### THIS DOCUMENT IS IMPORTANT AND MUST BE READ CAREFULLY

You are advised to read and understand the contents of this Rights Circular. If you are in any doubt about the actions to be taken, you should consult your Stockbroker, Accountant, Banker, Solicitor, or any other professional adviser for guidance immediately. Investors are advised to note that liability for false or misleading statements or acts made in connection with the Rights Circular are provided in sections 85 and 86 of the Investments and Securities Act No 29, 2007 (the "Act").

For information concerning certain risk factors which should be considered by prospective investors, see the section on Risks on page 45.

## PRIVATE AND STRICTLY CONFIDENTIAL



**RIGHTS ISSUE OF** 

# 4,170,411,648 ORDINARY SHARES OF 50 KOBO EACH AT

# N0.50 PER SHARE

# ON THE BASIS OF 1 NEW ORDINARY SHARE FOR EVERY 2 ORDINARY SHARE HELD AS AT THE CLOSE OF BUSINESS ON 15<sup>TH</sup> JANUARY, 2019

PAYABLE IN FULL ON ACCEPTANCE

| Acceptance List Op  | ens: 17 <sup>th</sup> JUNE, 2019  |
|---------------------|-----------------------------------|
| Acceptance List Clo | oses: 24 <sup>th</sup> JULY, 2019 |

THE RIGHTS BEING OFFERED ARE TRADEABLE ON THE FLOOR OF THE NIGERIAN STOCK EXCHANGE

FOR THE DURATION OF THE RIGHTS ISSUE

**Issuing House:** 



This Rights Circular and the securities which it offers have been cleared and registered by the Securities & Exchange Commission. It is a civil wrong and a criminal offence under the Investments and Securities Act No 29, 2007 ("the Act") to issue a Rights Circular which contains false or misleading information. Clearance and registration of this Rights Circular and the securities which it offers do not relieve the parties from any liability arising under the Act for false and misleading statements contained therein or for any omission of a material fact.

THIS RIGHTS CIRCULAR IS DATED 28 MAY 2019

#### 1.0 IMPORTANT NOTICE

No person is authorized to give information or to make representations concerning this Issue. Any information or representation concerning this Issue that is not contained in this Circular should not be relied upon as having been authorized by Cordros Capital Limited or its Directors.

This Circular is intended to be read in conjunction with publicly available information at the designated office of Sovereign Trust Insurance Plc.

The Circular does not take into account the investment objectives, financial situation or particular needs of individual investors. The Circular does not constitute a recommendation or opinion that an investment in the shares is appropriate for you. This document is important and should be read in its entirety. If after reading this Circular, you have any questions about the Issue, then you should consult your stockbroker, accountant or other professional adviser without delay.

This Circular does not constitute an invitation or offer in any jurisdiction in which, or to any person to whom, it would not be lawful to make such an invitation or offer. Any person who comes into possession of this Circular should observe any restrictions that are applicable to them. The distribution of this Circular in places outside Nigeria may be restricted by law and persons who obtain this Circular should seek advice on and observe those restrictions.

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## 3.0 DEFINITIONS

| TERMS                              | DEFINITIONS  |  |  |
|------------------------------------|--|--|--|
|                                    |  |  |  |
| "Directors" or "Board"             | The Directors of the Company, whose names are set out<br>on page 11 as at the date of this document.   |  |  |
| "STI Plc" or "the Company"         | Sovereign Trust Insurance Plc  |  |  |
| "Issuing House"                    | Cordros Capital Limited  |  |  |
| "LFN"                              | Laws of the Federation of Nigeria 2004   |  |  |
| "NSE" or "the Exchange"            | The Nigerian Stock Exchange  |  |  |
| "Stock Broker"                     | Dynamic Portfolio Limited  |  |  |
| "Pari Passu"                       | Equally in all respect   |  |  |
| "Parties to the Offer"             | Professional Parties engaged by Sovereign Trust<br>Insurance Plc to ensure the success of the Offer  |  |  |
| "SEC" or "the Commission"          | The Securities and Exchange Commission   |  |  |
| "The Act"                          | Investment and Securities Act 2007   |  |  |
| "Issue" or "Rights Issue"          | The Rights Issue by way of provisionally allotted Rights of<br>4,170,411,648 ordinary shares of 50 Kobo each in the<br>Company, on the basis of one [1] for every Two [2] shares<br>held by shareholders whose names appear on the Register<br>of Members of the Company on the Qualification Date |  |  |
| "Circular" or<br>"Bighto Circular" | The legal document through which the Offer is being made   |  |  |
| "Rights Circular"<br>"Working day" | to the potential investor<br>Business days apart from Saturday, Sunday or Official<br>Public Holidays in Nigeria   |  |  |
| "CAC"                              | Corporate Affairs Commission   |  |  |
| "AGM"                              | Annual General Meeting   |  |  |
| "Brokerage Commission"             | Fees payable to Receiving Agents in respect of returns bearing their stamps and duly allotted  |  |  |
| "Daily Official List"              | List of companies quoted on the floor of the Nigerian Stock<br>Exchange  |  |  |
| "Registrars"                       | Meristem Registrars and Probate Services Limited   |  |  |
| "Receiving Bank"                   | Providus Bank Plc  |  |  |
| "NAICOM"                           | National Insurance Commission  |  |  |

| ISSUER:                       | Sovereign Trust Insurance PIc<br>17 Adetokunbo Ademola Street<br>Victoria Island, Lagos.   |
|-------------------------------|--|
| Soyinka Olaotan               | Managing Director/CEO<br>17 Adetokunbo Ademola Street<br>Victoria Island, Lagos.<br>Tel: +234 803 307 4121<br>E-mail: olaotan.soyinka@stiplc.com                     |
| Kayode Adigun                 | General Manager, Finance<br>17 Adetokunbo Ademola Street<br>Victoria Island, Lagos.<br>Tel: +234 802 307 8178<br>E-mail: kayode.adigun@stiplc.com                    |
| Olusola Adeyeye               | Head, Investments Department<br>17 Adetokunbo Ademola Street<br>Victoria Island, Lagos.<br>Tel: +234 802 891 3154<br>E-mail: olusola.adeyeye@stiplc.com              |
| ISSUING HOUSE<br>Femi Ademola | Cordros Capital Limited<br>Director, Investment Banking<br>70, Norman Williams Street,<br>Ikoyi, Lagos<br>Tel: +234 803 714 3904<br>E-mail: femi.ademola@cordros.com |

The dates indicated in the table below, which reflect principal events, are subject to change without notice:

| DATE              | ACTIVITY  | RESPONSIBILITY                           |
|-------------------|---|--|
| 17 June 2019      | Issue opens/Trading in Rights begins                                | Issuing Houses                           |
| 24 July 2019      | Issue closes/Trading in Rights closes                               | Issuing Houses                           |
| 01 August 2019    | Receiving Agents make returns                                       | Registrars / Issuing Houses              |
| 16 August 2019    | Forward allotment proposal and draft newspaper advertisement to SEC | Issuing Houses                           |
| 23 August 2019    | Receive SEC clearance of allotment proposal                         | Issuing Houses                           |
| 23 August 2019    | Disburse net proceeds of the Rights<br>Issue to STI Plc             | Receiving Bank/Issuing<br>Houses         |
| 26 August 2019    | Publish Allotment Results in two national daily newspapers          | Issuing Houses                           |
| 26 August 2019    | Return rejected/excess application monies                           | Issuing Houses/ Registrars/<br>Receiving |
| 26 August 2019    | Credit CSCS accounts/Dispatch share certificates                    | Registrars                               |
| 29 August 2019    | Forward Declaration of Compliance to the NSE                        | Stockbrokers                             |
| 03 September 2019 | Listing of Shares on the NSE/trading commences                      | Issuing Houses/Stockbrokers              |
| 12 September 2019 | Forward post completion report to the SEC                           | Issuing Houses                           |

This summary draws attention to information contained elsewhere in this Rights Circular; it does not contain all of the information you should consider before making an investment decision. You should therefore read this summary together with the more detailed information, including the financial statements elsewhere in this Rights Circular.

| ISSUER                      | Sovereign Trust Insurance Plc.  |               |                                   |                                |
|-----------------------------|---|---------------|-----------------------------------|--------------------------------|
| THE ISSUE                   | 4,170,411,648 ordinary shares of 50 Kobo each on the basis of one (1) new Ordinary Share for every existing Two (2) share held at $\frac{1}{10}$ 0.50 per share.  |               |                                   |                                |
| ISSUING HOUSE               | Cordros Capital Limited.  |               |                                   |                                |
| AUTHORIZED SHARE<br>CAPITAL | ₩7,500,000,000 comprising of 15,000,000,000 Ordinary Shares of 50 Kobo each   |               |                                   |                                |
| ISSUED AND FULLY PAID       | ₦ 4,170,411,648 comprising of 8,340,823,296 Ordinary Shares of 50 Kobo each   |               |                                   |                                |
| BEING ISSUED                | 4,170,411,648 ordinary shar   | es of 50 Kob  | o each at <del>N</del> 0.50 per s | hare.                          |
| METHOD OF OFFER             | By way of a Rights Issue t<br>Qualification date.   | to Existing S | Shareholders of the (             | Company as at the              |
| GROSS ISSUE<br>PROCEEDS     | ₦ 2,085,205,824   |               |                                   |                                |
| PURPOSE                     | The proceeds of the Rights Issue will be used to for business expansion and to meet working capital requirements.   |               |                                   |                                |
|                             | After the deduction of estimated issue costs and expenses of 55,952,852 (representing 2.68 % of the gross issue proceeds), the proceeds will be applied as follows: Details on utilization can be found on <b>Page 42</b> |               |                                   |                                |
| USE OF PROCEEDS             | UTILIZATION   | (%)           | <b>(</b> <del>\</del> ')          | Expected<br>Completion<br>Time |
|                             | Development of Retail<br>Business   | 15%           | 304,387,945.80                    | 2020(1 year)                   |
|                             | Enhancement of Investment<br>Portfolio  | 50%           | 1,014,626,486.00                  | Immediate                      |
|                             | Development of ICT<br>Infrastructure  | 15%           | 304,387,945.80                    | 2020(1 year)                   |
|                             | Working Capital   | 20%           | 405,850,594.40                    | Immediate                      |
|                             | Total   | 100%          | 2,029,252,972.00                  |                                |

| PROVISIONAL<br>ALLOTMENT   | One (1) new Ordinary Share for every two (2) Ordinary Share of 50 kobo each held<br>as at the close of business on the Qualification Date for those shareholders whose<br>names appear on the Register of Members and transfer books of the Company.                               |  |                              |                    |             |               |      |
|--|--|--|------------------------------|--------------------|-------------|---------------|------|
| ISSUE PRICE  | ₩0.50  | <del>N</del> 0.50  |                              |                    |             |               |      |
| PAYMENT  | In full on acceptance  | •  |                              |                    |             |               |      |
| STATUS   | All the shares to be<br>Ordinary Shares of the   |  |                              | ri-passu in al     | Il respects | with the iss  | ued  |
| MARKET<br>CAPITALIZATION AT<br>RIGHTS ISSUE<br>PRICE<br>(PRE-ISSUE)  | ₦ 2,085,205,824  |  |                              |                    |             |               |      |
| MARKET<br>CAPITALIZATION AT<br>RIGHTS ISSUE<br>PRICE<br>(POST-ISSUE) |  | ₩6,255,617,472 (assuming all provisionally allotted ordinary shares are fully taken up on completion of the Rights Issue). |                              |                    |             |               |      |
| OPENING DATE   | 17 <sup>th</sup> June 2019   |  |                              |                    |             |               |      |
| CLOSING DATE   | 24 <sup>th</sup> July 2019   |  |                              |                    |             |               |      |
| QUALIFICATION<br>DATE  | 15th January 2019  |  |                              |                    |             |               |      |
| APPLICATION FOR<br>ADDITIONAL<br>SHARES                              | Shares that are not taken up by the Offer Closing Date will be allotted to shareholders who apply for additional shares on a pro-rated basis i.e. all subscribers will be allotted equal proportion of the amount applied for according to the Commission's Rules and Regulations. |  |                              |                    |             |               |      |
| UNDERWRITING   | At the instance of the   | e Issuer, the  | Issue is no                  | t underwritter     | ۱.          |               |      |
| FINANCIAL<br>SUMMARY   | SOVEREIGN TRUST  | Q3 2018<br>(Unaudited)   | 2017                         | 2016               | 2015        | 2014          |      |
|  | Financial Summary  | N' 000   | N' 000                       | <del>N</del> ' 000 | N' 000      | N' 000        |      |
|  | Gross premium written  | 9,347,971  | 8,513,503                    | 6,399,854          | 7,132,224   | 7,286,511     |      |
|  | Profit Before Tax  | 601,374  | 202,694                      | 44,975             | 430,486     | 326,021       |      |
|  | Profit After Tax   | 543,230  | 157,869                      | 23,592             | 557,849     | 294,943       |      |
|  | Share Capital  | 4,170,412  | 4,170,412                    | 4,170,412          | 4,170,412   | 3,435,879     |      |
|  | Net Asset  | 6,015,134  | 5,471,904                    | 5,235,428          | 5,025,196   | 4,160,855     |      |
|  | Total Assets   | 10,469,311   | 10,817,675                   | 9,511,560          | 9,264,871   | 8,492,846     |      |
|  | EPS (Kobo)   | 0.07   | 0.019                        | 0.00               | 0.07        | 0.04          |      |
| QUOTATION  | Sovereign Trust Insu<br>NSE. The new share<br>was made to the Co<br>the Shares to its Dail   | s being offe<br>uncil of the   | ered shall als<br>Exchange o | so be quoted       | on the NSE  | . An applicat | tion |

| STATUS                    | The shares being issued will rank pari-passu in all respects with the existing issued<br>Ordinary Shares of the Company.   |
|---------------------------|--|
| DIVIDEND<br>QUALIFICATION | The shares being issued shall qualify for any dividend (or any other distribution) declared for the financial year ending 2019, as long as the qualification date for the dividend (or any other distribution) declared is after the allotment of the ordinary shares now being issued.  |
| INDEBTEDNESS              | The total indebtedness of the company as at September 2018 is <del>N</del> 925.45 million. This represents zero coupon JPY846,000,000 direct, unconditional, unsubordinated and unsecured European Bond with options issued to Daewoo Securities Europe Limited in 2008. The underlying Bond has a put period of 30 months with a yield to put of 4.25% per annum while the tenor of the convertible option is valid up to year 2024.  |
| CLAIMS AND<br>LITIGATIONS | The solicitors of the company are of the opinion that the claims and litigation of the company are not likely to have any material adverse effects on the company and the proposed rights issue and they are not aware of any other pending or contemplated claims or litigation against the company. Details of the Claims and litigation of the Company is available on page 44  |
| SETTLEMENT:               | The CSCS accounts of Shareholders will be credited not later than 15 working days from the date of allotment. Shareholders are hereby advised to state the names of their respective stockbrokers and their Clearing House Numbers in the relevant spaces on the Acceptance/Renunciation Form. Certificates of Shareholders that do not provide their CSCS account details will be dispatched by registered post not later than 15 working days from the date the allotment proposal is cleared. |
| TRADING IN RIGHTS:        | The Rights are tradable on the Exchange between 17 <sup>th</sup> June 2019 and 24 <sup>th</sup> July 2019.   |

#### THE RIGHTS ISSUE

Copies of this Rights Circular and the documents specified herein have been delivered to the Securities and Exchange Commission for clearance and registration.

