

**With SUNU Assurances  
you pick your way  
we take the risk**

***Insurance, our business.***

# OVERVIEW OF SUNU GROUP



SUNU Group is present in more than 15 African countries sub-Saharan insurance companies and other affiliated companies.

Created in 1998 by **Mr. Papa Pathé DIONE**, SUNU Group is constituted by the different entities :

## SUNU Finances Holding SAS

**SUNU Finances Holding SAS** is the parent company of the SUNU Group.

## SUNU Participations Holding SA

**SUNU Participations Holding SA** the holding company which manages the SUNU Group and holds directly or indirectly all Group companies.

## SUNU Investment Holding SA

**SUNU Investment Holding SA**, created in 2017, is the holding in charge to hold the Group's bank investments.

## SUNU Services

**SUNU Services** is 100% Subsidiary of SUNU Participations Holding SA that includes cross-functional business functions who assist the companies of the SUNU Group.

These business lines are as follows : the Accounting and Consolidation Department, the Audit Department, the Life and Property and Life Insurance Departments, the Central Life and Property and Life Departments, the Communication Department and the Management, the Department Commercial Development, and the Legal Direction.

## SUNU Assurances

**SUNU Assurances** is the trademark of the insurance subsidiaries of SUNU Participations Holding SA. Since 2015, the year of standardization of the SUNU Group brand, 23 companies bear this name.

## SUNU Bank

**SUNU Bank** is the trademark of the banking companies of SUNU Investment Holding SA. The first bank of the SUNU Group - initially called BPEC (Banque Populaire de l'Épargne et du Crédit) - was acquired in 2018.

## SUNU Santé

**SUNU Santé**, created in 2017, aims to manage companies' health budgets or the health portfolios of insurance companies with state-of-the-art tools. The goal is to facilitate access to patient care.

# FAITS MARQUANTS



## STRATEGIES AND RESTRUCTURATIONS

### ► Creation of SUNU Participations West Africa (SPH WA)

On April 19, 2019, SUNU Participations created a sub-holding, SUNU Participations Holding West Africa, registered with the Dakar movable trade and credit register, which will take over the insurance subsidiaries of the UEMOA zone of the SUNU group.

### ► Acquisition of Allianz Africa subsidiaries

On April 30, 2019, SUNU Participations Holding acquired 5 subsidiaries of Allianz Africa :

- Allianz Bénin Assurances
- Allianz Burkina Assurances
- Allianz Burkina Assurances Vie
- Allianz Mali Assurances
- Allianz Togo Assurances

### ► Change of name

Then, during the year, the following companies changed their corporate names:

- SUNU Assurances IARD Burkina Faso becomes Raynal Assurances IARD
- Allianz Bénin Assurances becomes SUNU Assurances IARD Bénin
- Allianz Burkina Assurances becomes SUNU Assurances IARD Burkina Faso
- The Banque Populaire de l'Épargne et du Crédit (BPEC) in Togo becomes SUNU Bank

### ► Merger absorption of certain subsidiaries of Allianz Africa acquired and those of pre-existing SUNU

The following companies have been the subject of a merger :

Allianz Burkina Assurances Vie and SUNU Assurances Vie Burkina Faso. The new merged entity retains the corporate name SUNU Assurances Vie Burkina Faso;

Allianz Mali Assurances and SUNU Assurances IARD Mali. The new merged entity retains the corporate name SUNU Assurances IARD Mali;

Allianz Togo Assurances and SUNU Assurances IARD Togo. The new merged entity retains the corporate name SUNU Assurances IARD Togo

### ► Capital increase of certain subsidiaries

In order to comply with the minimum amount of 3 billion F CFA required by the CIMA before May 31, 2019, the following subsidiaries have carried out a capital increase:

- SUNU Assurances Vie Gabon ;
- SUNU Assurances IARD Gabon ;
- SUNU Assurances IARD Cameroun ;

