



AON | Global Network Correspondent

# SECURING AFRICA'S FUTURE



Risk. Reinsurance. People.

*"Innovation and agility are at the heart of how we deliver world-class products and services suited to the African marketplace. Our data-driven insights on the African market enable us to deliver custom-made and homegrown solutions geared to help our clients meet the future in more predictable ways."*

- Joe Onsando, CEO Minet Group

## A HISTORIC MILESTONE IN THE RISK ADVISORY INDUSTRY



**Minet is a well-known and trusted brand across many of our markets. It is a name with deep roots in Africa.**

The rebirth of Minet marks an historic milestone in the risk advisory industry. Minet is a pan-African brand with an extensive African footprint, owned & led by Africans for Africans.

Minet and Aon will continue to have a close working relationship, which leverages Aon's global expertise, strengthened by our local knowledge and experience. As Aon's largest global network correspondent, Minet will be the partner of choice for businesses across Africa and continue to provide the same exceptional service to all clients across Africa.

We look forward to mutual success as we embark on this new journey.



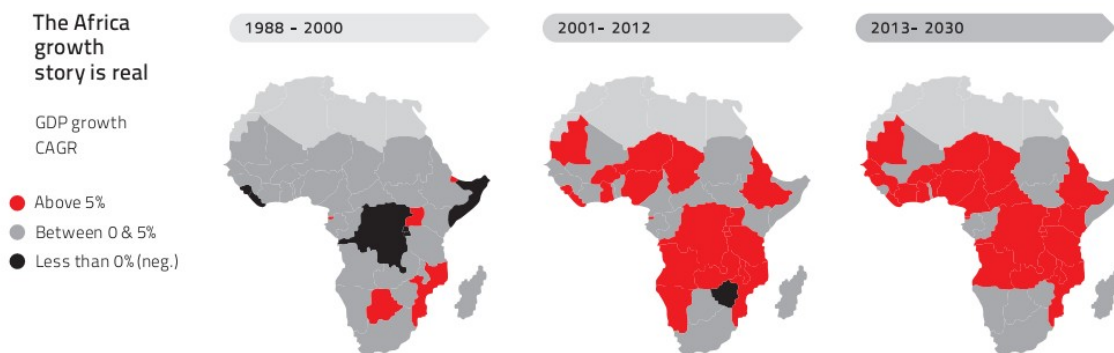
Joe Onsando  
CEO Minet Group

## AFRICA RISING

Africa is the second fastest growing region in the world. Low market penetration and one of the world's highest returns on foreign investment are giving way to rising consumer demand, record development of infrastructure and the adoption of new technologies.

Source: [www.afdb.org](http://www.afdb.org)

According to Ernst & Young's report, *Africa 2030: Realizing the Possibilities*, as a result of growth drivers including sound macro-economic management, improvement in business environments, diversification, political reform and technology, 24 of Africa's economies are projected to grow at a rate above 5% between 2013 and 2030.



Source: [www.ey.com](http://www.ey.com)

However, continued global political instability and economic uncertainty has made the world increasingly unpredictable, creating a

duality of opportunity and risk.  
Minet is perfectly resourced  
and positioned to meet these  
challenges and advise clients.

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Minet is a trusted pan-African advisor that meets the uncertainties of tomorrow by delivering risk and human capital solutions today. **As the largest Aon Global Network Correspondent, Minet has access to a network of over**