This Rights Circular is being issued in compliance with the provisions of the Investments and Securities Act No. 29 2007 and the Rules and Regulations of the Commission and the Listing Requirements of the NSE and contains particulars in compliance with the requirements of the Commission and the Exchange, for the purpose of giving information to shareholders and the public with regards to the Rights Issue of **4,170,411,648** Ordinary Shares of 50 kobo each in Sovereign Trust Insurance Plc by the Issuing Houses. An application has been made to the Council of The NSE for the admission to its Daily Official Lists of the **4,170,411,648** Ordinary Shares of 50 kobo each being issued via the Rights Issue.

The Directors of STI Plc individually and collectively accept full responsibility for the accuracy of the information contained in this Rights Circular. The Directors have taken reasonable care to ensure that the facts contained herein are true and accurate in all respects and confirm, having made all reasonable enquiries that to the best of their knowledge, information and belief, there are no material facts, the omission of which would make any statement herein misleading or untrue.

The shares to be issued by the Company pursuant to the Rights Issue will rank pari-passu in all respects with the existing issued Ordinary Shares of the Company.



**ISSUING HOUSES:** 

are authorized to receive acceptances for the

#### **RIGHTS ISSUE OF**

#### 4,170,411,648 ORDINARY SHARES OF 50 KOBO EACH AT N0.50

#### PER SHARE

on the basis of **(one )1** ordinary share for every **(two)** 2 ordinary share held as at the close of business on **15<sup>th</sup> January 2019** for those shareholders whose names appear on the Register of Members and transfer books of the Company

| Payable in full | on Acceptance |
|-----------------|---------------|
|-----------------|---------------|

The Acceptance List for the Ordinary Shares now being offered will open on 17th June 2019 and close on 24th July 2019

| Share capital and Reserves of the Company as at September 30, 2018       | <del>N</del> '000 |  |
|--|-------------------|--|
| Authorized Share Capital: 15,000,000,000 Ordinary Shares of 50 Kobo each | 7,500,000         |  |
| Issued and fully Paid: 8,340,824,000 Ordinary Shares of 50 Kobo each     | 4,170,412         |  |
| EQUITY AND RESERVES  |                   |  |
| Issued Share Capital   | 4,170,412         |  |
| Share Premium  | 116,843           |  |
| Contingency Reserve  | 2,613,035         |  |
| Statutory reserve  | 1317,150          |  |
| Revaluation Reserve  | 225,103           |  |
| Accumulated Loss   | (1,115,208)       |  |
| Available for Sale Reserve   | 4,949             |  |
| TOTAL EQUITY   | 6,015,134         |  |

| DIRECTORS                 | DESIGNATION            | OFFICE ADDRESS:  |
|---------------------------|------------------------|--|
| Mr. Ouseun O. Ajayi       | Chairman               | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Mr. Chronen Soynka        | Managing Director/CEO  | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Ms. Emi Faloughi          | Non-Executive Director | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Ms. Omozusi Iredia        | Non-Executive Director | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Cal Musa Shehu (Rtd), OFR | 7 Independent Director | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Mrs. Ugochi Odemelan      | Executive Director     | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Mr. Jude Modilim          | Executive Director     | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Mr. Samuel Egube          | Non-Executive Director | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |
| Mr. Abimbola Oguntunde    | Non-Executive Director | 17 Adetokunbo Ademola Street<br>Victoria Island,<br>Lagos. |

| OTHER PARTIES             | OFFICE ADDRESS:   |
|---------------------------|---|
| Issuing House:            | Cordros Capital Limited WAVE AGA EY And<br>70, Norman Williams Street,<br>Ikoyi, Lagos                  |
| Solicitors to the Issue   | Ayodele Olugbenga & Co<br>9th Floor, UBA House OL UCLASTICA FAB (LUSA<br>57, Marina Multure)            |
| Solicitors to the Company | Citipoint Chambers (Legal Practitioners)<br>11, CIPM Avenue, Central Business District,<br>Alausa-ikeja |
| Stockbrokers              | Dynamic Portfolio Limited<br>20, Campbell Street,<br>Lagos  |
| Auditor                   | Ernst & Young<br>10th Floor, UBA House<br>57, Marina  |
| Registrar                 | Meristem Registrars Limited   |
| Receiving Bank            | Providus Bank Pic NusztChu Kwy Chu King<br>54, Adetokunbo Ademola Street, Victoria Island               |

## 8.0 THE CHAIRMAN'S LETTER



30th September 2018

### TO: ALL SHAREHOLDERS OF SOVEREIGN TRUST INSURANCE PLC

Dear Sir/Madam,

## SOVEREIGN TRUST INSURANCE PLC ("STI" OR "THE COMPANY") RIGHTS ISSUEOF RIGHTS 4,170,411,648 ORDINARY SHARES OF 50 KOBO EACH AT ¥ 0.50 PER SHARE

At the Annual General Meeting of the Company held at Civic Center, Victoria Island, Lagos on the Thursday 21th of September 2017, it was unanimously agreed that the Company should raise additional equity capital up to the maximum limit of the of the authorized share capital, whether by way of a special placement, public offer, rights issue or a combination of any of them, subsequently, the Board met, and in line with strategic objective of the company, resolved to raise capital via a Rights Issue.

The Rights Issue will not only give the Company a competitive edge, it provides an opportunity for it to expand its share of the market in the ever-competitive Nigerian Insurance industry that has seen the entrance of a few global players in recent years. The capital raising exercise is in line with the Company's goal of being a dominant player in the Insurance industry, with market leadership positions in the sectors it participates.

On behalf of the Directors of Sovereign Trust Insurance Plc, I wish to provide you with the following information in connection with the rights issue.

#### **RIGHTS ISSUE**

I am pleased to inform you that your Company will issue 4,170,411,648 ordinary shares of 50kobo each at  $\frac{1}{40}$ .50. per share, on the basis of one (1) new ordinary share for every two (2) ordinary share already held as at the close of business on the Qualification Date. The new shares will rank pari-passu in all respects, with the existing Ordinary shares of the Company.

As we look ahead, the Board is of the considered opinion that the fresh injection of the Proceeds of N2.09 billion would expand the company's business operations, competitiveness and also increase its penetration of the insurance market. It is my privilege, and the privilege of your Board of Directors, to serve with a view to building shareholder value over the long term, and I encourage all shareholders to participate fully in this Rights Issue.

Yours Faithfully,



Mr. Oluwaseun Ajayi

### THE CHAIRMAN'S LETTER

#### 8.1 History and Business of the Company

STI was incorporated as a Private Limited Liability Company under Nigeria law as Grand Union Assurances Limited on 26 February 1980 and commenced operations accordingly as an insurance company in Nigeria.

In January 1995, the Company was reconstituted and recapitalized under the new name, Sovereign Trust Insurance Limited and immediately started operation with an authorized share capital of <del>\u00430</del> Million and fully paid up capital of <del>\u00420</del> Million.

In 2001, STI acquired the necessary operating license to transact Life & Pensions business and continued operations as a composite insurance company.

In 2006, STI was admitted on the official daily list of the Nigerian Stock Exchange. Subsequently, in 2006, following the recapitalization exercise, STI merged with three other insurers (Coral International Insurance Company Limited, Confidence Insurance Plc and Prime Trust Insurance Limited) to form Sovereign Trust Insurance Plc.

In 2007, STI relinquished its life license and continued operations as a short-term insurance provider in the industry. The Company was rated A- by Global Credit Rating ("GCR") in 2007, 2008 and 2009 respectively. These ratings were based on STI's favorable underwriting track record which has been heavily influenced by low loss ratios as well as the Company's maintenance of a resilient brand in the fragmented and highly competitive Nigerian Insurance Market.

In 2010, STI signed a Circular of Understanding with UBA Metropolitan Life Insurance Limited, thus demonstrating that the intensely competitive insurance industry can also thrive on collaborations and cooperation. The pact provides that each company can cross sell the other's products and services.

Currently the company has about 17 branches across major cities.

## 8.2 Business Overview

STI is licensed by NAICOM to underwrite non-life policies. The Company provides a wide range of non-life insurance products covering most facets of the economy, including:

- Oil & Gas Policy
- E-TIC- Travel Insurance Policy
- All Risk Policy
- Swis-F Policy

- Aviation Policy
- Builders Liability Insurance
- Contractors All Risk
- Fidelity Guarantee

- Burglary House Breaking Policy
- Consequential Loss Policy
- Electronic Equipment Policy
- Erection All Risk
- House Holder
- Machinery Breakdown
- Marine Cargo Policy
- Marine Hull Policy
- Occupiers Liability Insurance

- Fire & Extraneous Perils Policy
- Goods in Transit Policy
- Healthcare Indemnity Insurance
- Money Insurance policy
- Motor Insurance
- Plant All Risk
- Workmen's compensation Policy
- Products Liability Policy

## THE CHAIRMAN'S LETTER

### 8.3 Products and Services

STI prides itself in the innovative insurance products and services that it has created, that are tailored to meet the specific needs of its numerous clients. The following are a few of the products and service offerings by the Company:

### **Aviation Policy**

This policy provides comprehensive cover against loss or damage to insured aircraft while operating anywhere in the world. The cover also includes the operator's legal liability to Third Parties for death, bodily injury and property damage. Liabilities to passengers are also covered up to a certain limit selected.

## Marine Cargo Policy

This policy provides indemnity for loss or damage to goods being conveyed by sea or air into or outside the country. The All Risks type of cover known as Clauses "A" provides indemnity to the insured in the event of total or partial loss of the goods while Clauses 'C' is for a more restricted cover.

#### All Risk Policy

This policy has a very wide scope of cover and is specifically tailored to suit protection of portable and valuable items such as jewelries, cameras, mobile phones, Laptops etc. The attraction of the policy stems from the fact that cover will operate wherever the item is lost or damaged. The policy covers practically all risks with certain exclusions such as electrical or mechanical derangement or defect.

## **Products Liability Policy**

This covers the insured's legal liability for bodily injury to persons, or loss or damages to property(ies) caused by products or goods sold, supplied, erected, repaired, treated or installed by the insured in the course of its business. It is not unusual to cover financial loss which is accompanied by bodily injury or loss of or damage to property.

## **Goods in Transit Policy**

This is an "All Risks" policy covering goods being carried from one location to another. Any loss not specifically excluded under the policy is covered and the insurance is suitable for any organization that is engaged in movement of goods either by road or rail and the cover will operate when the goods are being conveyed by owner's vehicle or

hired vehicles. Losses arising from Fire and Theft are covered under this policy.

## Fire & Extraneous Perils Policy

This type of policy will provide indemnity to the insured in the event of loss or damage to property covered under it as a direct result of fire outbreak, lightning or explosion. Other extraneous perils such as social/civil disturbances like strike and riot, and natural disasters like storm damage, flood and earthquake can also be covered by an extension of the standard scope of the cover.

#### **Money Insurance Policy**

This is another type of All Risks policy which is designed to cover any fortuitous event that could result in the loss of cash while in the course of transit either to or from a bank. The cover will also operate while the money is on the premises of the insured and while in a securely locked safe. The policy can also be extended to cover cash in the personal custody of selected management staff

## THE CHAIRMAN'S LETTER

### **Oil & Gas Policy**

Oil & Energy insurance can be defined as the insurance of all operations and assets relating to the exploration, exploitation, drilling, refining, storage and transportation of oil, gas or other energy resources. It also includes the insurance of Petrochemical risks such as insurance of assets, operations and liabilities arising out of production and consumption of intermediate and final products of chemical derived from Gas and Crude petroleum. The purpose of oil insurance is to protect all parties against the financial consequences of accident, which may lead to injury to workmen and third parties in addition to loss or damage to properties.

#### **Consequential Loss Policy**

This type of policy, often referred to as "business interruption insurance" is designed to indemnify the insured

against loss of productive capacity or future earning power which may occur as a result of loss or damage to the premises and property insured under the Fire/Extraneous Perils explained above. This policy is normally taken out in conjunction with the Fire Policy so that when the latter pays for the material damage to property insured under it, this policy will pick up the intangible loss that will flow from the primary loss caused by the Fire perils.

Sovereign Trust Insurance Plc continues to be the lead underwriter for most of the major oil and gas projects in Nigeria.

#### 8.4 BOARD RESOLUTION APPROVING THE ISSUE



## SOVEREIGN TRUST

INSURANCE PLC. BC 31982 17, Adetokanbo Ademola Street, P. O. Box 74393, Victoria Island, Lagos. Tel: +234 - 1 - 4621710, 4617201, 4615006-9, 905 384 7294 Fax: +234 - 1 - 4617200, 4615817 E-Mail:info@istiplc.com Webiiit:www.stiplc.com

THE REPUBLIC OF NIGERIA THE COMPANIES AND ALLIED MATTERS ACT, CAP C20 LAWS OF THE FFDERATION OF NIGERIA, 2004

PUBLIC COMPANY LIMITED BY SHARES

BOARD RESOLUTION

RESOLUTION OF THE BOARD OF DIRECTORS OF SOVEREIGN TRUST INSURANCE PLC

At the Meeting of the Board of Directors of Sovereign Trust Insurance Pic held on 26<sup>th</sup> day of March 2018 at the Head office Boardroom at 17, Adetokunbo, Ademola Street, Victoria Island, Lagos, the following resolution was proposed and duly passed as Board Resolution, that is.

"That pursuant to the Shareholders Resolution at the 22<sup>nd</sup> Annual General Meeting to raise additional equity capital for the Company up to the maximum limit of the Authorized Share Capital, the Board hereby authorizes a capital raise of the N2,085,205,824 through Rights Issuance of 4,170,411,648 shares of 50kobo each at 50 kobo per share on the basis of one (1) new ordinary share for every two (2) ordinary shares held".