- SUNU Assurances Vie Sénégal ;
- SUNU Assurances Vie Niger ;
- SUNU Assurances Vie Togo ;
- SUNU Assurances Vie Burkina Faso ;
- SUNU Assurances IARD Sénégal ;
- SUNU Assurances IARD Niger ;
- SUNU Assurances IARD Togo ;
- RAYNAL Assurances IARD (Ex SUNU Assurances IARD Burkina Faso) ;
- SUNU Assurances IARD Burkina Faso (Ex Allianz Burkina Assurances) ;
- SUNU Assurances IARD Bénin (Ex Allianz Bénin Assurances).

### ► Merger of the SUNU Assurances IARD Centrafrique subsidiary with the Allianz Centrafrique Assurances subsidiary

On December 18, 2019, there was a merger-absorption of Allianz Centrafrique Assurances and SUNU Assurances IARD Centrafrique. The new merged entity retains the corporate name SUNU Assurances IARD Centrafrique.

### ► Inauguration of the New Building of SUNU Assurances Ghana Ltd in November 2019 at address C70 / 140 George Bush Highway (NI) Dzorwulu, Accra, Ghana.



## SPONSORSHIP OF SOCIAL ACTIVITIES AND ACTIONS

### ► Group:

- **June 2019**  
Sponsorship of the feature film Desrances, premiered at Fespaco 2019, which won the stallion for best decor as well as special prizes from the National Assembly and the city of Ouagadougou.
- **September 2019**  
Sponsorship of the General Assembly of brokers of the global Brokerslink network.
- **December 2019**  
Sponsorship of the "Financial Afrik Awards" evening in tribute to African leaders, organized by the magazine Financial Afrik.



# FAITS MARQUANTS



## ► In Benin:

- **April 2019**  
Sponsorship of the Journalists Seminar of Benin.
- **June 2019**  
Sponsoring FIAC 2019, 13<sup>th</sup> General Assembly of the Inter-African Federation of Insurers-Consultants.
- **September 2019**  
Sponsorship of the General Assembly of the Order of Doctors of Benin.
- **December 2019 – January 2020**  
Sponsorship of the Illuminations of the Town Halls of Cotonou and Parakou for the end-of-year festivities.



## ► In Burkina Faso:

- **March 2019**  
Sponsorship of the 4<sup>th</sup> Edition of the Golf Tournament of SUNU Assurances Companies in Burkina Faso.
- **October 2019**  
Signature of a partnership with the Association of Sports Journalists of Burkina (AJSB) for the 25<sup>th</sup> edition of the Night of Champions.
- **December 2019**  
- Participation in the organization of the Pot des Miniers.  
- Participation in the Independence Day Festivities Fair in Tenkodogo.  
- Sponsorship of the Charity Gala of the Club des Hommes d'Affaires Franco-Burkinabè (CHAFFB).

## ► In Cameroon:

- **June 2019**  
Sponsorship of the urban project Xpand City Lab and participation in the panel on the theme of health
- **July 2019**  
Organization of SUNU Assurances Mutuels, professional meetings with different business sectors (Transport - Travel - Accommodation).
- **November 2019**  
Participation in the Craft and Coastal Fair (FORALIT).
- **August – september 2019**  
Sponsorship of the Elessa Lothn Foundation with the donation of 300 scholarships to schoolchildren in the cities of Mouanko and Edéa and the donation of a library of 1,000 books to a school in the city of Yaoundé.

## ► In Côte d'Ivoire:

- **February 2019**  
Sponsorship of the show by artist Mike Danon at the Institut Français.
- **April 2019**  
Participation in the Abidjan International Fair (FIA 2019).



## • May 2019

Sponsorship of the 11<sup>th</sup> Edition of the Abidjan International Book Fair (SILA).  
Sponsorship of Gilles Atayi's African Motivational Event Conscious Africa.

