



BK INSURANCE

Investor Day

KIGALI
May 2019



BK GROUP PLC



Key Numbers as at December 2018

Started Business Activity: **Q3 2016**
Number of Employees today: 33

6.2 Bn Premium collected in 2018
 vs **3.8 Bn** in 2017: **63%** Growth.

Underwriting Profit **889Mn** for 2018 vs **88Mn**
 for 2017: **906%** Growth.

Claims Paid **1.7bn** for 2018 vs **900Mn** for
 2017: **96%** Growth.

Net Profit **867Mn** for 2018 vs **264Mn** for
 2017: **265%** Growth.

Opportunities

- Table Macroeconomic indicators, supportive business and regulatory environment
- Large Uninsured population – Insurance Penetration Ratio @ 2%
- The Trust in the brand of bank of Kigali as Shareholder
- Strong shareholder support/Capital base
- Banc-Assurance leverage.

Key Balance Sheet Aspects & Market Positioning

Total Assets: **8.8Bn** in 2018 Vs **5.1Bn** in
 2017: **70%** Growth

Retained Earnings of **1.2Bn** in 2018 Vs **272 Mn**
 in 2017: **354%** Growth

Insurance/Technical Reserves of **3.5Bn** in
 2018 Vs **2.1 Bn** in 2017: **68%** Growth

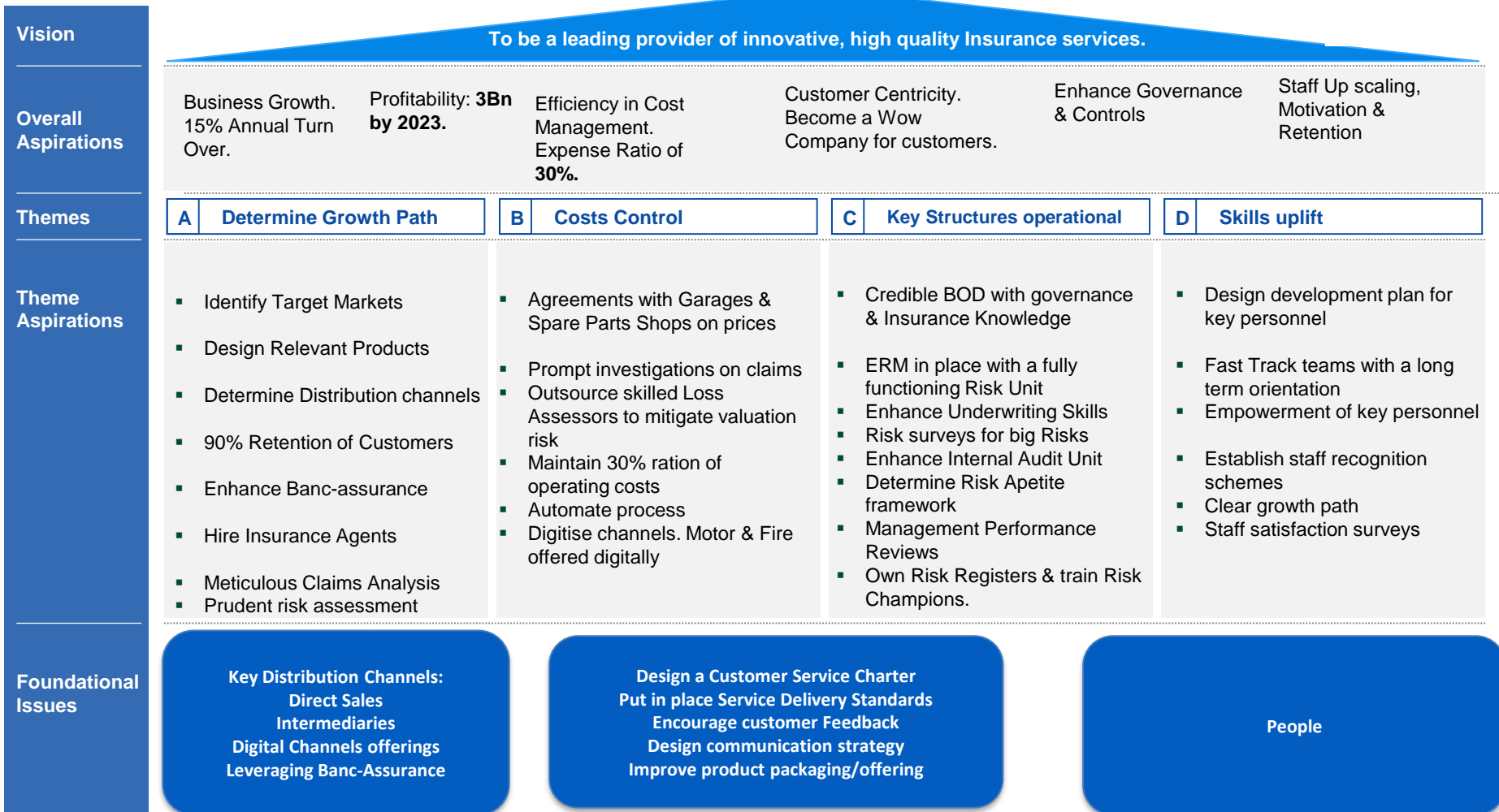
14% Market Share

Prudential Ratios

Key Performance Indicator	Actual % March 2019	Regulatory/ Prudential Ratio	Observation
Solvency margin	295.8%	100%	Compliant
Claims ratio/Net earned	24%	70%	Compliant
Expense/Net earned	21.8%	30%	Compliant
Combined ratio	45.6%	90%	Compliant
ROA(Annualized)	27.0%	4%	Compliant
ROE(Annualized)	51.0%	16%	Compliant
Current ratio	208%	150%	Compliant
Liquidity/Quick ratio	160%	120%	Compliant
Retention ratio	73%	70%-80%	Compliant



BKGI Designed 6 Strategic Objectives



Management Targets 2019 - 2021



Premium Growth 15% - 20%

Underwriting Revenue Growth 10% - 15%

Net Profit Growth 20% - 30%

Expense Ratio 25% - 30%

Return on Equity 20% - 30%

Return on Assets 6% - 10%

Claims Ratio 40% - 60%

Combined Ratio 80% - 100%

Contact Information



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