Dated this 26<sup>th</sup> day of March 2018

~ DIRECTOR

CLAOTATI SOVINKA

SQUITT UNION LIMITEL (Corplicat Description Nominees) COMPANY SECRETARY HETUNDE MARTINS

Authorized and Regulated by the National Insurance Commission FIGC 037 DIRECTORS

OLLEREN O. AJAM (CHARMAN), COL. MESA SHEHU (RTD) (OH), CHI FALOUCH, OMOZUSI REDA, ARMBOLA OGUNTUNDE, SAM EGUNE, ORUNPH ODUSI (ED), JEDE MODILIM (ED), UGOCH ODEMELAM (ED), OLAOTAN SOYINKA (MD/CEO)

#### 8.5 SWORN LETTER OF DECLARATION OF FULL DISCLOSURE BY STI PLC



## SOVEREIGN TRUST INSURANCE PLC. ICIUST

17, Adenoitambo Aziarmita Storet, P. O. Box 74393, Victoria Island, Lagra. Tel: +234 - 1 - 4621710, 4617201, 4615006-9, 005 384 7204 Faz: +234 - 1 - 4617200, 4613617 E-Mail:info@atpit.com Wobsite.www.atak.com

11th November, 2018

The Director General Securities and Exchange Commission SEC Tower Plot 272 Samuel Adesujo Ademulegun Street Central Business District Abuja

Dear Sir,

#### PROPOSED RIGHTS ISSUE BY SOVEREIGN TRUST INSURANCE PLC: SWORN DECLARATION ON FULL DISCLOSURE OF ALL MATERIAL FACTS IN THE RIGHTS ISSUE CIRCULAR

In accordance with Rule 280 (3) of the Rules and Regulations of the Securities and Exchange Commission 2013 which stipulates that "The issuer shall make a sworn declaration that it has fully disclosed all material facts in the offer document and the declaration shall be signed by the chief executive officer, the company secretary and the chief financial officer of the issuer"

- Sovereign Trust Insurance PLC hereby makes a sworn declaration that it has fully disclosed all material facts in the Rights Circular prepared by the appointed Joint Financial Advisers and Issuing Houses in connection with the proposed registration of the Rights Issue, Rights Circular and any other Transaction document with the Commission.
- We confirm that we have taken all reasonable care to ensure that the Information contained in the Rights Circular and any related documentation is to the best of our knowledge and belief in accordance with the facts and contains no omission likely to affect its import.
- We confirm that there has been no significant change in the financial condition or material adverse change in the prospect of the Issuer as at the date of the Rights Circular

. ..... SIGNED FOR AND BEHALF OF SOVEREIGN TRUST INSURANCE PLC BY ITS AUTHORISED REPRESENTATIVES Comparing Union LIMITE: (Comparing Sebretaries Neurises Comparing Secretary Equity Union Limited Secretaries GM, Finance & Corp. Serv. KAYODE ADIGUN 1 - Arris Mahaging Director(0) 1001 Swom at the High Court Registry, Lagos. This -2018 Day of -Out BEFORE ME 0 States SHORE COMMISSIONER FOR OWTHS COURTO OFFIC



SOVEREIGN TRUST

INSURANCE PLC. 8E 10982 17, Ademinantive Ademonia Street, P. O. Bier 74393, Victoria Initend, Lagen, Tel: +234 - 1 - 46217710, 4617201, 4615006-9, 905 384 7204 Tet: +234 - 1 - 4617200, 4615817 E-Mail Inite@http://.com Wobsite.vverw.sigfe.com

November 11, 2018

The Managing Director Cordros Capital Limited 70 Norman Williams Street Off Awolowo Road 8koyi Lagos

Dear Sir,

CONFIRMATION OF THE GOING CONCERN STATUS OF SOVEREIGN TRUST INSURANCE PLC

The above subject refers.

The Board of Directors ("the Board") of Sovereign Trust Insurance Pic ("STI" or "the Company") is required to prepare financial statements at the end of each financial period, which gives a true and fair view of the state of affairs, and of the profit and loss position of the Company. The Board is responsible for maintaining proper accounting records and taking reasonable steps to prevent and detect fraud and other irregularities.

The Board is also responsible for selecting suitable accounting policies and applying the policies on a consistent basis, making informed judgments and estimates that are prudent and reasonable.

The applicable International Financial Reporting Standards have been followed and the Company's financial statements are prepared using accounting policies which comply with generally accepted accounting standards in Nigeria, including the Companies and Allied Matters Act 2004 and the Financial Reporting Council of Nigeria Act 2011. The Board, therefore deems it appropriate to adopt the going concern basis in preparing the financial statements.



Authorities and Regulated by the National Inventoria Commission Factors OWERCHORS

CALEBELIN D. AGAD (DAABMAAN, COL. MARKA S-87-E) (ETD) (OFE), DW DALOUCHE, OWCITUEI IEEDA, ABMAKCLA OCERITURIOF, SAM EDLIBE, DOUNINT ODUEI (ED), (LIDE MODILIM (EE), GEOCHE ODEMELAM (ED), CLACITAN SCYDIEA (MD)(CEO)



The Board, after making necessary enquiries, reviewing budgets, projecting cash flows and other relevant information, considers that adequate resources will exist for the business to continue in perpetual and operational existence for the Foreseeable future.

Yours faithfully,

. .

proprieto 5 -- 1 MR OLAOTAN SOYINKA MANAGING DIRECTOR

EQUID ( UNION LIMITEL ( Corports ( Contarios Numianes) EQUITYONION LIMITED YETUNDE MALTIN

#### 8.7 LETTER FROM THE AUDITORS ON GOING CONCERN STATUS



Ernall & Young 20th Fear UBA House S2. Martina F. O. Box 2442, Wartes

The second secon

9 January 2019

The Directors Sovereign Trust Insurance Pic 17, Adetokunbo Ademola Street Victoria Island, Lagos

Dear Sirs.

CONFIRMATION OF GOING CONCERN STATUS OF SOVEREIGN TRUST INSURANCE PLC IN RESPECT OF RIGHTS ISSUE OF 4,170,411,648 ORDINARY SHARES OF 50 KOBD EACH AT NO.50 ON THE BASIS OF 1 NEW ORDINARY SHARE FOR EVERY 2 SHARES HELD IN THE COMPANY

Sovereign Trust Insurance Pic (the "Company") is in the process of raising Equity Capital via a Rights Issue.

Based on our audit of the financial statements of the Company for the year ended 31 December 2017 on which we expressed our opinion on 28 March 2018 and the representation received from Directors of the Company, we confirm that nothing has come to our attention that causes us to believe that the Company will not continue as a going concern in the foreseeable future.

This letter has been prepared only for the purposes of compliance with the rules and regulations of the Nigerian Securities and Exchange Commission.

Yours faithfully,

Cappers Date

Sayo Elumaro, FCA

For: Ernst & Young Lagos, Nigeria

#### 9.0 FIVE YEAR FINANCIAL INFORMATIO

#### 9.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

#### Basis of presentation and statement of compliance with IFRS

These financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board and IFRS Interpretations Committee (IFRIC) for Interpretations applicable to companies reporting under IFRS.

The preparation of these financial statements is being based on the historical cost basis except for investment properties, building and certain financial instruments that are measured at revalued amounts or fair values, as explained in the accounting policies below. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

In accordance with IFRS 4 Insurance Contracts, the Company has applied existing accounting policies for Non-life insurance contracts, modified as appropriate to comply with the IFRS framework.

The preparation of financial statements in conformity with IFRS requires the Company's Board of Directors to exercise its judgment in applying the Company's accounting policies. The areas involving a higher degree of judgments or complexity, or areas where assumptions or estimates are significant to the financial statements are as disclosed in the Audited Financial Statement. The financial statements of Sovereign Trust Insurance PIc have been prepared on a going concern basis. The Directors of the Company have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future.

## **Presentation currency**

The financial statements are presented in Nigerian Naira ( $\Re$ ) and are rounded to the nearest thousand ('000) unless otherwise stated.

#### **Foreign currencies**

#### **Transactions and balances**

In preparing the financial statements of the Company, transactions in currencies other than the entity's functional currency (foreign currencies) are recognized at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are translated at the rates prevailing at that date.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate as at the date of the initial transaction and are not subsequently restated. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value is determined. The gain or loss arising on translation of non-monetary items measured at fair value is treated in line with the recognition of a gain or loss on change in fair value of the item (i.e., translation differences on items whose fair value gain or loss is recognised in other comprehensive income (OCI) or profit or loss are also recognised in OCI or profit or loss, respectively).

#### Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks and other short term highly liquid investments with original maturities of three months or less. These assets are readily convertible into known amounts of cash.

### **Financial assets**

### Initial recognition and measurement

The Company designates financial assets to the following IAS 39 categories: financial assets at fair value through profit or loss; held-to-maturity investments; available-for-sale financial assets and loans and receivables. Management determines the classification of its financial instruments at initial recognition. The classification of financial assets depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. All regular way purchases or sales of financial assets are recognized and derecognized on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets in the time frame established by regulation or convention in the marketplace.

### Effective interest method

Income is recognized on an effective interest basis for debt instruments other than those financial assets classified as Fair Value Through Profit or Loss (FVTPL).

### Financial assets at fair value through profit or loss (FVTPL) - Equity securities

Financial assets are classified as FVTPL when the financial asset is either held for trading or it is designated as at FVTPL. Financial assets held for trading include equity securities which are acquired principally for the purpose of generating a profit from short-term fluctuation in price, measurement recognized in statement of profit or loss. The net gain or loss recognized in statement of profit or loss incorporates any dividend or interest earned on the financial asset and is included in the 'other operating income' line item in the statement of profit or loss.

## Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity dates that the Company has the positive intent and ability to hold to maturity. Held-to-maturity investments include investment in debt securities (bonds) issued by federal government, state governments and other corporate entities.

Subsequent to initial recognition, held-to-maturity investments are measured at amortised cost using the effective interest method less any impairment. Gains and losses are recognised in the statement of profit or loss when the investments are derecognized or impaired, as well as through the amortisation process.

## Available-for-sale financial assets (AFS financial assets)

AFS financial assets are non-derivatives that are either designated as AFS or are not classified as (a) loans and receivables,

(b) held-to-maturity investments or (c) financial assets at fair value through profit or loss

### FIVE YEAR FINANCIAL INFORMATION

The Company holds investments in unlisted shares that are not traded in an active market but classified as AFS financial assets and stated at cost less accumulated impairment. Changes in the carrying amount of AFS monetary financial assets relating to changes in foreign currency rates, interest income calculated using the effective interest method and dividends on AFS equity investments are recognized in statement of profit or loss. Other changes in the carrying amount of available-for- sale financial assets are recognized in statement of other comprehensive income and accumulated under the heading of available for sale reserve. When the investment is disposed of or is determined to be impaired, the cumulative gain or loss previously accumulated in the Available-for-sale reserve is reclassified to statement of profit or loss.

Dividend on AFS equity instruments are recognized in profit or loss when the Company's right to receive the dividends is established. The fair value of AFS monetary financial assets denominated in a foreign currency is determined in that foreign currency and translated at the spot rate prevailing at the end of the reporting period. The foreign exchange gains and losses that are recognized in statement of profit or loss are determined based on the amortized cost of the monetary asset. Other foreign exchange gains and losses are recognized in statement of other comprehensive income. AFS equity investments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured and derivatives that are linked to and must be settled by delivery of such unquoted equity investments are measured at cost less any identified impairment losses at the end of each reporting period.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are measured at amortized cost using the effective interest method, less any impairment. These investments are initially recognised at cost, being the fair value of the consideration paid for the acquisition of the investment. All transaction costs directly attributable to the acquisition are also included in the cost of the investment. After initial measurement, loans and receivables are measured at amortised cost, using the effective interest rate method (EIR) less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fee or costs that are an integral part of the EIR. The EIR amortisation is included in the statement of profit or loss. Gains and losses are recognised in the profit or loss also when loans and receivables are derecognized or impaired, as well as through the amortisation process.

#### **Trade receivables**

Receivables include amounts due from agents, contractual brokers and insurance contract holders. Receivables arising under insurance contracts are measured on initial recognition at the fair value of the consideration received or receivable. Subsequent to initial recognition, insurance receivables are measured at amortised cost, using the effective interest rate method. The carrying value of insurance receivables is reviewed for impairment whenever events or circumstances indicate that the carrying amount may not be recoverable, with the impairment loss recorded in the statement of profit or loss.

#### Impairment of financial assets

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at the end of each reporting period. Financial assets are considered to be impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected. For AFS equity investments, a significant or prolonged decline in the fair value of the security below its cost is considered to be objective evidence of impairment. For AFS debt instrument, the Company treats

significant' generally as 20% and 'prolonged' generally as greater than twelve months.

For all other financial assets, objective evidence of impairment could include:

- Significant financial difficulty of the issuer or counterparty; or
- Breach of contract, such as a default or delinquency in interest or principal payments; or
- It becoming probable that the borrower will enter bankruptcy or financial re-organization; or
- The disappearance of an active market for that financial asset because of financial difficulties.

For certain categories of financial assets, such as trade receivables, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Company's past experience of collecting payments, an increase in the number of delayed payments in the

portfolio past the average credit period of 30 days, as well as observable changes in national or local economic conditions that correlate with default on receivables.

### Financial asset carried at amortised cost

For financial assets carried at amortized cost, the amount of the impairment loss recognized is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate. The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognized in statement of profit or loss.

For financial assets measured at amortized cost, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment was reversed does not exceed what the amortized cost would have been had the impairment not been recognized.

#### Available for sale financial assets

When an available for sale financial asset is considered to be impaired, cumulative gains or losses previously recognized in statement of other comprehensive income are reclassified to profit or loss in the period. In respect of AFS equity securities, impairment losses previously recognized in profit or loss are not reversed through profit or loss. Any increase in fair value subsequent to an impairment loss is recognized in statement of other comprehensive income and accumulated under the heading of available-for-sale reserve. In respect of AFS debt securities, impairment losses are subsequently reversed through statement of profit or loss if an increase in the fair value of the investment can be objectively related to an event occurring after the recognition of the impairment loss.

#### Intangible assets

- Software

The amount initially recognized for intangible assets is the sum of the expenditure incurred from the date when the intangible asset first meets the recognition criteria. Where no internally-generated intangible asset can be recognized, development expenditure is recognized in profit or loss in the period in which it is incurred. Costs associated with maintaining computer software programmes are recognised

#### as an expense as incurred.

Directly attributable costs that are capitalised as part of the software product include the software development employee costs and an appropriate portion of directly attributable overheads. Other development expenditures that do not meet these criteria are recognised as an expense as incurred.

#### Property, plant and equipment

Property, plant and equipment are those owned and used by the Company and are stated in the statement of financial position at cost not for building which are at revalued amount, less any subsequent accumulated depreciation and accumulated impairment. Property, plant and equipment in the course of construction for production, supply or administrative purposes are carried at cost, less any recognized impairment. Cost includes professional fees and, for qualifying assets, borrowing costs capitalized in accordance with the Company's accounting policy. Such properties are classified to the appropriate categories of property, plant and equipment when completed and ready for intended use.

Depreciation of these assets, on the same basis as other property assets, commences when the assets are available for their intended use. Depreciation is recognized so as to write off the cost or valuation of assets (other than freehold land and properties under construction) less their residual values over their useful lives, using the straight-line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis. Freehold land is not depreciated.

Depreciation is calculated on a straight-line method to write down the cost of assets in equal installments over their estimate useful lives, at the following annual rates:

| Asset                  | %     |
|------------------------|-------|
| Land                   | -     |
| Building               | 2%    |
| Leasehold improvements | 10%   |
| Motor vehicles         | 25%   |
| Furniture and fittings | 15%   |
| Computer equipment     | 33.3% |
| Office equipment       | 20%   |
| Plant and machinery    | 15%   |

An item of property, plant and equipment is derecognized upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in profit or loss. The residual values, useful lives and methods of depreciation of property, plant and Equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

#### Statutory deposit

Statutory deposit represents a deposit of 10% of the regulatory share capital kept with the Central Bank of Nigeria. The amount held will increase or decrease in relation to the amount of paid up share capital in issue. The cash amount held is considered to be a restricted cash balance.