## • June 2019

Sponsorship of the Africa Fintech Tour 2019 digital event.  
Participation as «Speaker» of the Deputy General Manager in the Meet Up Business of Nobson Group.

## • July 2019

Sponsorship of the 7<sup>th</sup> Edition of the ASCOM Communication Aces event.

## • August 2019

Sponsorship of the Great Retro Evening.

## • September 2019

Participation in the 3<sup>rd</sup> Edition of the African Insurance Fair (SADA 2019)



## • October 2019

Sponsorship of the 1<sup>st</sup> Edition of the African Risk Management Meetings.

## • November 2019

- Sponsorship of the 2019 Territorial Collectivities Fair.
- Sponsorship of the Akwaba Culture cultural event.
- Sponsorship of the celebration of the 30<sup>th</sup> Anniversary of the MATCA (Abidjan Taxis Counter Insurance Mutual).
- Sponsorship of the 2<sup>nd</sup> edition of the Salon de l'Épargne, de l'Investissement et du Patrimoine (SEIP 2019).
- Sponsorship of the 4<sup>th</sup> edition of the Forum «La Finance s'engage».

# FAITS MARQUANTS



## • December 2019

Sponsoring Bonjour 2020 in partnership with the National Television of Côte d'Ivoire.

## ► In Gabon:

- **June 2019**  
Sponsorship of the 'Golf Club' tournament.
- **November - December 2019**  
Sponsorship of the Gabon Marathon.

## ► In Ghana:

- **February 2019**  
Donation made for the benefit of sick children with Waardenburg syndrome.

## ► In Mali:

- **November 2019**  
Participation in Insurance Days.

## ► In Senegal:

- **July 2019**  
Sponsorship of the 21<sup>st</sup> Edition of the International Judo Tournament of the City of Saint-Louis.

## ► In Togo:

- **May 2019**  
Sponsorship of the FESTIMMO Real Estate Fair.
- **July 2019**  
Sponsorship of the EVALAS 2019 sports and cultural tournament.

## PARTNERSHIPS:

- In Benin**, avenir campaign in partnership with BGFI Banque and MTN Mobile Money.
- In Gabon**, means of payment insurance campaign in partnership with Ecobank, Engen Assur + | Vivo Energy.
- Friendly matches with the staff of Airtel Gabon, CSG Microfinance Gabon and Total Marketing Gabon.
- In Togo**, Ecobank partnership on bank card insurance.

## PUBLIC RELATIONS:

- **January 2019**  
Interview of the two General Managers of SUNU Assurances in Niger Ms. Binta TINI and Mr. Pascal PLAZIAT in the African Economies Magazine.
- **February 2019**  
Interview of Mr. Pathé DIONE in the Full Cover Magazine of Brokerslink.

## • March 2019

Interview with Mr. Mohamed BAH in Oxford Business Group Magazine.

## • April 2019

- Interview with the Managing Director of SUNU Assurances Vie Côte d'Ivoire, Mr. Saliou BAKAYOKO in the African Economies Magazine special in Côte d'Ivoire.
- Participation in the show RTI Money broadcast on the national channel RTI1.

## • June 2019

- Interview with Mr. Pathé DIONE in the internal newsletter of SUNU Assurances Plc Nigeria.
- Interview with Mr. Pathé DIONE in Financial Afrik Magazine, N ° 61 on the perspectives of the SUNU Group.

## • July 2019

SUNU Assurances Vie Togo: Interview with Mr. Razack FASSASSI, Managing Director in the African Economies Magazine.

## • October 2019

SUNU Assurances in Gabon: Interview of the two General Managers Mrs. Patricia BOUDDHOU and Mr. Constant ASSI in Forbes Africa Magazine.

## AWARDS AND RECOGNITION:

### • January 2019

2<sup>nd</sup> Prize in the Insurance category at the annual «Les Pépites de l'Accueil» competition for SUNU Assurances IARD Côte d'Ivoire.