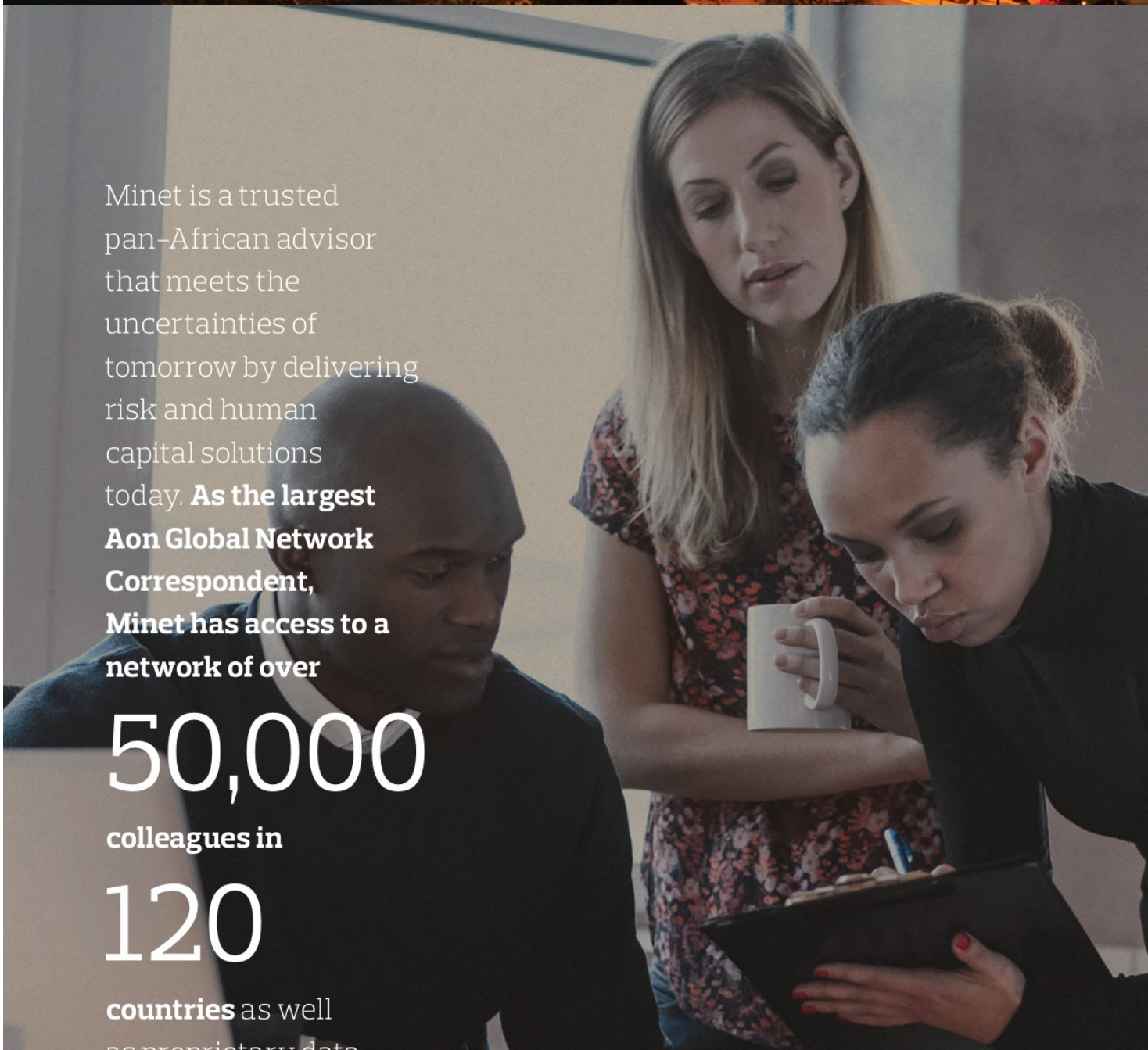
**50,000**

colleagues in

**120**

**countries** as well

as proprietary data



as proprietary data,  
research and analytics  
which enable us to  
manage and secure the  
risks of tomorrow and  
provide clients with an  
unrivalled advantage.



**Our Vision**

Securing Africa's Future.

**Our Mission**

To be Africa's trusted risk advisor by delivering innovative and relevant risk and human capital solutions; growing sustainable partnerships and making a meaningful contribution to the communities we serve.

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## HOW DID WE GET HERE

**Our journey started almost 70 years ago** as JH Minet Company. In 1997 Aon, the leading global provider of risk management, human resource consulting and outsourcing, acquired the U.K. shareholder, London Minet, as part of their African expansion strategy.

As a result, the company became Aon Minet, and subsequently Aon. In 2017 private equity firm Capitalworks acquired Aon's shareholding in several African operations, alongside local shareholders including governments in many markets, which has created what is now Aon's largest Global Network Correspondent.

**With extensive coverage across Africa**, Minet is uniquely positioned to deliver risk advisory solutions and insights that reduce volatility and improve performance, providing an unrivalled advantage to clients.

**Aon** | Global Network Correspondent

Our integrated risk and human capital solutions are drawn from a deep understanding of the African market, rooted in over 70 years of on the ground experience and relationships.