#### Insurance contract liabilities

#### Provision for Outstanding claims and Incurred but not reported (IBNR) claims

Provision for liabilities of insurance contracts is made for outstanding claims and settlement expenses incurred at the reporting date including an estimate for the cost of claims incurred but not reported (IBNR) at that date. Included in the provision is an estimate of the internal and external costs of handling the outstanding claims. Material salvage and other recoveries including reinsurance recoveries are presented as assets.

Significant delays are experienced in the notification and settlement of certain types of general insurance claims, particularly in respect of liability business, environmental and pollution exposures, the ultimate cost of which may vary from the original assessment. Adjustments to the amounts of claims provisions established in prior years are reflected in the financial statements for the period in which the adjustments are made and disclosed separately, if material. The liability for Incurred but not Reported (IBNR) claims is calculated at the end of the reporting period, using a range of standard actuarial claim projection techniques, based on empirical data and current assumptions that may include a margin for adverse deviation.

#### Provision for unearned premiums and unexpired risks

The provision for unearned premiums represents that part of written premiums, gross of commission payable to intermediaries that is estimated to be earned in subsequent periods. The change in the provision is recorded in the profit or loss to recognize revenue over the period of the risk.

#### **Trade payables**

Trade payables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method. The fair value of a non-interest-bearing liability is its discounted repayment amount. If the due date is less than one year, discounting is omitted.

#### Other payables

Other payables are initially recognized at fair value, fair value represents transaction price and subsequently measured at amortized cost.

#### Taxation

Income tax expense represents the sum of the tax currently payable and deferred tax.

## FIVE YEAR FINANCIAL INFORMATION

#### Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the statement of profit or loss because of items of income or expense that are taxable or deductible in other

years and items that are never taxable or deductible.

The Company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period. The current taxes include: Company Income Tax at 30% of taxable profit; Education Tax at 2% of assessable profit; Capital Gain Tax at 10% of chargeable gains; and Information Technology Development Levy at 1% of accounting profit. Minimum tax may be computed based on CITA.

### **Deferred tax**

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit.

Deferred tax liabilities are generally recognized for all taxable temporary differences. Deferred tax assets are generally recognized for all deductible temporary difference, unutilized tax loss and unutilized tax credits. Such deferred tax assets and liabilities are not recognized if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit. Deferred tax liabilities are recognized for taxable temporary differences associated with investments in subsidiaries and associates, and interests in joint ventures, except where the Company is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

### Current and deferred tax for the year

Current and deferred tax are recognized in statement of profit or loss, except when they relate to items that are recognized in statement of other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognized in statement of other comprehensive income or directly in equity respectively.

An entity shall offset deferred tax assets and deferred tax liabilities if, and only if:

a) the entity has a legally enforceable right to set off current tax assets against current tax liabilities; and

b) the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority on either:

- I. the same taxable entity;
- II. or different taxable entities which intend either to settle current tax liabilities and asset on a net basis or to realize the asset and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

#### **Employee benefit Cost**

#### **Defined contribution pension scheme**

Payments to defined contribution retirement benefit plans are recognized as an expense when employees have rendered service entitling them to the contributions.

This is done in line with the Pension Reform Act 2014, whereby the minimum rate of Pension Contribution is 18% of monthly emolument, where 8% will be contributed by employee and 10% by the employer.

#### Short-term benefits

Wages, salaries, paid annual leave, bonuses and non-monetary benefits are recognised as employee benefit

### FIVE YEAR FINANCIAL INFORMATION

expenses when the associated services are rendered by the employees of the Company.

#### Defined benefit plan

The Company operates a defined benefit plan to employees who are qualified as at the period it was discontinued.

Remeasurements, comprising actuarial gains and losses and the return on plan assets (excluding amounts included in net interest on the net defined benefit liability), are recognised immediately in the statement of financial position with a corresponding debit or credit to retained earnings through OCI in the period in which they occur. Remeasurements are not reclassified to profit or loss in subsequent periods.

Past service costs are recognised in profit or loss on the earlier of the date of the plan amendment or curtailment or the date that the Group recognizes related restructuring costs or termination benefits.

#### Borrowings

Finance cost comprise interest payable on loans and bank overdrafts as well as commission fees charged in respect of letters of credit. They are charged to profit or loss as incurred, except those that relate to qualifying assets. Arrangement fees in respect of financing arrangements including letters of credit are charged to borrowing costs over the life of the related facility.

After initial recognition, interest bearing loans and borrowings are subsequently measured at amortised cost using the effective interest rate method. Gains and losses are recognised in the profit or loss when the liabilities are derecognized as well as through the effective interest rate (EIR) amortisation process. Amortised cost is calculated by taking into account any discount or premium on acquisition and fee or costs that is an integral part of the EIR. The EIR amortisation is included in finance cost in the profit or loss.

#### Share capital

Shares are classified as equity when there is no obligation to transfer cash or other assets. Incremental external costs that are directly attributable to the issue of these shares are recognized in equity, net of tax.

#### Statutory contingency reserve

The Company maintains Statutory contingency reserve in accordance with the provision of Section 21(2) of the Insurance Act CAP I17, LFN 2004 to cover fluctuations in securities and variations in statistical estimates at a rate equal to greater of 3% of gross premium or 20% of net profits until the accumulated amount reaches the greater of the minimum paid-up capital or 50% of the net premium.

#### Dividends

Dividend to the shareholders of the Company is recognised in the period in which the dividend are declared as a first interim dividend approved by the Board of Directors or a second interim dividend approved by the Company's shareholders at the Company's annual general meeting. Final dividend for the year that are approved after the reporting date are dealt with as event after the reporting date. This is approved by the shareholders at the Annual General Meeting.

#### **Revenue recognition**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured, regardless of when the payment is received. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes or duty. The Company has concluded that it is the principal in all of its revenue arrangements since it is the primary obligor in all the revenue arrangements, has pricing latitude, and is also exposed to inventory and credit risks. The specific recognition criteria described below must also be met before

revenue is recognised.

#### Gross written premium

Written premiums comprise the premiums on contracts incepted in the financial year. Written premiums are stated gross of commissions that are payable to intermediaries and exclusive of taxes and duties on premiums. Unearned premiums are those proportions of the premium which relate to periods of risk after the reporting date. Unearned premiums are calculated on a time apportionment basis.

### Fees and commission income

Fees and commission income consists primarily of agency and brokerage commission, reinsurance and profit commissions, policyholder administration fees and other contract fees. Reinsurance commission receivables are deferred in the same way as acquisition costs. All other fees and commission income are recognized as the services are provided.

### Investment income

Investment income consists of dividend, interest and rent received, movements in amortized cost on debt securities and other loans and receivables, realized gains and losses, and unrealized gains and losses on fair value assets.

### Benefits, claims and expenses recognition

### Insurance Benefits and claims

Insurance claims include all claims occurring during the year, whether reported or not, related internal and external claims handling costs that are directly related to the processing and settlement of claims, a reduction for the value of salvage and other recoveries, and any adjustments to claims outstanding from previous years.

#### **Reinsurance claims**

The Company recognizes reinsurance claims when the related gross insurance claims are recognised according to the terms of the relevant contracts.

#### Underwriting expenses

Underwriting expenses refer to all expenses, inclusive of net commissions, that are applicable to the servicing of net premiums written. These expenses encompass all that are incurred by an insurance company.

Underwriting expenses for insurance contracts are recognised as expense when incurred, with the exception of acquisition costs which are recognised on a time apportionment basis in respect of risk. Acquisition costs comprise all direct and indirect costs arising from the writing of insurance contracts.

Other underwriting expenses are those incurred in servicing existing policies/contract. These expenses are charged in the accounting period in which they are incurred.

#### Other expenses

All other operating expenses are recognized directly in profit or loss and when incurred.

### Leases

The determination of whether an arrangement is a lease, or contains a lease, is based on the substance of the arrangement at the inception date and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset and the arrangement conveys a right to use the asset, even if that asset is not explicitly specified in an arrangement.

## 9.2 Statement of Financial Position

The following represents the Company's IFRS Statement of Financial Position for five years (2013-2018Q3)

| Statement of Financial<br>Position                 | 2014<br>N'000               | 2015<br>N'000     | 2016<br>N'000 | 2017<br>N'000 | 2018 Q3<br>N'000 |
|--|-----------------------------|-------------------|---------------|---------------|------------------|
| Assets   |                             |                   |               |               |                  |
| Cash and cash equivalents                          | 2,236,085                   | 2,582,695         | 3,015,331     | 3,400,291     | 2,730,265        |
| Investment Securities                              | 866,956                     | 929,904           | 562,846       | 1,025,722     | 511,639          |
| Trade Receivables                                  | 57,551                      | 115,751           | 308,428       | 329,648       | 698,949          |
| Reinsurance assets                                 | 2,011,841                   | 1,822,099         | 1,733,315     | 2,500,761     | 2,698,978        |
| Deferred acquisition cost<br>Other receivables and | 568,819                     | 567,819           | 496,295       | 439,068       | 594,987          |
| prepayment   | 158,711                     | 430,493           | 39,006        | 50,155        | 126,945          |
| Investment in Associate                            | 49,202                      | 58,104            | 66,857        | 71,178        | 81,434           |
| Investment Properties                              | 1,339,084                   | 1,358,256         | 1,181,454     | 1,161,581     | 1,107,619        |
| Intangible assets                                  | 25,775                      | 29,424            | 20,792        | 15,505        | 23,350           |
| Property Plant and Equipment                       | 783,098                     | 842,381           | 1,620,472     | 1,386,862     | 1,458,240        |
| Deferred tax assets                                | 80,725                      | 212,945           | 151,764       | 121,904       | 121,904          |
| Statutory deposit                                  | 315,000                     | 315,000           | 315,000       | 315,000       | 315,000          |
| Total assets                                       | 8,492,846                   | 9,264,871         | 9,511,560     | 10,817,675    | 10,469,311       |
| Liabilities and Equities<br>Liabilities            |                             |                   |               |               |                  |
| Insurance contract Liabilities                     | 3,073,723                   | 3,046,784         | 2,838,600     | 3,260,519     | 3,100,179        |
| Borrowing  | 806,590                     | 531,976           | 750,456       | 861,919       | 925,451          |
| Bank Overdrafts                                    | -                           | -                 | 108,641       | 78,897        | -                |
| Trade Payables                                     | 140,147                     | 313,403           | 225,953       | 710,333       | 170,087          |
| Other Payables and Accruals                        | 37,905                      | 119,916           | 121,918       | 180,132       | 88,083           |
| Current Income tax payable                         | 32,937                      | 17,108            | 46,158        | 71,739        | 58,144           |
| Retirement benefit Obligation                      | 240,689                     | 210,488           | 184,406       | 182,232       | 112,232          |
|  | 4,331,991                   | 4,239,675         | 4,276,132     | 5,345,771     | 4,454,177        |
| Equities   |                             |                   |               |               |                  |
| Issued and paid-up capital                         | 3,435,879                   | 4,170,412         | 4,170,412     | 4,170,412     | 4,170,412        |
| Share Premium                                      | 116,843                     | 116,843           | 116,843       | 116,843       | 116,843          |
| Contingency Reserve<br>Deposit for Shares          | <b>1,671,227</b><br>410,284 | 1,885,195         | 2,077,191     | 2,332,596     | 2,613,035        |
| Revaluation reserve                                | -                           | -                 | 175,288       | 225,103       | 225,103          |
| Available for sale reserve                         | 13,416                      | 1,171             | (3,984)       | 4,949         | 4,949            |
| Accumulated Losses                                 | (1,486,794)                 | (1,148,425)<br>33 | (1,300,322)   | (1,377,999)   | (1,115,208)      |

| Total Equity                 | 4,160,855 | 5,025,196 | 5,235,428 | 5,471,904  | 6,015,134  |
|------------------------------|-----------|-----------|-----------|------------|------------|
| Total Liabilities and Equity | 8,492,845 | 9,264,871 | 9,511,560 | 10,817,675 | 10,469,311 |

## 9.3 Statement of Profit or Loss

The following represents the Company's IFRS Statement of Profit and Loss for five years (2013-2018Q3):

| Sovereign Trust Insurance<br>Plc                      | 2013        | 2014        | 2015        | 2016        | 2017        | 2018 Q3     |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
|   | N'000       | N'000       | N'000       | N'000       | N'000       | N'000       |
| Gross premium written                                 | 8,673,676   | 7,286,511   | 7,132,224   | 6,399,854   | 8,513,503   | 9,347,971   |
| Gross premium income                                  | 7,437,639   | 7,656,639   | 6,992,353   | 6,763,129   | 8,300,968   | 9,300,480   |
| Premiums ceded to reinsurers                          | (3,128,490) | (3,050,598) | (3,058,118) | (2,845,715) | (4,448,446) | (5,197,731) |
| Net premium income                                    | 4,309,149   | 4,606,041   | 3,934,235   | 3,917,414   | 3,852,522   | 4,102,749   |
| Commission income                                     | 609,504     | 481,079     | 411,462     | 354,125     | 301,587     | 502,648     |
| Net underwriting income                               | 4,918,653   | 5,087,120   | 4,345,697   | 4,271,539   | 4,154,109   | 4,605,397   |
| Net claims expenses                                   | (1,168,961) | (2,181,184) | (1,506,511) | (1,440,861) | (1,303,145) | (1,319,221) |
| Underwriting expenses                                 | (1,281,533) | (1,198,872) | (1,165,600) | (1,178,956) | (1,640,653) | (1,687,429) |
| Underwriting Profit                                   | 2,468,159   | 1,707,064   | 1,673,586   | 1,651,722   | 1,210,311   | 1,598,746   |
|   |             |             |             |             |             | 0.40.000    |
| Investment income<br>Fair value gain/(loss) on quoted | 282,279     | 112,132     | 214,061     | 281,288     | 326,676     | 348,990     |
| equities  | -           | -           | 17,534      | (17,952)    | 40,549      |             |
| Share of profit from associate                        | (23,945)    | (1,053)     | 8,902       | 8,753       | 4,321       | 10,256      |
| Net fair value gain on investment properties          | -           | -           | 7,971       | 14,864      | 34,826      |             |
| Other operating income                                | 141,836     | 161,943     | 71,775      | 20,432      | 239,402     | 470         |
| Impairment  | (290,471)   | -           | -           | -           | -           |             |
| Management expenses                                   | (1,538,451) | (1,490,060) | (1,475,459) | (1,888,611) | (1,531,911) | (1,268,827) |
| Result of operating activities                        | 1,039,407   | 490,025     | 518,370     | 70,496      | 324,174     | 689,634     |
| Finance costs   | (181,557)   | (164,004)   | (87,884)    | (25,521)    | (121,480)   | (88,260)    |
| Profit before income tax                              | 857,850     | 326,021     | 430,486     | 44,975      | 202,694     | 601,374     |
| Income tax expense                                    | 72,071      | (31,078)    | 127,363     | (21,383)    | (44,825)    | (58,144)    |
| Profit after income tax                               | 929,920     | 294,943     | 557,849     | 23,592      | 157,869     | 543,230     |