### • February 2019

Best Investor Award in the Insurers & Reinsurers category by the Directorate General of the Treasury and Public Accounts of Côte d'Ivoire.

### • December 2019

«Deal of the Year» award for Mr. Pathé DIONE for the merger of Allianz companies in 5 countries of the sub-region at the Financial Afrik Awards.



# KEY CONSOLIDATED FIGURES



Moyens	31/12/2019		31/12/2018		Difference En %
	Thousands of Euros	Millions F CFA	Thousands of Euros	Millions F CFA	
<b>Shareholders' Fund</b>	<b>82,606</b>	<b>54,186</b>	<b>63,615</b>	<b>41,729</b>	<b>29.85%</b>
<i>including Group's share</i>	<b>56,781</b>	<b>37,246</b>	<b>47,774</b>	<b>31,338</b>	<b>18.85%</b>

<b>Nombre de sociétés*</b>	<b>29</b>	<b>27</b>	<b>7.41%</b>
<i>including : Life</i>	<b>8</b>	<b>8</b>	<b>0.00%</b>
<i>Non-Life</i>	<b>15</b>	<b>13</b>	<b>15.38%</b>
<i>other</i>	<b>6</b>	<b>6</b>	<b>0.00%</b>
<b>Average number of staff**</b>	<b>4,042</b>	<b>3,478</b>	<b>16.23%</b>

\* including non-insurance companies

\*\* employees and exclusive sale representatives

Business	31/12/2019		31/12/2018		Difference En %
	Thousands of Euros	Millions F CFA	Thousands of Euros	Millions F CFA	
<b>Gross Premium</b>	<b>298,748</b>	<b>195,966</b>	<b>244,212</b>	<b>160,193</b>	<b>22.33%</b>
<i>including Life Insurance</i>	<b>163,210</b>	<b>107,059</b>	<b>146,842</b>	<b>96,322</b>	<b>11.15%</b>
<i>and General Insurance</i>	<b>128,039</b>	<b>83,988</b>	<b>90,116</b>	<b>59,112</b>	<b>42.08%</b>
<i>Bank (PNB*)</i>	<b>7,465</b>	<b>4,897</b>	<b>7,233</b>	<b>4,745</b>	<b>3.21%</b>
<i>Other Activities</i>	<b>34</b>	<b>22</b>	<b>21</b>	<b>14</b>	<b>59.18%</b>
<b>Profit After Tax</b>	<b>10,846</b>	<b>7,114</b>	<b>-1,506</b>	<b>-988</b>	<b>-820.18%</b>
<i>including Group's share</i>	<b>9,176</b>	<b>6,019</b>	<b>-2,165</b>	<b>-1,420</b>	<b>-523.77%</b>
<b>ROE (Group's share)</b>	<b>19.27%</b>		<b>-4.34%</b>		<b>23.61 pts</b>