**Risk. Reinsurance. People.**



1949 - 1997



1997 - 2017

"We maintain a positive outlook for sub-Saharan Africa as an exciting operating environment. Our pan-African strategy is focused on supporting our colleagues and collaborating closely with local leaders and partners. We believe that empowering colleagues and partners is the most effective way to serve our clients and unlock growth potential."

**John Cullen**  
CEO, Aon Risk Solutions EMEA

"Our range of products and services has greatly increased and diversified since the inception of the company, in keeping up with the rapidly changing economic and social changes affecting risk and people in Kenya."

**Sammy Muthui**  
Managing Director Minet Kenya  
(27 years in the industry, 24 years with Aon)

"What sets Minet apart is our ability to create relevant solutions designed to meet African risk conditions. This is achieved by

By Solution	By Industry
<p><b>Risk.</b> Actuarial Services Affinity &amp; Group Insurance Art, Jewellery &amp; Other High Value Assets Business Continuity Management Captive and Insurance Management Casualty/Liability Claims Management &amp; Advisory Construction All Risk Crisis Management Crop &amp; Yield Insurance Cyber Crime Data, Analytics &amp; Benchmarking Directors' &amp; Officers' Liability Employers Liability/Workers' Compensation Enterprise Risk Management Environmental Errors &amp; Omissions Event Cancellation Financial Lines Flood Insurance Funeral Insurance Global &amp; Pan-African Group Programs Home Owners &amp; Household Contents Insurance Key Man Insurance Kidnap &amp; Ransom Marine Cargo &amp; Hull Mergers &amp; Acquisitions Mortgage Insurance Motor Insurance Comprehensive &amp; Third Party Personal Accident &amp; Third Party Liability Political Risk Products Liability &amp; Recall</p>	<p>Aerospace Automotive Agriculture, Forestry, Life Stock &amp; Fishing Aviation Construction &amp; Engineering Educational Services, Schools &amp; Universities Financial Institutions &amp; Leasing Companies Food &amp; Beverage Infrastructure Healthcare Services, Hospitals &amp; Clinics Lodging &amp; Accommodation Industrial &amp; Materials Life Sciences Manufacturing Marine Media &amp; Information Services Mining &amp; Quarrying Oil &amp; Gas Pharmaceutical &amp; Chemicals Power &amp; Energy Professional, Scientific &amp; Technical Services Public Sector Real Estate Retail Trade Sports, Leisure, Recreation &amp; Entertainment Technology &amp; Communications Transportation, Logistics &amp; Warehousing Travel &amp; Tourism Utilities Wholesale Trade</p>

maintaining long term relationships with our clients, a thorough knowledge of the local environment and the products available, as well as access to African and global markets where required."

**Henk Schlechter**  
Managing Director Minet Namibia  
(24 years in the industry, 6 years with Aon)

Professional Indemnity  
Property  
Risk Surveys & Advisory  
Surety  
Terrorism  
Trade Credit  
Weather Insurance

**Reinsurance.**  
Data, Analytics & Benchmarking  
Facultative Reinsurance  
Treaty Reinsurance

**People.**  
*Talent*  
Best Employer Studies  
Compensation Consulting Services & Surveys  
Data, Analytics & Benchmarking  
Employee Benefit Consulting  
Employee Engagement  
Global & Pan-African Group Benefits  
HR Consulting  
Talent Management & Rewards

*Retirement*  
Actuarial Services  
Investment Consulting  
Pension Plan Consulting & Administration (DC/DB)  
Retirement Consulting

*Health*  
Employee Wellness Programs  
Health & Benefits Consulting  
Healthcare Capitation Services  
Medical Aid Insurance & Group Schemes  
Medical Aid Administration & Claims Management  
Risk Benefits Insurance  
(Critical Illness, Disability, Gap Cover, Group Life, Funeral, etc.)