# 9.4 Statement of Cashflow for the year ended 31 December, 2013 – 2018 Q3

| Sovereign Trust Insurance                                  |             |                     |                |              |                    |                        |
|--|-------------|---------------------|----------------|--------------|--------------------|------------------------|
| Pic  | 2013        | 2014                | 2015           | 2016         | 2017               | 2018 Q3                |
|  | N'000       | N'000               | N'000          | N'000        | N'000              | N'000                  |
| Operating activities:<br>Premium received from policy      |             |                     |                |              |                    |                        |
| holders  | 8,647,927   | 7,228,960           | 7,074,024      | 6,207,177    | 8,492,283          | 8,206,150              |
| Claims recovered from<br>reinsurers                        | 755,833     | 237,847             | 94,492         | 89,067       | 425,725            | 906,237                |
| Cash paid to and on behalf of                              |             | (740,040)           |                |              |                    |                        |
| employees  | (794,172)   |                     | (761,648)      | (810,195)    | (870,763)          | (39,940)               |
| Reinsurance premium paid                                   | (3,128,490) | (3,050,598)         | (3,058,118)    | (2,753,314)  | (4,098,040)        | (5,197,731)            |
| Fees and commission Income                                 | -           | 157,965             | 411,462        | 354,125      | 301,587            | 502,648<br>(1,687,429) |
| Commission paid<br>Other operating cash                    | -           | -                   | (921,384)      | (899,900)    | (1,148,514)        | (1,007,429)            |
| payments   | (2,503,414) | (1,155,042)         | (474,815)      | (747,805)    | (985,199)          | (437,376)              |
| Interest and dividend income                               | -           | -                   | -              | 270,192      | 326,109            | -                      |
| Claims paid  | (1,927,622) | (2,448,014)         | (1,736,410)    | (1,395,324)  | (1,990,761)        | (2,433,290)            |
| Gratuity benefit paid to<br>employees                      | -           | _                   | (33,416)       | (26.081)     | (2,173)            | (633,301)              |
| Company income tax paid                                    | (124,250)   | (32,391)            | (20,686)       |              | (19,244)           |                        |
| Net cash flows from  | (124,359)   |                     | ( · · )        | (13,350)     | ( · · · )          | (50,412)               |
| operating activities                                       | 925,703     | 198,687             | 573,501        | 274,592      | 431,010            | (864,444)              |
| Investing activities                                       |             |                     |                |              |                    |                        |
| Purchase of property, plant<br>and equipment               | (144,213)   | (324,241)           | (443,367)      | (342,275)    | (169,903)          | (184,924)              |
| Purchase of intangible assets                              | (6,201)     | (24,226)            | (14,478)       | (6,404)      | (12,000)           | (12,716)               |
| Receipts from loans  | -           | 2,100               | 9,805          | 7,127        | 14,183             | -                      |
| Repayment of Mortgage loan<br>Purchase of held-to-maturity | -           | 5,683               | -              | -            | -                  | 1,446                  |
| bonds  | _           | (20,000)            | (124,086)      | (20,000)     | (20,000)           | -                      |
| Proceeds from bonds maturity                               | -           | 10,000              | -              | 41,750       | 1,736              | (1,398)                |
| Proceeds on sale of property, plant and equipment          | 1,425       | 633                 | 2,228          | 3,282        | 379,999            | -                      |
| Liquidation of Managed Fund                                | 1,120       | 000                 | 104,431        | 0,202        | 010,000            |                        |
| Purchase of investment<br>properties                       | (168,992)   | (53,582)            | (11,199)       | (6,769)      | (5,301)            | -                      |
| Proceeds from disposal of                                  | (********   |                     | (,,            |              |                    | (CE 000)               |
| investment properties<br>Purchase of guoted stock          | (139,769)   | 20,260<br>(530,303) | -<br>(222,913) | 198,435<br>- | 60,000<br>(22,456) | (65,000)<br>(385,795)  |
| Proceeds from disposal of<br>quoted stock                  | 121,148     | 541,944             | 327,391        | 15,773       | 97,698             | 130,970                |
| Investment in unquoted stock                               | -           | (33,500)            | (16,800)       | (75,160)     | 57,000             | 100,070                |
| Purchase of treasury bills                                 | -           | -                   | (20,000)       |              | (484,199)          |                        |
| Investment in Fixed Deposit<br>Proceed on treasury bill    | -           | (79,974)            | (245,097)      |              |                    |                        |
| maturity   |             | -                   |                | 341,362      | 21,380             | 448,271                |
| Proceed on fixed deposit<br>maturity/renewal               | -           | 172,080             | 129,612        | -            | -                  |                        |
| Interest and rental income                                 | 117,870     | 191,906             | 207,135        | -            | -                  | 290,062                |
| Dividend from quoted<br>investment                         |             | 8,593               | 9,837          | -            | -                  | 3,028                  |
| Interest from other investment                             |             |                     |                |              |                    | 4500                   |
| Stock Trading Income<br>Unclaimed dividend received        |             |                     | 68,400         | -            | -                  | 44,870                 |
| Net cash flows (used in)/from                              | /           | //···               |                | <b>,</b>     | //                 |                        |
| in investing activities                                    | (218,731)   | (112,627)           | (239,101)      | 157,121      | (138,863)          | 273,314                |

| Financing activities:                       |                          |                           |                                     |  |                                |           |
|---|--------------------------|---------------------------|-------------------------------------|--|--------------------------------|-----------|
| Repayment of borrowing                      | -                        | -                         | (274,615)                           | (106,488)                              | -                              | -         |
| Redemption of Bond Liability                | -                        | (260,307)                 | -                                   | -                                      | -                              | -         |
| Deposit for shares                          | -                        | 410,284                   | (410,284)                           | -                                      | -                              | -         |
| Debt security                               | 59,122                   | -                         | -                                   | -                                      | -                              | -         |
| Issue of shares                             | -                        | -                         | 734,533                             | -                                      | -                              | -         |
| Capital raising expenses                    | -                        | -                         | (37,424)                            | -                                      | -                              | -         |
|   |                          |                           |                                     |  |                                |           |
| Net cash flows used in financing activities | 59,122                   | 149,977                   | 12,210                              | (106,488)                              | 0                              |           |
|   | <b>59,122</b><br>766,093 | <b>149,977</b><br>303,194 | <b>12,210</b><br>348,426<br>(1,816) | <b>(106,488)</b><br>325,226<br>(1,231) | <b>0</b><br>292,147<br>122,557 | (591,130) |

# **10.1 Incorporation and Share Capital History**

STI was incorporated as a limited liability company with Registration Number 31962 under the name Grand Union Assurances Limited. The Company commenced business in January 1995 following the restructuring and recapitalization of the then Grand Union Assurances Limited. The Company went into operation with an authorized and paid up capital of N30 million and N20 million respectively. The Company became a Public Limited Company on April 7, 2004 and was listed on the Nigerian Stock Exchange on November 29, 2006 and now has an authorized share capital of N5.25 billion comprising 10.5 billion Ordinary Shares of N0.50 each, and an issued and fully paid-up share capital of N4.17 billion comprising of 8.34 billion Ordinary Shares of N0.50. The changes to the Company's authorized and issued share capital since incorporation are summarized below:

| Year | Authori       | zed ( <del>N</del> ) | Issued & Fully F | Paid up ( <del>N</del> ) | Consideration  |
|------|---------------|----------------------|------------------|--------------------------|--|
| Date | Increase      | Cumulative           | Increase         | Cumulative               | Cash/Bonus   |
| 1980 | 0             | 1,500,000            | 0                | 1,500,000                | Cash   |
| 1988 | 500,000       | 2,000,000            | 500,000          | 2,000,000                | -  |
| 1994 | 28,000,000    | 30,000,000           | 18,000,000       | 20,000,000               | Cash   |
| 1995 | 0             | 30,000,000           | 0                | 20,000,000               | -  |
| 1996 | 20,000,000    | 50,000,000           | 0                | 20,000,000               | -  |
| 1997 | 50,000,000    | 100,000,000          | 14,000,000       | 34,000,000               | Cash & Bonus   |
| 1998 | 0             | 100,000,000          | 36,000,000       | 70,000,000               | Cash & Bonus   |
| 1999 | 0             | 100,000,000          | 3,500,000        | 73,500,000               | Bonus  |
| 2000 | 50,000,000    | 150,000,000          | 23,375,000       | 96,875,000               | Cash & Bonus   |
| 2001 | 50,000,000    | 200,000,000          | 9,375,000        | 106,250,000              | Cash & Bonus   |
| 2002 | 0             | 200,000,000          | 45,250,000       | 151,500,000              | Bonus  |
| 2003 | 300,000,000   | 500,000,000          | 202,000,000      | 353,500,000              | Cash & Bonus   |
| 2004 | 500,000,000   | 500,000,000          | 80,229,342       | 433,729,342              | Cash & Bonus   |
| 2005 | 0             | 500,000,000          | 77,266,023       | 510,995,365              | Cash & Bonus   |
| 2006 | 1,000,000,000 | 1,000,000,000        | 0                | 510,995,365              | Stock Split  |
| 2006 | 5,000,000,000 | 3,500,000,000        | 610,588,243      | 1,121,583,608            | Rights Issue/Cash  |
| 2007 | 0             | 3,500,000,000        | 1,046,648,587    | 2,168,232,195            | Merger<br>with Coral,<br>Confidence &<br>Primetrust<br>Insurance<br>Ltd/Cash |
| 2008 | 0             | 3,500,000,000        | 433,646,438      | 2,601,878,633            | Cash & Bonus   |
| 2009 | 0             | 3,500,000,000        | 0                | 2,601,878,633            | -  |
| 2010 | 0             | 3,500,000,000        | 0                | 2,601,878,633            | -  |
| 2011 | 0             | 3,500,000,000        | 834,000,064      | 3,435,878,697            | Rights Issue   |
| 2012 | 0             | 5,000,000,000        | 0                | 3,435,878,697            | -  |
| 2013 | 0             | 5,000,000,000        | 0                | 3,435,878,697            | -  |
| 2014 | 0             | 5,000,000,000        | 0                | 3,435,878,697            |  |
| 2015 | 250,000,000   | 5,250,000,000        | 734,533,000      | 4,170,412,000            | Rights Issue   |

| 2016 | 0            | 5,250,000,000 | 0 | 4,170,412,000 |  |
|------|--------------|---------------|---|---------------|--|
| 2017 | 0            | 5,250,000,000 | 0 | 4,170,412,000 |  |
| 2018 | 250,000,000  | 5,500,000,000 | 0 | 0             |  |
| 2018 | 2,000,000,00 | 7,500,000,000 |   |               |  |

# 10.2 Shareholding Structure

As at 31 December 2017, the 8,340,823,296 Ordinary Shares of 50 kobo each in the issued ordinary share capital of the Company were beneficially held as follows:

| Shareholders                                   | Units Holding | %       |
|--|---------------|---------|
| Morning Side Capital Partners Ltd              | 1,575,000,000 | 18.88   |
| Bayelsa State Ministry of Finance Incorporated | 900,000,000   | 10.79   |
| TEEOF Holdings Limited                         | 821,572,742   | 9.85    |
| Others   | 5,044,250,554 | 60.48   |
| TOTAL  | 8,340,823,296 | 100.00% |

Except as disclosed above, no shareholder holds more than 5% of the issued and fully-paid share capital of the Sovereign Trust Insurance Plc.

# 10.3 Directors Beneficial Interest

The direct and indirect interest of directors in the issued share capital of the company as recorded in the register of directors' shareholding and/or as notified by the directors for the purposes of section 275 and 276 of the Companies and Allied Matters Act CAP C20 LFN 2004 and the listing requirements of the Nigerian Stock Exchange are as follows:

| Shareholders               | Direct Shareholding | Indirect<br>Shareholding | Total Shareholding |  |  |  |  |
|----------------------------|---------------------|--------------------------|--------------------|--|--|--|--|
| Mr. Oluseun O. Ajayi       | 244,104,573         | 318,483,523              | 562,588,096        |  |  |  |  |
| Mr. Olaotan Soyinka        | 1,532,640           | -                        | 1,532,640          |  |  |  |  |
| Mrs. Ugochi Odemelam       | 4,490,321           | -                        | 4,490,321          |  |  |  |  |
| Ms. Emi Faloughi           | 27,024,097          | 821,572,742              | 848,596,839        |  |  |  |  |
| Ms. Omozusi Iredia         | -                   | 392,282,401              | 392,282,401        |  |  |  |  |
| Col. Musa Shehu (Rtd), OFR | -                   | -                        | -                  |  |  |  |  |

# 10.4 PROFILES OF THE BOARD OF DIRECTORS

## Mr Oluseun Ajayi - Chairman

Mr. Oluseun Ajayi is a Chartered Insurer with over 30 years of experience in the insurance industry. He is a graduate of History and Politics from the University of Ibadan and also an Associate of the Chartered Insurance Institute of London (ACII) and Nigeria (ACIIN). He is a member of the Governing Council of the Nigerian Insurers Association (NIA). He is an astute professional who has devoted his entire working life to the practice of insurance. He has attended various Management and Leadership Development Programmes at different times in the course of his career including the Management Programme at the London School of Insurance. He is also an alumnus of the Lagos Business School having completed the Chief Executive Programme. Mr. Ajayi has also attended leadership programmes at the IESE Business School of the University of Navarra, Spain, the University of Nottingham Business School and the London Business School.

Under his leadership, the company consistently experienced steady and remarkable accomplishments. One of his greatest accomplishment as the pioneer MD/CEO of the company was the successful transition of the company from a Limited Liability underwriting firm to a Publicly Quoted Company in November 2006.He was a member of the Nation's Vision 2020 Business Support Group, BSG, inaugurated by the Federal Government of Nigeria.

# Ms. Emi Faloughi - *Non-Executive Director*

Ms. Emi Faloughi is a seasoned professional with vast years of experience in the Oil and Gas Industry ranging from developing system solutions in support of Contracting and Procurement processes. Over the years, she has successfully put together and managed an ever-evolving cross functional global network of IT specialists, Contracting & procurement experts and SAP Business Improvement Analysts. She holds a first degree in Communications and Spanish from London Guildhall University, United Kingdom and a Masters in Urban Planning from Hunter College, New York, United States of America. She is currently the Vice President of TEEOF Holdings Ltd; a company with a diverse portfolio spanning the entertainment and realty sectors.

#### Ms. Omozusi Iredia - Non-Executive Director

Ms. Omozusi Iredia is the Managing Partner of CERTARI Partners Limited a wholly owned investment advisory firm offering a unique approach to investment management. She worked with Coronation Securities Limited as the Chief Responsibility Officer. She has diverse experience acquired in the financial industry over the years. She started her career at Afrinvest West Africa Limited before moving to Standard Chartered Bank as the Head of Custody Division. Omozusi holds a Master's Degree in International Business Management from Demonfort University, Leicester and a BSc. (Banking & Finance), University of Maiduguri, Nigeria

# Col. Musa Shehu (Rtd.), OFR) - Independent Director

Col. Musa Shehu retired from the Nigerian Army in 1999 after several years of meritorious service to Nigeria. He was on the country's entourage on several military peace keeping and observer missions outside Nigeria at different times during the course of his military career. Some of the countries include

Tchad Republic, Iran and Iraq. In the course of his military career, he also served as Military Administrator of Rivers State between 1996 and 1998, and of Plateau State from 1998 to 1999. Col. Musa Shehu (Rtd.) is a non-executive director on the Board of Sovereign Trust Insurance Plc. Currently; he is the Secretary- General of the Arewa Consultative Forum. He has a B.Sc. Degree in Political Science from Pakistan Military Academy.