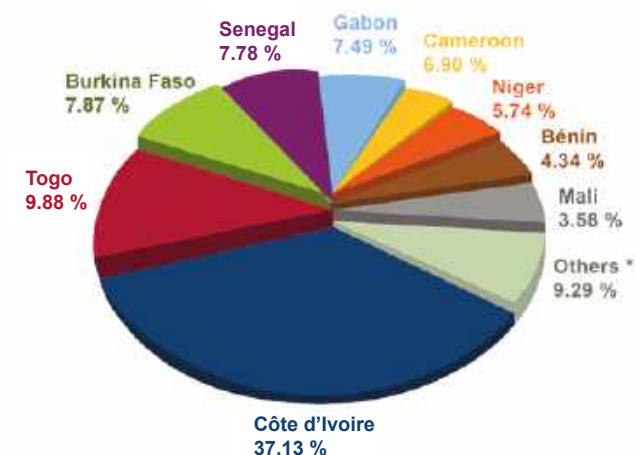
\* Net Banking income

Investments	31/12/2019		31/12/2018		Variation En %
	Thousands of Euros	Millions F CFA	Thousands of Euros	Millions F CFA	
<b>Bonds</b>	<b>170,682</b>	<b>111,960</b>	<b>156,132</b>	<b>102,416</b>	<b>9.32%</b>
<b>Shares</b>	<b>151,861</b>	<b>99,614</b>	<b>131,717</b>	<b>86,401</b>	<b>15.29%</b>
<b>Investment Properties</b>	<b>66,639</b>	<b>43,712</b>	<b>58,494</b>	<b>38,369</b>	<b>13.92%</b>
<b>Loans</b>	<b>25,771</b>	<b>16,905</b>	<b>29,711</b>	<b>19,489</b>	<b>-13.26%</b>
<b>Cash and Cash</b>	<b>326,472</b>	<b>214,152</b>	<b>220,310</b>	<b>144,514</b>	<b>48.19%</b>
<b>Total</b>	<b>741,425</b>	<b>486,343</b>	<b>596,363</b>	<b>391,189</b>	<b>24.32%</b>

