



**LINKAGE**  
**ASSURANCE PLC**  
RC: 162306

Plot 20, Block 94 Lekki-Epe  
Expressway Lekki, Lagos  
Tel: 07054492984

## SHAREHOLDERS QUARTERLY BULLETIN

JUNE 2017

### NAICOM Approves Linkage Assurance 2016 Financial Statement

The National Insurance Commission (NAICOM) has approved the Company's 2016 Annual Audited Accounts. The Commission disclosed this through a letter dated 14th June 2017 signed by its Director (Supervision), Mr. O. Oba.

This puts Linkage Assurance in full compliance with S.26 of the Insurance Act 2003 which provides that an insurer shall not later than 30th June of each year, submit its statement of accounts to the Commission for approval. **The accounts were approved without queries from NAICOM.**

Dr. Apere assured that the company will always comply with the provisions of the law. He added that the board and management are elated that the Company was able to secure the approval of NAICOM before the June 30th deadline.

### Highlights of the 2016 Financial Statement

The Company recorded a gross written premium of ₦4.03 billion in 2016 evidencing a 6% growth from ₦3.78 billion in 2015, the major contributor being the Oil and Gas class. The underwriting profit from business operations grew by 55296% to ₦701 million from ₦1.2million caused by improved underwriting processes compared to 2015. The 2015 dividend income from Stanbic IBTC Pension Limited that was not received during the year led to a drop of 36% to ₦951million from ₦1.4 billion.

Our profit before tax grew marginally by 2% to ₦544million from ₦508million in 2015. This was majorly attributable to the drop in investment income.

Despite the harsh business environment the company reported underwriting result of ₦720, 584 million and net operating result of ₦942, 682 million in the year under review.

Linkage Assurance Plc has come out of the woods as a full year underwriting profit surged 56,773% as a result of improved underwriting processes amidst a myriad of changes bedeviling the insurance industry. For the year ended December 31 2016, the Company's underwriting profit increased to ₦720.58 million from ₦1.26 million the previous year.

The Company's efficient underwriting capacity was also underpinned by strong growth in premium income and reduction in reinsurance expenses.

Net premium income was up 16%. Gross premium income and gross premium written increased by 8% percent and 6% percent respectively.

### Linkage Assurance Maintains Strong Growth As PAT Grows 167% In Q1 of 2017

Linkage Assurance Plc is set for a strong growth this year as major indices, according to the Company's unaudited first quarter results for the period ended 31 March, 2017, show a significant increase over the 2016 results.

The results released at the Nigerian Stock Exchange (NSE) shows a 167% growth in Profit Before Tax (PBT), which rose from ₦665.68 million in 2016 to ₦1.78 billion during the review period, while Profit After Tax (PAT) also inched remarkably by 167% to ₦1.42 billion in the review period against ₦532.55 million in 2016.

Linkage also grew its investment income by 993.5% from ₦125.01million in 2016 to ₦1.37 billion in 2017.

Thus, the Company is optimistic that this growth will be sustained for the remainder of the year and looks forward to making good returns on investment to its shareholders.

Dr. Pius Apere, Managing Director/CEO, Linkage Assurance Plc., said "the Company will continue to refine its strategy in line with the political, economic, sociological and technological changes in the industry. He added that Linkage will "continue to develop innovative products, alternative channels of distributions and strategic initiatives that will enable us achieve our corporate goals and objectives. With a medium-to-long term perspective, we believe that we will benefit from growth in these initiatives."

### Improved Operational Efficiency

To improve operational efficiency, the Company has commenced internet connectivity to all the branches. The Ilepeju, Abuja and Portharcourt branches are already connected while other branches will soon be part of it.

Commenting on the cheery news, the Managing Director, Dr. Apere stated that "the company will consolidate on the on-going initiatives to improve operational efficiency so as to reduce the cost of doing business, improve business processes, eliminate wastages and achieve higher margins in the Company's core business".

**LINKAGE ASSURANCE PLC SHARE PRICE RISES IN THE CAPITAL MARKET**

The value of Linkage Assurance Plc prices rises to 64 kobo in the Capital Market. In the 26 years of the Company this is the first time the Company's share price is rising above its 50 kobo nominal share price. Apparently elated by the historic fit, the Managing Director, Dr. Pius Apere stated that the development is the beginning of better days for the Company in general and shareholders in particular

He assured shareholders that the Management and the Board will continue to initiate products that will give them value for their investment.

**Closing Gong Ceremony at Nigerian Stock Exchange (NSE)**

The Nigeria Stock Exchange honoured the Managing Director/CEO Dr. Pius Apere with a Closing Gong Ceremony (CGC) on Friday 21st April, 2017. The Exchange noted that the platform was to introduce Dr. Pius Apere to the capital market community.



From Left-Right: General Manager Marketing, Linkage Assurance Plc, Mrs. Joyce Ojemudia; Executive Director, Capital Markets, Nigerian Stock Exchange (NSE), Mr. Haruna Jalo- Waziri; Managing Director/CEO, Linkage Assurance Plc, Dr. Pius Apere, and Non-Executive Director, Linkage Assurance Plc, Imo Oyewole during the closing gong ceremony at the Nigeria Stock Exchange in Lagos recently.

During the ceremony, Dr. Apere remarked that Linkage has repositioned itself to demonstrate innovation and creativity by designing and launching budget-friendly insurance products in order to deepen the insurance penetration required within the Nigerian Insurance Industry.

He said that the ongoing reforms in the Nigerian Insurance sector being driven by the National Insurance Commission (NAICOM) would increase industry capacity for big ticket accounts, greater contribution to GDP and more value creation for shareholders. In his words, "One of the reforms, 'Risk Based Capital Regime

in the Risk Based Supervision Framework,' would further redefine the way insurance is delivered in this country and offer more rewarding benefits to the generality of Nigerians."

The ceremony was aired live on CNBC Africa.

**Radio Live Appearance and Campaign**

To promote the Company's new retail products (Linkage Citadel Shield Plan, Linkage Event Exclusive, Linkage Purple Motor Plan, Linkage Property Insurance Plan, Shop Comprehensive Plan, Third Party Plus, and Linkage SME Comprehensive Plan) earlier launched in the first quarter of 2017, the Company during the second quarter of 2017, launched radio commercials. The Company's head of Business & strategy, Mr. Imo Imo made live appearances on Wazobia FM in Lagos and Abuja, Radio Rivers in Port Harcourt and Bayelsa in Yenagoa.

The radio campaign comprised of jingles, hypes and live appearances. The purpose was to create awareness and inform the general public about Linkage new retail products particularly the Third Party Plc., an initiative brought to market by Linkage to cushion the effects of the harsh economic climate caused by the recession on motorists.

The media campaign has reawakened the Linkage Assurance PLC brand in the insuring public as evidenced by the increased traffic to enquire about the companies offerings particularly in the Port Harcourt market. There has also been increase in the sales of the Third Party Plus and other retail products especially Citadel Shield (GPA/PA for schools).

**New Company Secretary at Linkage Assurance Plc**

The erstwhile Company Secretary/Legal Adviser, Mrs. Kehinde Ayodele resigned from the Company effective 16th June, 2017. Mr. Moses Omorogbe resumed as the new Company Secretary on 19th of June, 2017. Mr. Omorogbe Moses is a Lawyer and a member of the Institute of Chartered Secretaries and Administrators of Nigeria (ICSAN).

Signed

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