your behalf during the **CLAIMS PROCESS** to ensure a timely and fair settlement.
- 04** Provide **RISK MANAGEMENT ADVICE**, including fire safety protocols, secure practices, and transportation safety guidelines, to minimize the likelihood and severity of incidents.
- 05** As insurance brokers, we leverage our wide network of reputable insurance companies to compare and negotiate the **BEST COMPETITIVE RATES** in the industry, ensuring you get the best value.



*We work for you,  
Not the Insurance  
Company.*

# Insurance Policies

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## Fire & Special Perils

This policy protects your business against fire, lightning, explosion, and other related perils such as flooding and storm damage.

**Case Study:** A business experiences fire that destroyed millions worth of stock. The fire and special perils policy fully covered the loss, and the insurer will settle the claim within three months. This allowed the business to restock and continue operations without long-term disruption.

## Theft & Burglary

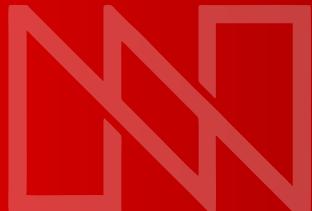
Burglary insurance covers the loss of goods due to forcible entry into your premises and damage caused during the burglary.

**Example:** A business suffers a break-in, resulting in the theft of property. Thanks to burglary insurance, they can be fully compensated for the stolen goods and building damage.

## Fidelity Guarantee

This policy protects your business from financial losses due to dishonest actions by your employees.

**Example:** An employee is found guilty of stealing goods. The fidelity guarantee policy covered the loss, ensuring the company received compensation swiftly.



# Other Insurance Policies



## Marine

This policy covers losses or damages related to the transportation of goods or operation of vessels over water. It includes:

- Marine Cargo Insurance:** Covers goods being transported by sea or air against loss, theft, or damage.
- Marine Hull Insurance:** Covers physical damage to the ship or vessel itself.

**Case Study:** A shipment of electronics from China to Nigeria is damaged due to rough sea conditions. The marine cargo insurance reimburses the value of the damaged goods. In another case, if a fishing trawler sustains hull damage from a submerged object; the marine hull policy

## Health

This policy covers medical expenses, including hospital stays, surgeries, medications, and regular health checks. It can be purchased for individuals, families, or employees as a group benefit.

**Case Study:** A company provides health insurance for its employees. The policy covers surgery and hospital expenses, reducing out-of-pocket costs and ensuring prompt medical care.

## Engineering

This policy covers construction projects, equipment, and engineering-related risks. Types include:

**Contractors All Risk (CAR):** Covers construction sites and materials against theft, fire, or structural damage.

**Plant All Risk (PAR):** Covers construction machinery and equipment on-site or in transit.

**Machinery Breakdown:** Covers sudden and unforeseen mechanical failures in installed machines.

**Case Study:** During a building project, a crane can fall due to mechanical failure, halting operations. The plant all risk insurance covers repairs, while the contractors all risk insurance covers damage to the site, minimizing project delays and costs.

# Other Insurance Policies

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## Money In Transit

This policy covers cash and valuables during transportation from one location to another, protecting against theft, robbery, or accidental loss.

**Case Study:** An armed robbery incident occurred while transporting N5 million in cash to the bank. The insurance policy reimbursed the full amount covered of the stolen cash, reducing the financial loss.

## Group Life Assurance

Mandated by law, this policy provides death benefits for your employees, offering their beneficiaries compensation equal to three times their annual salary if they die in service.

**Example:** A key staff member of a company passes away unexpectedly. The group life assurance policy ensured that the employee's family received the agreed benefits without delay.

## Goods In Transit

This policy covers goods being transported by road, rail, or other means, providing compensation in case of accidents, theft, or damage during transit.

**Case Study:** A truck carrying stock is involved in a road accident, resulting in the loss of half the goods. Thanks to the goods in transit insurance, the company will be compensated, ensuring minimal financial loss.

## Motor Insurance

This policy covers your business vehicles against damages from accidents, theft, or third-party liabilities.

**Case Study:** One of the delivery vans of a business is involved in a collision, causing severe damage. The comprehensive motor insurance covered the repair costs and third-party liabilities, allowing the company to resume operations quickly.

# Some of our clients

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PRIVATE SECTOR CLIENTS	SUM INSURED
<b>Multiline Insurance Brokers Building (Gbagada)</b>	<b>190,000,000</b>
<b>Segosh Hotels and Suites</b>	<b>1,650,000,000</b>
<b>Arc View Investment Ltd</b>	<b>62,640,000</b>
<b>Rodon Integrated Farms</b>	<b>72,000,000</b>
<b>Amaiden Energy Nigeria Ltd</b>	<b>559,225,000</b>
<b>New Earth Farms</b>	<b>600,000,000</b>
<b>The Untamed Ltd</b>	<b>115,040,900</b>
<b>Just Electron Communication Nigeria Ltd</b>	<b>35,000,000</b>
<b>Globus Resources Ltd</b>	<b>38,100,000</b>
<b>Central Park Hotel</b>	<b>71,095,200</b>
<b>Premier Standard</b>	<b>16,019,887,224</b>
<b>Over 120 Vehicles Insured</b>	

## PUBLIC SECTOR CLIENTS

**Lagos State Global Insurance**

**The Nigerian Maritime Administration And Safety Agency**

**The Nigerian Ports Authority**

**The Head Of The Civil Service Of The Federation**

**The Nigerian Railway Corporation**

**The Nigerian Security Printing and Minting PLC**

# Pricing & Terms

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Using an insurance broker like Multiline does not add to your insurance costs, as brokers are paid commissions directly by insurance companies. In fact, our services often result in cost savings for clients. Here's how:

## 01 **MARKET EXPERTISE:**

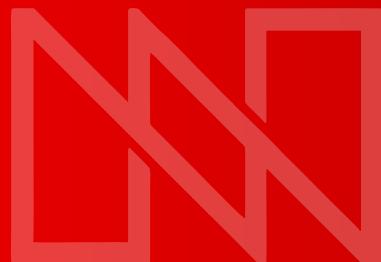
Our relationships with multiple insurers allow us to negotiate better deals on your behalf, ensuring you get the best market rates.

## 02 **TAILORED SOLUTIONS:**

We assess your exact coverage needs, helping you avoid paying for unnecessary insurance.

## 03 **CLAIMS ADVOCACY:**

We ensure that your claims are processed efficiently, reducing the risk of unpaid or delayed claims.





At Multiline Insurance Brokers Limited, we are dedicated to ensuring the best protection possible for its unique business risks. We are ready to help you mitigate the risks associated with your operations, whether it be warehousing, transportation, or employee-related risks.



**Phone:**

+234 803 491 6914

+234 810 450 5874

**Email:**

info@multilineinsbrokers.com

**Website:**

[www.multilineinsbrokers.com](http://www.multilineinsbrokers.com)

**Head Office:**

No.3 Ibrahim Onashokun street,  
Gbagada, Lagos. (Owned building)

**Abuja Office:**

Suit B008, QUAD Plaza,  
Plot 536, Amen Ebute Street,  
Wuse District, Abuja.