# KEY CONSOLIDATED FIGURES

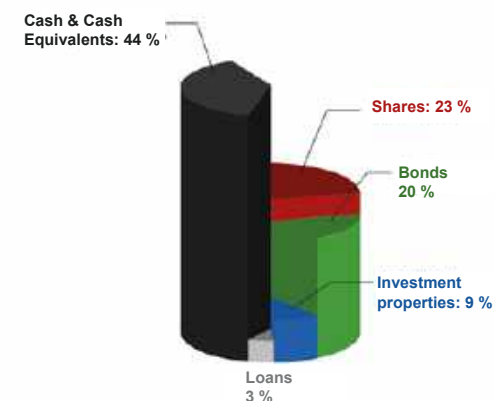


## BREAKDOWN OF GROSS PREMIUM PER COUNTRY

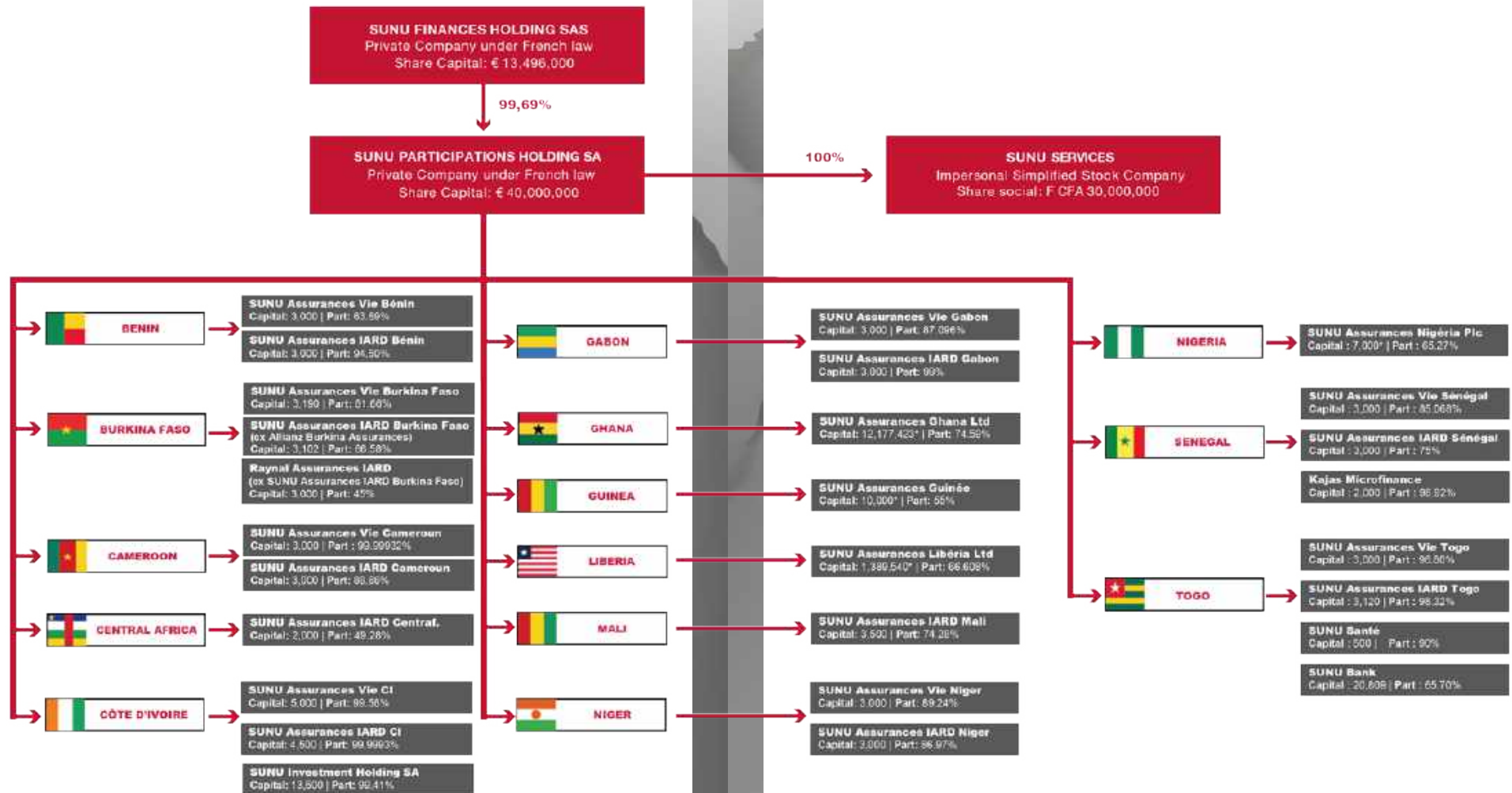


\*Others : Central Africa Republic 3.01 % | Ghana 2.65 % | Nigeria 1.84 % | Guinea 1.40 % | Liberia 0.38 %

## BREAKDOWN OF ASSETS EMPLOYED



# SIMPLIFIED ORGANIZATION STRUCTURE



Share capital in millions of FCFA except Guinea, Ghana, Nigeria, Liberia  
Part: Participation of the SUNU Group in%  
\*Guinea: SUNU Assurances Guinée share capital is indicated in millions of Guinean Francs

\*Ghana: SUNU Assurances Ghana Ltd.'s share capital is indicated in Cedi  
\*Nigeria: SUNU Assurances Nigeria Plc's share capital is indicated in millions of Naira  
\*Liberia: SUNU Assurances Libéria Ltd.'s share capital is indicated in US Dollars



# SUBSIDIARIES CONTACTS INFORMATION



## Benin

**SUNU Assurances Vie Bénin**  
Place du Souvenir  
08 BP 70 Cotonou  
**Phone:** (229) 61 13 33 33  
**Fax:** (229) 21 30 07 69  
**E-mail:** benin.vie@sunu-group.com

**SUNU Assurances IARD Bénin**  
Lot 610 Parcelle ZB Patte d'Oie Cadjehou  
Cotonou  
**Phone:** (229) 21 31 67 55/21 31 70 87/88  
**Fax:** (229) 21 31 67 34  
**E-mail:** benin.iard@sunu-group.com

## Burkina Faso

**SUNU Assurances Vie Burkina Faso**  
Avenue Houari Boumédiène  
15 BP 130 Ouagadougou 15  
**Phone:** (226) 25 33 37 11  
**Fax:** (226) 25 33 37 12  
**E-mail:** burkinafaso.vie@sunu-group.com

**SUNU Assurances IARD Burkina Faso**  
(ex Allianz Burkina Assurances)  
99 Avenue de l'UEMOA  
01 BP 398 Ouagadougou 01  
**Phone:** (226) 25 32 82 00  
**E-mail:** burkinafaso.iard@sunu-group.com