## OUR HEART IS IN EVERYTHING WE DO

"The mark of our success over the years is that we understand the market, are reliable and trusted by clients and communicate

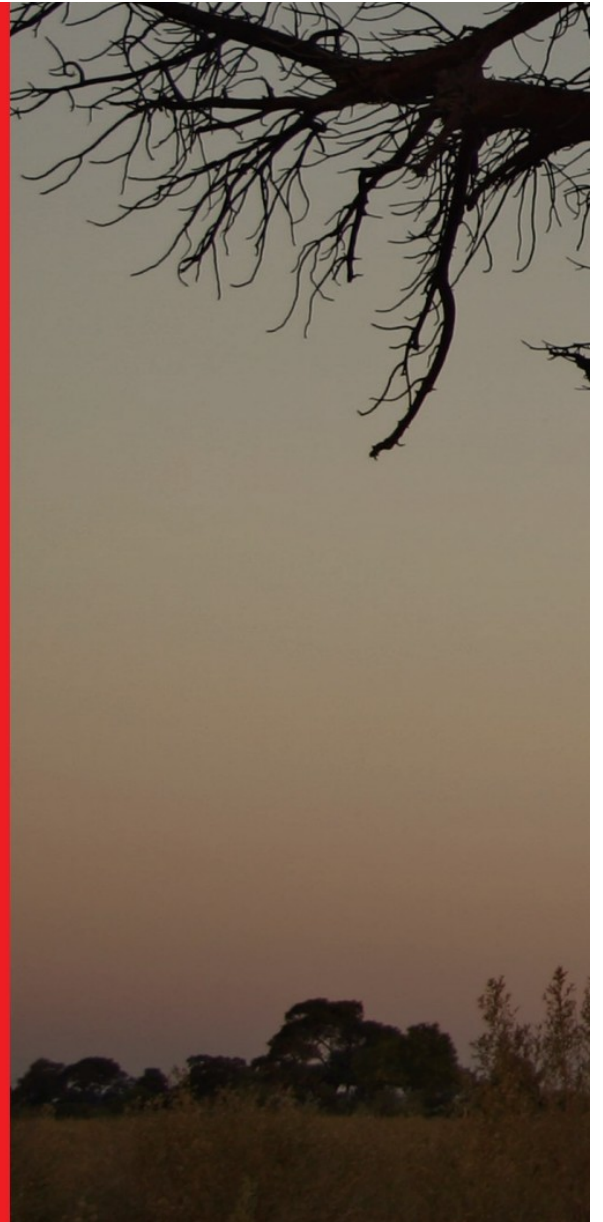
Built on a philosophy of **ONE MINET** and committed to operating as a sustainable organisation with shared vision



communicate  
honestly while  
excelling in the  
technical aspects  
of business."

**Carol Athiyo**  
Marketing and Business Development  
Director Minet Uganda  
(15 years in the industry, 14 years with Aon)

and values, you  
can count on a  
consistent high  
level of service and  
homegrown global  
African approach.



## OUR VALUES

are our foundation  
and guide for building  
and maintaining

relationships with clients, staff, suppliers and partners.

We recognise that *Securing Africa's Future* takes much more than simply creating shareholder value – it requires us to make an ongoing contribution to the communities in which we live and serve.

- 1 **H**onesty
- 2 **E**xpertise
- 3 **A**gility
- 4 **R**espect
- 5 **T**eamwork





"Our strong values, insights, personal accountability and respect for our clients has made a difference for us and our clients and will continue to do so into the future."

**Retselisitsoe Leboela**  
COO/CFO, Minet Lesotho  
(23 years in the industry, 17 years with Aon)

TOMORROW CAN BE MORE SECURE



Whether you are working in agriculture to provide food security, building infrastructure for growth and development, using Africa's valuable natural resources, working as a public servant, or insuring your assets against cyber crime - **with Minet as your trusted risk advisor, tomorrow can be more secure.**

**"Our prime focus will continue to be the provision of unparalleled service in all that we do and provide the right returns to all stakeholders."**

**Humphrey Kabwe**  
Managing Director, Minet Zambia  
(10 years in the industry, 1 year with Aon)

**"Aon Uganda Ltd has been our insurance broker of choice for the last 10 years, during which time they have perfectly managed all the company insurance requirements including our staff health solutions. They offer reliable services and exhibit the highest level of professionalism. We are proud to associate with Aon Uganda Ltd and now with Minet into the future."**



