

Case Study

From local player to multinational insurer

Strategic entry to the European market



Client situation

- African-based insurer with only local exposure looking to diversify
- Europe identified as the target region, but no in-house expertise
- Unique set of strengths and looking for the ideal markets that will complement these strengths



MR Value creation

- Advisory throughout the process, from analysing markets, identifying suitable targets, assistance throughout the acquisition process (technical DD), etc.
- Post-acquisition integration ensuring value from the new purchase is maximised through pricing reviews, claims process audits, etc.
- Taking the new entity to the next level through co-development of new products



Business Impact

- The successful acquisition and integration diversifies the group's earnings
- Foundation is set for further expansion and growth
- Capital efficiency through the implementation of multi-year reinsurance agreements

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