**Raynal Assurances IARD**  
(ex SUNU Assurances IARD Burkina Faso)  
Avenue du Dr Kwamé N'krumah  
01 BP 6131 Ouagadougou 01  
**Phone:** (226) 25 30 25 12  
**Fax:** (226) 25 30 25 14  
**E-mail:** iard@raynalassurances.com

## Cameroon

**SUNU Assurances Vie Cameroun**  
578, Rue Tobie Kuoh Bonanjo  
BP 2153 Douala  
**Phone:** (237) 233 42 12 46  
**Fax:** (237) 233 42 12 82  
**E-mail:** cameroun.vie@sunu-group.com

**SUNU Assurances IARD Cameroun**  
1149 Boulevard de la République  
Bali, BP 3049 Douala  
**Phone:** (237) 233 42 84 80  
**Fax:** (237) 233 42 87 86  
**E-mail:** cameroun.iard@sunu-group.com

## Central Africa

**SUNU Assurances IARD Centrafrique**  
Rue de la Victoire  
BP 896 Bangui  
**Phone:** (236) 21 61 31 02 / 21 61 66 35  
**Fax:** (236) 21 61 18 48  
**E-mail:** centrafrique.iard@sunu-group.com

## Côte d'Ivoire

**SUNU Assurances Vie Côte d'Ivoire**  
9 av. Houdaille, Plateau  
01 BP 2016 Abidjan 01  
**Phone:** (225) 20 31 04 00  
**Fax:** (225) 20 22 37 60  
**E-mail:** cotedivoire.vie@sunu-group.com

**SUNU Assurances IARD Côte d'Ivoire**  
Immeuble SUNU, Av. B. Roussel  
Plateau - 01 BP 3803 Abidjan 01  
**Phone:** (225) 20 25 18 18  
**Fax:** (225) 20 32 57 91  
**E-mail:** cotedivoire.iard@sunu-group.com

**SUNU Services**  
Immeuble SUNU, 3<sup>rd</sup> floor, Av. B. Roussel  
Plateau - 01 BP 3803 Abidjan 01  
**Phone:** (225) 20 25 34 34  
**Fax:** (225) 20 32 61 35

**SUNU Investment Holding SA**  
Immeuble SUNU, 2<sup>nd</sup> floor, Av. B. Roussel  
Plateau - 01 BP 3803 Abidjan 01  
**Phone:** (225) 20 25 34 34  
**Fax:** (225) 20 32 61 35

## Gabon

**SUNU Assurances Vie Gabon**  
Avenue du Colonel Parant  
BP 2137 Libreville  
**Phone:** (241) 01 74 34 34  
**Fax:** (241) 01 72 48 57  
**E-mail:** gabon.sunuvie@sunu-group.com

**SUNU Assurances IARD Gabon**  
Avenue du Colonel Parant  
BP 915 Libreville  
**Phone:** (241) 01 74 36 92  
**Fax:** (241) 01 74 36 91  
**E-mail:** gabon.sunuiard@sunu-group.com

# SUBSIDIARIES CONTACTS INFORMATION



## Ghana

**SUNU Assurances Ghana Ltd.**  
C70/140 George Bush Highway (NI)  
Dzorwulu, Accra  
**Phone:** (233) 302 770 548 / 302 769 542  
**E-mail:** ghana@sunu-group.com

## Guinea

**SUNU Assurances Guinée**  
Immeuble KALETA - Rue KA 050  
Teminetaye, commune de Kaloum  
BP 1618 Conakry  
**Phone:** (224) 666 10 10 27  
**E-mail:** guinee.sunu@sunu-group.com

## Liberia

**SUNU Assurances Libéria Ltd.**  
Blue Diamond Building  
19<sup>th</sup> Street Sinkor, Tubman Blvd  
Monrovia, Libéria  
**Phone:** (231) 881 739 641  
**E-mail:** liberia@sunu-group.com