# Mr. Olaotan Soyinka - Managing Director/CEO

Mr. Olaotan Soyinka is an erudite and well-grounded Underwriter with over 20 years cognate experience. He is an Associate of the Chartered Insurance Institute of Nigeria. He is a Graduate of Insurance from University of Lagos and also holds an M.Sc degree in Marketing from the same university. He joined Sovereign Trust Insurance Plc in March 1998. A seasoned Professional who has plied his trade in both Marketing and Technical Divisions of the organization is expected to bring his overwhelming wealth of experience to bear in providing instructive leadership to the company while taking it to the next phase of its growth stage. Soyinka is an alumnus of the Lagos Business School having successfully completed the Senior Management Programme of the Institution. He is also a member of the prestigious Ikoyi Club 1938.

# Mrs. Ugochi Odemelam – Executive Director, Marketing & Business Development

Ugochi Odemelam studied Secretariat Study from Federal Polytechnic, Nasarawa. She holds an MBA from ESUT Business School. She is also a member of the Nigerian Institute of Management (NIM), Chartered Insurance Institute of Nigeria (CIIN) and Chartered Insurance Institute of London (CII London). She is an alumnus of the Lagos Business School having successfully completed the Senior Management Programme, (SMP) of the Institution. She has also attended series of management and development programmes both at local and international levels. She is an Alumnus of the Kellogg School of Management, Chicago, USA. She joined Sovereign Trust Insurance Plc in 1995. Her cognate 20 years working experience cut across the banking and insurance profession. Her experience at Sovereign Trust spans several divisions, Area office operations and other committee works.

# Abimbola Oguntunde – Non - Executive Director

Mr. Abimbola (Abi) Oguntunde is the Managing Partner of Devtage Consulting & CEO of the Devtage Group, a global management consulting, technology, and corporate training & development company with offices in North America and EMEA (including Lagos, Nigeria). He currently serves as a non-executive director of Sovereign Trust Insurance Plc with specific responsibilities for capital raising, business transformation & reorganization. Abimbola, an experienced Banker, economist and certified Project Manager , with over 30 years experience in the banking industry, management consulting and the international public sector, has held top management positions at leading institutions (UBA, Sterling and Diamond Bank) in the financial services industry He has also acquired international working exposure, having a stint with the Ministry Of Government Services, Ontario Public Services (OPS). He studied Economics at the University of Lagos where he graduated with a First Class and subsequently obtained a Master's degree in Economics from the same institution. He also holds an MBA in International Banking and Finance with Distinction from the University of Birmingham, United Kingdom.

# SAMUEL EGUBE – Non - Executive Director

Samuel Egube is an Angel investor and adviser on the Expert in residence program of the Entrepreneur Development Center (EDC) of the Pan Atlantic University Lagos, Nigeria. He is CEO at Harbourpoint

Partners; a Business Consulting and Financial Advisory services company focused on Financial services, Technology, Agriculture and the garment industries.

Samuel Egube is a director at Sovereign Trust Insurance Plc and Interbau Construction Ltd. He is also Chairman CeLD Innovations Ltd, a technology driven consumer Loyalty Company and Africa's first unified cash reward as a service company. His over twenty-nine years post qualification experience, twenty of which in senior management banking roles has been in various sectors of the economy, including Banking & amp; financial advisory, Business consulting and Engineering. These experiences were acquired in very strong institutions that include Arthur Andersen & amp; Company (now KPMG professionals in Nigeria), United Bank for Africa Plc, First Bank Nigeria Plc and Diamond Bank Plc where he was the Corporate Banking Director and Head of Directorate.

He holds an Executive MBA from the prestigious International School of Management (IESE), University of Navarra Barcelona having initially held a Bachelors' degree in Engineering from the University of Benin. He is a Fellow of the Institute of Credit Administration (FICA), an Associate member of the Nigerian Institute of Management (AMNIM), A Corporate member of the Nigerian Society of Engineers (MNSE), Registered member of the Council for regulation of Engineering in Nigeria (COREN), and Honorary Senior member of Chartered Institute of Bankers. He has attended various local and international courses including management/leadership programs at IESE (Spain), INSEAD (France), Wharton (USA) and Columbia (USA).

# Jude A. Modilim, Executive Director, Technical

Jude Modilim is a seasoned Insurance and Risk Management Practitioner with considerable exposure and experience in Marketing & Business Development, Underwriting, Claims Administration and Management. Jude's personality resonates positivity and self-confidence which has earned him the nickname, (Mr. Bond) by his colleagues.

He graduated from University of Lagos in 1990, having read Insurance with a B.Sc. Degree and also obtained an MSc Degree in 1995 in Business Administration from his alma Mater where he majored in Marketing. He is an Associate member of the Chartered Insurance Institute, London, (ACII) and also an Associate of the Chartered Insurance Institute of Nigeria, (AIIN) respectively. Jude is a member of the Nigerian Institute of Management and an Associate of the Nigerian Council of Registered Insurance Brokers, NCRIB. He was until his appointment as Executive Director, Technical, the Assistant General Manager/Group Head, Business Development with International Energy Insurance Plc, IEI. While in IEI, he carried out various functions in different capacities. Between 2007 and 2008, he was the Group Head, Retail for Insurance PHB, (Now KBL). He had a short stint with Industrial and General Insurance Company Limited as a Manager in charge of Telecommunications Marketing. Jude equally had a long spell with NICON Insurance Plc totaling 15 years where he held various positions within the organization. Jude Modilim is coming on Board with a considerable wealth of experience that has traversed various facets of Insurance and it is hoped that same will be utilized in galvanizing the organization to the next level of its growth agenda.

#### 10.5 Material Contracts

The agreements below have been entered into and are considered material to this Issuance:

• The Vending Agreement dated **28 May 2019** executed by the Issuer and the Issuing House.

# 10.6 Purpose of the Rights Issue

After the deduction of estimated issue costs and expenses of 55,952,852 (representing 2.68 % of the gross issue proceeds), the proceeds will be applied as follows:

| UTILIZATION                         | (%)  | <b>(N</b> ')     | Expected<br>Completion Time |
|-------------------------------------|------|------------------|-----------------------------|
| Development of Retail Business      | 15%  | 304,387,945.80   | 2020(1 year)                |
| Enhancement of Investment Portfolio | 50%  | 1,014,626,486.00 | Immediate                   |
| Development of ICT Infrastructure   | 15%  |                  | 2020(1 year)                |
|                                     |      | 304,387,945.80   |                             |
| Working Capital                     | 20%  |                  | Immediate                   |
|                                     |      | 405,850,594.40   |                             |
| Total                               | 100% | 2,029,252,972.00 |                             |

#### 10.7 Details of the Utilization of Proceeds

- 1. The company will reinforce the research & development of new products with attendant promotion by ways of advertisement and publicity and provide extensive and enduring training programs in building adequate capacity for the development and growth of our retail business.
- 2. Our Investment portfolio will be enhanced with allocation of about 50% of proceeds in less risky government bonds, gilt-edge corporate financial instruments, Eurobond and other high high-value equity investments.
- 3. Upgrade of core value-adding insurance ICT platforms and digital applications.
- 4. Provision of robust Re-insurance Treaty arrangement and increase our Claim Fund.
- 5. The rights Issue costs and expenses are estimated to cost ¥55.95M on regulatory fees and professional parties fees

#### 10.8 Statement of Indebtedness

The total indebtedness of the company as at 30<sup>th</sup> September 2018 is ¥925.45 million. This represents zero coupon JPY846,000,000 direct, unconditional, unsubordinated and unsecured European Bond with options issued to Daewoo Securities Europe Limited in 2008. The underlying Bond has a put

period of 30 months with a yield to put of 4.25% per annum while the tenor of the convertible option is valid up to year 2024.

# 10.9 Consents

The following have given and not withdrawn their written consents to the issue of this Rights Issue with their names and reports (where applicable) included in the form and context in which they appear:

| Directors of the<br>Company | Mr. Oluseun O. Ajayi (Chairman)<br>Mr. Olaotan Soyinka (MD/CEO)<br>Ms. Emi Faloughi (Non-Executive Director)<br>Ms. Omozusi Iredia (Non-Executive Director)<br>Col. Musa Shehu (Rtd), OFR (Independent Director)<br>Mrs. Ugochi Odemelam (Executive Director)<br>Mr. Jude Modilim (Executive Director)<br>Mr. Samuel Egube (Non- Executive Director)<br>Mr. Abimbola Oguntunde (Non- Executive Director) |
|-----------------------------|--|
| Solicitors to the Company   | Citipoint Chambers (Legal Practitioners)   |
| Company<br>Secretary        | Equity Union Limited   |
| Solicitors to the Offer     | Ayodele Olugbenga &Co  |
| Issuing House               | Cordros Capital Limited  |
| Stockbroker                 | Dynamic Portfolio Limited  |
| Auditor                     | Ernst &Young   |
| Registrars                  | Meristem Registrars Limited  |
| Receiving Bank              | Providus Bank Plc  |

| CL  | AIMS LITIGATION AS A  |  | R 2018  |                                       |                         |  |   |
|-----|---|--|---|---------------------------------------|-------------------------|--|---|
| S/N | SUIT NO   | TITLE  | DESCRIPTION   | REPRESENTATION                        | VALUE                   | STATUS OF<br>PROCEEDINGS   | REMARKS   |
| 1   | TEMP/32728/2017 STI vs<br>High Court of Lagos Strategic<br>State, Ikeja Media |  | Alleged<br>Advance<br>Payment Bond<br>default<br><del>N</del> 3,800,000 | LAWFIELD<br>SOLICITORS &<br>ADVOCATES | <del>N</del> 3,800,000  | Matter adjourned<br>till 17th January,<br>2019 for report<br>on settlement |   |
| 2   | LD/1778GCMW/2016<br>Lagos State High<br>Court                                 | Unogu vs<br>EDCP &<br>STI  | Alleged death<br>of third parties                                       | J.O. ABASS & CO.                      |                         | Statement of<br>Defence filed  | Awaiting<br>hearing<br>date from<br>Registry    |
| 3   | LD/ADR/1488/2017  | Moregaz<br>Limited vs<br>STI                                     | Alleged default<br>in Performance<br>Bond                               | J.O. ABASS & CO.                      | <del>N</del> 55,200,000 | Statement of<br>Defence filed  |   |
| 4   | LD/ADR/1195/17  | A.A Rano<br>vs STI   | Alleged<br>Advance<br>Payment Bond<br>default                           | LAWFIELD<br>SOLICITORS &<br>ADVOCATES | <del>N</del> 42,685,000 | Statement of<br>Defence filed  | Matter<br>adjourned<br>till January<br>17, 2019 |
| 5   | FHC/L/CS/147/18   | Sovereign<br>Trust Plc<br>vs Kalaks<br>Investment<br>Nigeria Ltd | Alleged<br>Advance<br>Payment Bond<br>default                           | ADEGBOYEGA<br>ADEPEGBA & CO.          | <del>N</del> 5,350,000  | Settlement has been proposed   |   |
| 6   | HOK/61/2018   | Tentol<br>Consulting<br>(STI) vs<br>ABC<br>Transport<br>Limited  | Accident<br>involving<br>Insured and<br>negligent third<br>party        | LAWFIELD<br>SOLICITORS &<br>ADVOCATES | <del>N</del> 8,100,000  | Matter filed at<br>the Ondo State<br>High Court                            | Awaiting<br>hearing<br>date from<br>Registry.   |

|   | INVESTMENT LITIGATION AS AT DECEMBER 2018                        |                             |  |                       |              |  |  |  |  |  |  |  |  |
|---|--|-----------------------------|--|-----------------------|--------------|--|--|--|--|--|--|--|--|
|   | SUIT NO  | TITLE                       | DESCRIPTION  | REPRESENTATION        | VALUE        | STATUS                                 | REMARKS  |  |  |  |  |  |  |
| 1 | LD/571/201<br>1<br>Lagos State<br>High Court<br>Justice<br>Oyamo | STI v Adland<br>Ltd & Anor. | Default on short<br>term loan in<br>sum on<br>=N=5,000,000 | NIYI OLOPADE &<br>CO. | =N=6,736,666 | Judgment<br>delivered in<br>our favour | Parties now await a<br>hearing date for<br>Appeal filed by<br>Respondent |  |  |  |  |  |  |
| 2 |  | Leadway<br>Capital v STI    | Dispute on<br>share disposal                               | J.O. ABASS & CO.      |              |  | Matter settled out of court  |  |  |  |  |  |  |

The solicitors of the company are of the opinion that the claims and litigation of the company are not likely to have any material adverse effects on the company and the proposed rights issue and they are not aware of any other pending or contemplated claims or litigation against the company.

#### 10.11 Subsidiaries and other associated companies

The company has 43% interest in STI Leasing Limited, which is involved in Leasing services to private and public-sector contributors. STI Leasing Limited was incorporated as a Limited Liability Company under the Companies and Allied Matters Act, CAP C20 Laws of the Federation 2004 and licensed as a Leasing Company. STI Leasing Limited is domiciled in Nigeria and its registered office is at 22 Keffi Street Ikoyi Lagos. Sovereign Trust Insurance PIc does not have control but only has significant influence as it does not control the Board of Directors.

# 10.12 Risk

# **Business/Company Specific Risks**

These are risks that are unique to Sovereign Trust Insurance Plc which may hamper the Company's achievement of its business objectives. These risks include operational failure, accounting and internal control processes, lack of adequate supervision, poor management, inadequate human resources, inadequate cash flow, poor customer service etc.

#### Industry/Sector Risks

The Nigerian Insurance industry is highly fragmented. It is anticipated that the recent reforms underway in the industry which includes improved regulation and market development, growth opportunities and increased capacity will lead to a highly competitive environment. There is a risk that the Company may not be able to compete effectively in the new operating terrain.

#### **Environmental Risks**

These are losses that arise due to natural occurrences in the environment. Such events include earthquakes, tsunamis, volcanic eruptions, floods and other natural hazards. Non-compliance with established environmental rules and regulations is also a threat to the Company.

# **Government Policy Risk**

The Insurance Industry has been undergoing reform in recent years. Other reforms may be promulgated with unforeseen consequences. Changes in government policy usually affect businesses due to restrictions or new requirements.

#### General Risk Disclosure

Shareholders should consult their advisers if in any doubt as to the nature of this investment and its suitability in the light of their particular circumstances. The value of any securities traded (whether listed or not) are subject to investment risks, can and do fluctuate, and any individual security may experience upward or downward movements. There is an inherent risk that losses may be incurred rather than a profit made as a result of buying and selling securities. Past performance is not a guide to future performance. Certain types of investments may not be suitable for all investors. However, STI takes all these risks seriously and has put in place strategic and operational plans that will aid in adequately responding to the outlook of the market environment in a timely manner in order to mitigate these risks as much as possible.