**Emmanuel Katongole**  
Executive Chairman,  
Cipla Quality Chemical Industries Ltd

## THE MINET FOUNDATION

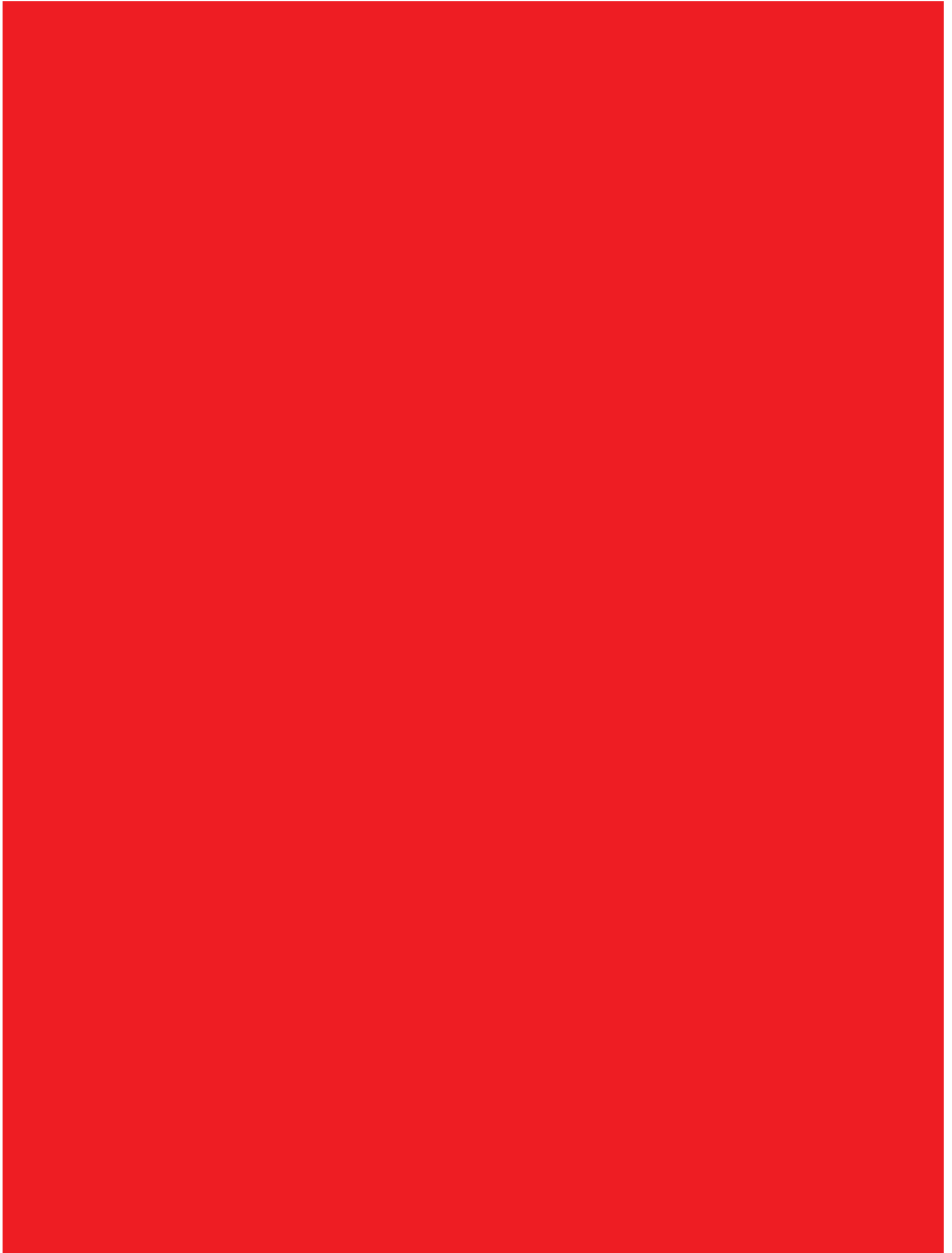


The Minet Foundation was established to guarantee our commitment to **Securing Africa's Future** by playing an active role in improving the lives of the people in the communities in which we operate.



Our focus on education, health care and building sustainable communities is aimed at making a lasting and measurable impact in our world.







**Minet is a trusted pan-African advisor that meets the uncertainties of tomorrow by delivering risk and human capital solutions today.**

As the largest Aon Global Network Correspondent, Minet has access to a network of over 50,000 colleagues in 120 countries as well as proprietary data, research and analytics which enable us to manage and secure the risks of tomorrow and provide clients with an unrivalled advantage.

Minet is authorised and regulated in the local markets where it operates.

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