## Mali

**SUNU Assurances IARD Mali**  
Immeuble SUNU 560 avenue de la Nation  
BP E 4447 Bamako  
**Phone:** (223) 20 22 08 02  
**Fax:** (223) 20 22 08 03  
**E-mail:** mali.iard@sunu-group.com

## Niger

**SUNU Assurances Vie Niger**  
216, rue de Kalley, BP 423 Niamey  
**Phone:** (227) 20 73 41 75  
**Fax:** (227) 20 73 41 85  
**E-mail:** niger.vie@sunu-group.com

**SUNU Assurances IARD Niger**  
216, rue de Kalley, BP 11935 Niamey  
**Phone:** (227) 20 73 54 06  
**Fax:** (227) 20 73 97 99  
**E-mail:** niger.iard@sunu-group.com

## Nigeria

**SUNU Assurances Nigéria Plc**  
SUNU Place Plot 1196 Bishop Oluwole Street  
Off Akin Adesola Road, Victoria Island, Lagos  
P.O Box 1514, Marina, Lagos  
**Phone:** (234) 280 20 12  
**E-mail:** nigeria@sunu-group.com

## RDC

**SUNU Assurances IARD RDC** (opening in 2020)  
47 avenue Ngongo Lutete, Gombe, Kinshasa  
**Phone:** (243) 850 184 444  
**E-mail:** rdc.iard@sunu-group.com

## Senegal

**SUNU Assurances Vie Sénégal**  
1, rue Ramez Bourgi  
BP 182 Dakar  
**Phone:** (221) 33 889 00 40  
**Fax:** (221) 33 823 11 08  
**E-mail:** senegal.vie@sunu-group.com

**SUNU Assurances IARD Sénégal**  
1, rue Ramez Bourgi  
BP 50184 Dakar  
**Phone:** (221) 33 889 62 00  
**Fax:** (221) 33 821 33 63  
**E-mail:** senegal.iard@sunu-group.com

**KAJAS Microfinance**  
1, rue Ramez Bourgi  
BP 45191 Dakar  
**Phone:** (221) 33 842 18 50  
**E-mail:** info@kajasmf.com  
**Site internet:** www.kajasmf.com

## Togo

**SUNU Assurances Vie Togo**  
Immeuble SUNU 812 bvd du 13 Janvier  
BP 2680 Lomé  
**Phone:** (228) 22 21 36 56  
**Fax:** (228) 22 21 10 39  
**E-mail:** togo.vie@sunu-group.com

**SUNU Assurances IARD Togo**  
Immeuble SUNU 812 bvd du 13 Janvier  
BP 495 Lomé  
**Phone:** (228) 22 21 10 33  
**Fax:** (228) 22 21 87 24  
**E-mail:** togo.iard@sunu-group.com

**SUNU Santé**  
Immeuble SUNU 812 bvd du 13 Janvier  
07 BP 7022 Lomé  
**Phone:** (228) 22 20 12 57  
**Fax:** (228) 22 20 11 89  
**E-mail:** sunu.sante@sunu-group.com

**SUNU Bank**  
Immeuble SUNU Bank  
23 avenue Kleber Dadjo – Hanoukopé  
01 BP 904 Lomé 01  
**Phone:** (228) 22 53 47 00  
**Fax:** (228) 22 21 85 83  
**E-mail:** togo.bank@sunu-group.com





*Insurance, our business.*

**SUNU Participations Holding SA**

Public Company under French law with a share capital of Euro 40,000,000 fully paid

Head Office: 48 Ter Rue Delerue 94100 Saint-Maur des Fossés - France

Phone: (+33) 1 48 86 62 66 / Fax: (+33) 1 48 86 62 55 / E-mail: [sunu.participations@sunu-group.com](mailto:sunu.participations@sunu-group.com)

Registration Number Créteil 524 499 886

[www.sunu-group.com](http://www.sunu-group.com)