#### 10.13. Underwriting

This Rights Issue does not require underwriting.

#### 10.14 Relationship with the company and other parties to the Offer

The Company has 43% interest in STI Leasing Limited, which is involved in Leasing services to private and public sector contributors. STI Leasing Limited was incorporated as a Limited Liability Company under the Companies and Allied Matters Act, CAP C20 Laws of the Federation 2004 and licensed as a Leasing Company. STI Leasing Limited is domiciled in Nigeria and its registered office is at 22 Keffi Street Ikoyi Lagos. Sovereign Trust Insurance PIc does not have control but only has significant influence as it does not control the Board of Directors.

#### 10.15 Documents Available for Inspection

Copies of the following documents are available for inspection at the offices of Cordros Capital Limited during normal business hours on any weekday (except public holidays), from 17<sup>th</sup> June, 2019 until 24<sup>th</sup> July, 2019.

- 1. The Certificate of Incorporation of the Company;
- 2. The Memorandum and Articles of Association of the Company;
- 3. The Board resolution authorizing the Issue;
- 4. The Shareholders' Resolution authorizing the Issue;
- 5. The Company's Audited Accounts for the financial years ended December 2013, December 2014, December 2015, December 2016, December 2017 and Unaudited Q3- 2018;
- 6. The Company's Unaudited Accounts for the six months ended June 2018;
- 7. The schedule of the Claims and Litigation referred to on pages 44;
- 8. Letters of approval from SEC and the NSE;
- 9. The material contract referred to on page 42; and
- 10. The written consents referred to on page 43.

# 11. PROVISIONAL ALLOTMENT LETTER

Dear Sir/Madam,

# RIGHTS ISSUE OF 4,170,411,648 ORDINARY SHARES OF 50 KOBO EACH AT N0.50 PER SHARE IN STI PLC

# 1. Provisional Allotment

The Chairman's letter dated 30<sup>th</sup> September 2018 on page 13 of this Rights Circular contains particulars of the Rights Issue now being made. The Directors have provisionally allotted to you the number of Ordinary Shares set out on the first page of the enclosed Acceptance/Renunciation Form, representing 1 new ordinary share for every 2 ordinary share registered in your name at the close of business on 15 January 2019. The new Ordinary Shares will rank pari passu in all respects with the existing Ordinary Shares of the Company.

You may accept all or some of the shares offered to you or renounce your Rights to all or some of them. If you are accepting the provisional allotment in full, kindly complete box A of the Acceptance/Renunciation Form, while if renouncing your Rights partially or in full, kindly complete box B of the form. You may also apply for additional shares over and above your provisional allotment as described in 2(b) below.

# 2. Acceptance and Payment

The receipt of any payment with your Acceptance/Renunciation Form will constitute an acceptance of all or part of this allotment on the terms of this letter, subject to the Memorandum and Articles of Association of the Company and to the clearance of the Securities and Exchange Commission. If payment is not received by 24<sup>th</sup> July 2019, the provisional allotment will be deemed to have been declined and will be cancelled. You may participate in the Rights Issue through any of the following methods:

# *a)* Full Acceptance

If you wish to accept this provisional allotment in full, please complete box A of the Acceptance/Renunciation Form. The completed Acceptance/Renunciation Form together with a cheque or bank draft for the full amount payable must be submitted to any of the Receiving Agents listed on page 50 of this document not later than 24 July 2019. The cheque or draft must be made payable to the Receiving Agent, drawn on a bank in the same town or city in which the Receiving Agent is located and crossed "SOVEREIGN TRUST INSURANCE PLC RIGHTS" with your name, address and daytime telephone number (if any) written on the back of the cheque or draft. All cheques and drafts will be presented for payment upon receipt and all Acceptance/Renunciation Forms in respect of which cheques are returned unpaid for any reason will be rejected and returned through the registered post.

Any payment made electronically or with a value exceeding <del>\u00e41</del>0 million should be made via SWIFT, RTGS or NEFT into the designated Issue Proceeds Account stated on the Acceptance/Renunciation Form. Such payment must include the following transfer instruction narrative: "[FULL NAME OF SHAREHOLDER]'s PAYMENT FOR SOVEREIGN TRUST INSURANCE PLC RIGHTS".

# *b*) Applying for Additional Shares

This may be done by completing item (ii) and (iii) of box A of the Acceptance/Renunciation Form. Payment should be made in accordance with 2(a) above. Shareholders who apply for additional shares using the Acceptance/Renunciation Form will be subject to the allotment process and may therefore be allotted less than the number of additional shares applied for.

# c) Partial Acceptance

To accept your provisional allotment partially, please complete box B of the Acceptance/ Renunciation Form and submit the completed Acceptance/Renunciation Form to any of the Receiving Agents listed on Page 50 of this document together along with full amount payable in respect of the number of shares you wish to accept. Payment should be made in accordance with 2(a) above.

# 3. Trading in Rights on the NSE

The approval of The Exchange has been obtained for trading in the Rights of the Company. **The Rights** will be tradable between 17<sup>th</sup> June 2019 and 24<sup>th</sup> July 2019 at the price at which the Rights are quoted on The Exchange. If you wish to renounce your Rights partially or in full, you may trade such renounced Rights on the floor of The Exchange between these dates. Please complete item (iii) of box C of the Acceptance/Renunciation Form and contact your stockbroker for assistance. If you wish to purchase renounced Rights, please contact your stockbroker who will guide you regarding payment and the procedure for purchasing renounced Rights. Any purchaser of Rights may also trade those Rights between these dates.

## 4. Allotment of Additional Shares

Ordinary shares which are not taken up by the Offer Closing Date will be allotted on a pro-rated basis to shareholders who apply for additional shares i.e. all subscribers will be allotted equal proportion of the amount applied for according to the Rules and Regulations of the Securities and Exchange Commission.

#### 5. Subscription Monies

Acceptance/Renunciation Forms must be accompanied with the full amount due on acceptance in accordance with 2(a) above. All subscription monies will be retained in interest yielding bank accounts by the Receiving Bank.

# 6. Surplus Application Monies

If any application for additional shares is not accepted or accepted for fewer shares than the number of shares applied for; a cheque for the balance of the amount paid together with accrued interest will be returned by registered post within 5 (five) working days of allotment.

Any electronic payment with a value exceeding <del>N</del>10 million would be made via RTGS or NEFT into the affected subscriber's bank account details stated on the Acceptance/Renunciation Form.

#### 7. Rounding Principle

The allocation of Rights Issue shares will be such that shareholders will not be allocated a fraction of a Rights Issue share and as such any shareholding giving rise to a fraction of less than one of a Rights

Issue will be rounded to the nearest whole number.

# 8. Settlement

The CSCS accounts of Shareholders will be credited not later than 15 working days from the date of allotment.

Yours faithfully, For: SOVEREIGN TRUST INSURANCE PLC

ΕD CONTROL

Yetunde Martins Equity Union Limited

# **11.1 RECEIVING AGENTS**

A copy of the Rights Circular has been forwarded to each of the shareholders whose names appeared in the Company's Register of Members as at 15<sup>th</sup> January 2019. The completed Acceptance Forms may be returned to any of the following Receiving Agents to whom brokerage will be paid at the rate of 0.50%-of the value of shares allotted in respect of Acceptance Forms bearing their official stamp.

The Issuing Houses cannot accept responsibility for the conduct of any of the institutions listed below. Shareholders are therefore advised to conduct their own enquiries before choosing an agent to act on their behalf. Evidence of lodgement of funds at any of the Receiving Agents listed below, in the absence of corresponding evidence of receipt by the Issuing Houses cannot give rise to a liability on the part of the Issuing Houses under any circumstances.

|  | BANKS  |  |   |
|--|--|--|---|
| Access Bank Plc  | First Bank of Nigeria Plc  | Polaris Bank Limited   | Union Bank of Nigeria Plc                                 |
| Citibank Nigeria Limited   | First City Monument Bank Limited   | Stanbic IBTC Bank PLC  | United Bank for Africa Plc                                |
| Diamond Bank Plc   | Guaranty Trust Bank use of pro   | Standard Chartered Bank Nigeria  | Unity Bank Plc  |
| Ecobank Nigeria Plc  | Heritage Bank Plc  | Limited  | Wema Bank Plc   |
| Fidelity Bank Plc  | Keystone Bank Limited  | Sterling Bank Plc  | Zenith Bank Plc   |
|  | STOCKBROKERS AND OTHE  |  |   |
| Adamawa Securities Limited   | Equity Capital Solutions Limited   | Magnartis Fin & Inv Limited  | Securities Trading &                                      |
| Adonai Stockbrokers Limited<br>African Alliance Stockbrokers Limited | Eurocomm Securities Limited  | Mainland Trust Limited Maninvest<br>Securities Limited Marina Securities | Investments Limited                                       |
| Afrinvest (West Africa) Limited                                      | Excel Securities Limited   | Stockbroking Services Limited  | Shelong Investment Limited                                |
| AIMS Asset Management Limited  | Express Discount Asset Mgt Limited<br>Express Portfolio Services Limited | Maven Asset Mgt Limited Maxifund   | Sigma Securities Limited<br>Signet Investments &          |
| Alangrange Securities Limited  | FCSL Asset Management  | Invest & Sec. Limited Mayfield   | Securities Limited  |
| Allbond Investment Limited   | Company Limited  | Investment Limited MBC Securities  | Sikon Securities and                                      |
| Alliance Capital Managt Co. Limited                                  | Falcon Securities Limited  | Limited  | Investment Trust Limited                                  |
| Altrade Securities Limited   | FBC Trust & Securities Limited   | MBL Financial Services Limited MC-                                       | Skyview Capital Limited                                   |
| Amyn Investments Limited   | FBNQuest Securities Limited  | Finerco Investment limited Mega<br>Equities Limited                      | SMADAC Securities Limited                                 |
| Anchorage Sec & Finance Limited                                      | Financial Trust Company Nigeria  | Mercov Securities Limited  | Solid-Rock Securities &                                   |
| Anchoria Inv& Securities Limited Apel                                | Limited  | Meristem Securities Limited  | Investment Limited  |
| Asset Limited<br>APT Sec. & Funds Limited                            | Fidelity Securities Limited FinBank                                      | Midas Stockbrokers Limited   | Spring Trust & Securities                                 |
| Arian Capital Management Limited                                     | Securities Limited Finmal Finance  | Mission Securities Limited Molten  | Limited   |
| ARM Securities Limited   | Company Limited First Inland   | Trust Limited Morgan Capital Sec   | Springboard Trust & Inv                                   |
| Associated Asset Managers Limited                                    | Capital Limited  | Limited  | Limited   |
| Atlass Portfolio Limited   | First Inland Sec. & Asset Mgt.<br>Limited                                | Mountain Investment & Securities   | Stanbic IBTC Asset Mgt                                    |
| Belfry Stockbrokers Limited  | FIS Securities Limited   | Limited<br>Mutual Alliance Investments and                               | Limited   |
| Bestlink Investment Limited  | Fittco Securities Limited  | Securities Limited   | Stanbic IBTC Stockbrokers<br>Limited                      |
| Bestworth Assets & Trust Limited                                     | Foresight Sec. & Inv Limited   | Network Capital Limited  | Standard Alliance Capital &                               |
| BFCL Assets & Sec Limited<br>BIC Securities Limited                  | Forte Financial Limited  | Network Securities & Finance Limited                                     | Asset Management Limited                                  |
| Bytofel Trust & Securities Limited                                   | Forthright Securities & Investments                                      | Newdevco Investments & Securities Co                                     | Standard Union Securities                                 |
| Cadington Securities Limited   | Limited  | Limited  | Limited   |
| Calvx Securities Limited   | Fortress Capital Limited   | Nigerian Intl Sec Limited Nigerian                                       | Stanwal Securities Limited                                |
| Camry Securities Limited   | FSDH Securities Limited<br>Fund Matrix & Assets Mgt Limited              | Stockbrokers Limited   | Strategy and Arbitrage Limited                            |
| Capital Asset Limited Capital  | Future view Financial Services Limited                                   | Nova Finance & Securities Limited  | Summa Guaranty & Trust Co.                                |
| Bancorp Limited  | Future view Securities Limited   | Oasis Capital  | Plc   |
| Capital Express Securities Limited                                   | Gem Assets Mgt Limited   | Omas Investments & Trust Company Limited                                 |   |
| Capital Trust Brokers Limited  | Genesis Securites & inv. Limited   | Options Securities Limited PAC   | Limited   |
| Cardinal Stone Securities Limited                                    | Gidauniya Inv. & Sec Limited   | Securities Limited Parthian  | Support Services Limited,                                 |
| Cashcraft Asset Mgt. Limited   | Global Assets Mgt (Nig) Limited  | Partners Limited   | Supra Commercial Trust                                    |
| Cashville Inv& Sec. Limited  | Global Inv. & Sec. Limited   | Partnership Investment Company Limited<br>Peace Capital Market Limited   | Limited   |
| Centre-Point Inv. Limited<br>Century Securities Limited Chapel       | Global View Consult & Investment<br>Limited                              | Peninsula Asset Mgt& Inv Co. Limited                                     | TFS Securities & Investment                               |
| Hill Denham Securities Limited Chaper                                | GMT Securities   | Perfecta Inv Trust Limited   | Limited   |
| Chartwell Securities Limited   | Golden Securites Limited   | Phronesis Sec Limited  | The Bridge Securities Limited<br>Tiddo Securities Limited |
| Citi Investment Capital Limited                                      | Gombe Securities Limited   | Pilot Securities Limited   | Tomil Trust Limited                                       |
| City-Code Trust & Inv Limited  | Gosord Securities Limited  | Pinefields Inv Serv Limited PIPC   | Topmost Securities Limited                                |
| Clearview Inv Co. Limited  | Greenwich Securities Limited   | Securities Limited   | Tower Asset Management                                    |
| Colvia Securities Limited  | GTI Capital Limited Harmony  | Pivot Trust and Investment Co  | Limited   |
| Compass Inv and Sec Limited  | Securites Limited  | Limited Platinum Capital Limited   | Tower Securities & Investment                             |
| Consolidated Inv Limited<br>Consortium Investments Limited           | Heartbeat Investments Limited  | Plural Securities Limited  | Co. Limited   |
| Cordros Securities Limited   | Hedge Sec. & Inv. Co. Limited<br>Heritage Capital Mkt Limited            | PML Securities Company Limited   | Trade Link Securities Limited                             |
| Core Trust & Investment Limited                                      | Horizon Stockbrokers Limited   | Portfolio Advisers Limited   | Traders Trust & Investment                                |
| Covenant Securities & Asset  | HP Securities Limited  | Primera Africa Securities  | Company Limited   |
| Management Limited   | ICMG Securities Limited  | Prime Wealth Capital Limited<br>Professional Stockbrokers Limited.       | TransAfrica Financial Services                            |
| Cowry Asset Mgt Limited  | ICON Stockbroker Limited   | Profund Securities Limited Prominent                                     | Limited   |
| Cradle Trust Fin & Sec. Limited                                      | Imperial Assets Mgt Limited  | Securities Limited Prudential Securities                                 | Transglobe Investment &<br>Finance Co. Limited            |
| Crane Securities Limited   | IMTL Securities Limited  | Limited Pyramid Securities Limited                                       | Transworld Investment &                                   |
| Crossworld Securities Limited  | Independent Securities Limited<br>Integrated Trust &Inv. Limited         | Quantum Securities Limited,  | Securities Limited  |
| Crown Capital Limited  | Intercontinental Securities Limited                                      | Rainbow Securities and Investment Co.                                    | Tropics Securities Limited                                |
| CSL Stockbrokers Limited<br>Dakal Securities Limited                 | International Capital Sec. Limited                                       | Limited  | Trust Yields Securities Limited                           |
| Dakai Securities Limited<br>Davandy Finance & Sec Limited            | International Standard Sec Limited                                       | Readings Investment Limited Redasel                                      | Trust House Investments                                   |
| DBSL Securities Limited  | Interstate Securities Limited  | Investment Limited Regency Assets  | Limited   |
| De-canon Investments Limited   | Investment Centre Limited Investment                                     | Mgt Limited Regency Financings   | TRW Stockbrokers Limited                                  |
| Deep Trust Investment Limited  | One Financial Services Limited   | Limited Rencap Securities (Nig.)   | UBA Securities Limited                                    |
| De-Lords Securities Limited  | Investment One Stock Brokers<br>International Limited                    | Limited Resano Securities Limited  | UIDC Securities Limited                                   |
| Dependable Securities Limited  | International Limited<br>Investors & Trust Co Limited                    | Resort Securities & Trust Limited  | UNEX Capital Limited                                      |
| Diamond Securities Limited   | ITIS Securities Limited  | Reward Investments and Services Limited<br>Richmond Securities Limited   | Union Capital Markets Limited                             |
| Dolbic Finance Limited   | Kakawa Asset Mgt Limited   | Riverside Trust Limited Rivtrust   | Valmon Securities Limited                                 |
| Dominion Trust Limited   | Kapital Care Trust & Sec. Limited  | Securities Limited Rostrum Inv&  | Valueline Securities &                                    |
| DSU Brokerage Services Limited                                       | Kedari Securities Limited  | Sec Limited Rowet Capital Mgt  | Investments Limited                                       |
| Dunbell Securities Limited   | Kinley Securities Limited  | Limited Royal Crest Finance  | Vetiva Capital Mgt Limited<br>Vetiva Securities Limited   |
| Dunn Loren Merrifield Securities Limited                             | Kofana Securities & Inv. Limited   | Limited Royal Trust Securities   | Vision Trust & Investment                                 |
| Dynamic Portfolios Limited   | Kundila Finance Services Limited   | Limited Santrust Securities Limited                                      | Limited   |
| ECL Asset Management Limited   | Laksworth Inv. & Sec Limited   | Securities Africa Financial Limited Securities                           | Wizetrade Capital & Asset                                 |
| EDC Securities Limited Edgefield<br>Capital Management Limited       | Lambeth Trust & Inv. Co. Limited<br>LB Securities Limited                | Solutions Limited  | Management Limited  |
| Emerging Capital Limited   | Lead Securities and Inv. Limited   |  | WSTC Financial Services                                   |
| Emerging Capital Limited<br>EMI Capital Resources Limited            | Lighthouse Asset Mgt Limited   |  | Limited   |
| Empire Securities Limited  | Lion Stockbrokers Limited  |  | WT Securities Limited                                     |
| Enterprise Stockbroker Plc   | LMB Stockbrokers Limited   |  | Yobe Inv. & Sec. Limited                                  |
| Epic Investment Trust Limited  | Long Term Global Capital   |  | Yuderb Inv. & Sec. Limited                                |
|  | Limited Mact Securities Limited  |  | Zenith Securities Limited                                 |

# ACCEPTANCE / RENUNCIATION FORM



#### SOVEREIGN TRUST INSURANCE PLC

**RIGHTS ISSUE OF** 

4,170,411,648 ORDINARY SHARES OF 50 KOBO EACH AT N 0.50 PER SHARE ON THE BASIS OF 1 NEW SHARE FOR EVERY 2 SHARE HELD AS AT CLOSE OF BUSINESS ON 15<sup>th</sup> JANUARY 2019

PAYABLE IN FULL ON ACCEPTANCE

Issuing House

**(**CORDROS

#### INSTRUCTION FOR COMPLETING THE ACCEPTANCE / RENUNCIATION FORM

- 1. Acceptance and/or renunciation must be made on this Acceptance/Renunciation Form. Photocopies or scanned copies of the Form will be rejected.
- 2. Allottees should complete only ONE of the boxes marked A and B on the reverse of this form. Shareholders accepting the provisional allotment in full should complete box A and submit their Acceptance/Renunciation Forms to any of the Receiving Agents listed on Page 50 of the Rights Circular together with a cheque or bank draft made payable to the Receiving Agent for the full amount payable on acceptance. The cheque or draft must be crossed "SOVEREIGN TRUST INSURANCE PLC RIGHTS", with the name, address and mobile number of the shareholder written on the back

Any payment made electronically or with a value exceeding N10 million should be made via SWIFT, RTGS or NEFT into the designated Offer Proceeds Account stated below:

| Account Details: | Providus Bank Plc  |
|------------------|--|
| Account Name:    | SOVEREIGN TRUST INSURANCE PLC RIGHTS ISSUE   |
| Account Number:  | 6900267086   |
| Narration:       | "[Full Name of Shareholder]'s payment for SOVEREIGN TRUST INSURANCE<br>PLC RIGHTS" |

- 3. Shareholders accepting their provisional allotment partially should complete box B and submit their Acceptance/Renunciation Forms to any of the Receiving Agents listed on Page **50** of the Rights Circular together with the evidence of payment transfer for the partial acceptance.
- 4. Shareholders renouncing the provisional allotment partially or in full, who also wish to trade their Rights on the floor of The Exchange should complete item (iii) of box B. They should obtain a Transfer Form from their stockbroker, complete it in accordance with these instructions, and return it to the stockbroker together with the completed Acceptance/Renunciation Form and the amount payable/evidence of transfer for any partial acceptance in accordance with 2 above.
- 5. Shareholders who wish to acquire additional shares over and above their provisional allotment may purchase renounced Rights by contacting their stockbroker, and/or apply for additional shares by completing item (ii) and (iii) of box A.
- 6. All cheques or bank drafts for amounts below ¥10 million will be presented for payment on receipt and all acceptances in respect of which cheques are returned unpaid for any reason will be rejected and cancelled. Shareholders are advised to obtain an acknowledgement of the amount paid from the Receiving Agent through which this Acceptance/Renunciation Form is lodged.
- 7. Joint allottees must sign on separate lines in the appropriate section of the Acceptance/Renunciation Form.
- 8. Acceptance/Renunciation Forms of corporate allottees must bear their incorporation numbers and corporate seals and must be completed under the hands of duly authorized officials who should also state their designations.

#### FOR REGISTRARS' USE ONLY

| - | Number of ordinary<br>shares accepted | Additional ordinary shares applied for | Additional ordinary<br>shares applied<br>Allotted | Total amount payable | Amount paid | Amount <sub>i</sub> to be<br>returned/c <u>heq</u> ue/<br>bank draft number |
|---|---------------------------------------|--|---|----------------------|-------------|---|
|   |                                       |  |   | N                    | N           | N   |

#### PLEASE TURN OVE

# ACCEPTANCE/RENUNCIATION FORM

Acceptance List Opens

17<sup>th</sup> June 2019

Acceptance List Closes

24th July 2019

# ACCEPTANCE / RENUNCIATION FORM

Care should be taken to comply with the instructions set out on the front of this form. If you are in doubt as to what action to take, you should immediately consult your Stockbroker, Accountant, Banker, Solicitor, Independent Investment Adviser or any other professional adviser for guidance.

Investor's Stockbroker......CHN Number....

Stockbroker Code......CSCS Number.....

If you wish to trade in Rights, please contact your stockbroker who will guide you regarding payment and the procedure for purchasing STI PLC Rights.

| Α.                                      |   |               |                          |                   |           |         |                 |          | FULL ACCEPTANCE/REQUEST FOR ADDITIONAL ORDINARY SHARES I/We accept in full, the provisional allotment shown on the front of this form |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
|---|---|---------------|--------------------------|-------------------|-----------|---------|-----------------|----------|---|---------------------------------|----------|----------|--------|--------|-------|--------------|---------|---------|--------|-----------|---------|---------|----------|----------------|--------|---------|--------|-------------|--------|---------|----------|
| i.                                      | I/V   | Ve a          | cept i                   | n full,           | the       | provi   | sional          | allotm   | ent sh  | own on                          | the fr   | ont of   | this   | form   |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| ii.                                     |   |               |                          | •                 |           |         |                 | -        | Shares:   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
|   | N   | umbe          | r of A                   | ditior            | nal (     | Ordina  | iry Sh          | ares a   | applied   | for                             |          |          | 1      |        | 1     |              | onal a  | mount   | paya   | able at I | +0.50 j | ber sha | re       | 1              |        |         |        | <del></del> |        |         |          |
|   |   |               |                          |                   | L         |         |                 |          |   |                                 |          |          |        |        |       | N            | -       | -       |        |           |         |         |          |                |        |         |        |             |        |         |          |
|   |   |               |                          |                   |           |         | ne or<br>s Circ |          | er num  | per of a                        | dditio   | nal sh   | ares   | in re: | spec  | t of w       | hich a  | llotme  | ent m  | ay be     | made t  | o me/u  | ıs, in a | acco           | rdanc  | e wit   | h the  | Provis      | siona  | I Allot | ment     |
| iii.<br>Cheque                          | pa  | yabl          | e as sl                  | nown              | on t      | he fro  | nt of t         | his for  | m, and  | /ment tra                       |          |          | ount   | payal  | ble a | is sho       | wn in   | item (i | ii) at | oove.     |         |         |          |                | be     | eing ti | he su  | m of ti     | he ar  | nount   |          |
| в.                                      | R   | INUN          | CIATIC                   | ON OR             | ΡΑ        | RTIAL   | Acc             | EPTAN    | ICE   | 1.                              |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| 1                                       | 2<br>Number of Ordinary Shares accepted Amount payable at ₩0.50per share Number of Ordinary Shares renounced  |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
|   |   |               |                          |                   |           |         |                 |          |   | Ν                               |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| i.<br>Cheque                            | i. I/We accept only the number of Ordinary Shares shown in column (1) above and enclose my/our cheque/bank draft for the value shown in column (2) above.<br>heque details: Name of bank/cheque number/branch |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| ii.                                     | I/W   | /e he         | reby r                   | enour             | nce       | my/ou   | r Rigł          | nts to t | he Ord  | inary s                         | hares    | showr    | n in c | colum  | ın (3 | ) abov       | /e, bei | ng the  | e bal  | ance o    | f the C | rdinar  | / Shai   | res a          | llocat | ed to   | o me/u | IS          |        |         |          |
| iii.<br>return it                       |   |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| Nome (a                                 | ) (:  | blaal         | latter                   | a)                |           |         |                 |          |   |                                 | Must     | BEF      | ULLY   | COM    | IPLE  | TED <b>F</b> | OR BO   | тн А    | AND    | В         |         |         |          |                |        |         |        |             |        |         |          |
| Name (s                                 | ) (in   | DIOCK         | letter                   | s)                | T         |         |                 | 1        |   | T                               | 1        |          | Т      | T      |       |              |         |         |        | 1         |         | I       |          |                |        |         | T      | Т           |        |         |          |
| Next of P                               | (in   |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
|   |   |               |                          |                   | T         |         |                 |          | T   |                                 |          |          | Т      |        |       |              |         |         |        |           |         |         |          | T              | Ī      |         | I      | Т           |        |         |          |
| Dayti                                   | me T  | elepi         | none N                   | Jumbe             | er        |         |                 |          |   |                                 | 1        |          |        |        |       |              |         | N       | Лоbil  | e (GSI    | M) Tele | phone   | Num      | ber            |        |         |        |             |        |         |          |
| Í                                       |   |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         | 1      |           |         |         |          |                |        |         |        | 1           |        |         |          |
| Email Ac                                | Idres   | s             |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        | <u> </u>    |        |         |          |
|   |   |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| BANK D                                  | ETAI  | LS (F         | OR E                     | -Divi             | DEN       | D)      |                 |          | •   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| Account                                 |   | -             | -                        |                   |           | ,       |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
|   |   |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| Bank                                    | Nam   | e             |                          |                   |           |         |                 |          |   |                                 |          | В        | ranc   | ch     |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
| Accou                                   | int N   | umb           | ar                       |                   |           |         |                 |          |   |                                 |          | В        | VN     |        |       |              |         |         |        |           |         |         |          | ncor<br>Allott |        | ion N   | lumbe  | r and       | l Seal | of Co   | orporate |
| ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |   | annu          |                          | T                 | T         | Т       |                 |          |   | 1                               |          | 5        |        |        | Т     | Т            |         |         |        |           |         |         | +        |                |        |         |        |             |        |         |          |
| Signat                                  | ure   |               |                          | 1                 | 1         |         |                 |          | L   |                                 |          | L        | L      | L      | +     | 2 5          | gnatur  | e (Joi  | nt or  |           |         |         |          |                |        |         |        |             |        |         |          |
| orginal                                 | ui C  |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              | Judial  |         | n UI   | "y)       |         |         |          |                |        |         |        |             |        |         |          |
| Name                                    | of A  | uthor         | sed S                    | ignato            | ory (     | (corpc  | orate c         | only):   |   |                                 |          |          |        |        |       | Name         | of Au   | thoris  | ed S   | lignato   | ry (cor | porate  | only):   |                |        |         |        |             |        |         |          |
| Design                                  | natio   | n <i>(c</i> o | rporat                   | e only            | <i>):</i> |         |                 |          |   |                                 |          |          |        |        |       | Desig        | natior  | (corp   | oorat  | e only)   | :       |         |          |                |        |         |        |             |        |         |          |
| C.                                      | т   | RAD           | NG IN                    | Righ              | ITS       |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         | 1        |
| L                                       |   |               |                          |                   |           |         |                 |          |   |                                 |          |          |        |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         | - 1      |
|   | i)  | Sh            | RECH<br>arehol<br>schang | ders w            |           |         |                 | e in the | ir Righ   | ts partia                       | lly or i | n full 1 | nay t  | trade  | such  | Rights       | s on th | e flooi | r of ' | I'he Ex   | change  | . The R | ights '  | will b         | e trad | ed ac   | tively | on the      | e floo | r of T  | he       |
|   | ii)   | Sh            | arehol<br>mplet          | ders v<br>ing ite | m (i      | i) of b | ox A            | above.   |   | shares                          |          |          |        | 1      |       |              |         |         |        |           |         | Ŭ       |          |                |        |         |        |             |        |         | ·        |
|   | Шļ  | re            | spect o                  | of sha            | res s     | o pur   | chased          | l. Thos  | se that   | loor of<br>apply fo<br>nat they | r addi   | tional   | share  |        |       |              |         |         |        |           |         |         |          |                |        |         |        |             |        |         |          |
|   | iv  |               |                          |                   |           |         |                 |          |   | lease co                        |          |          |        | oroke  | r wh  | o will       | guide   | you reș | gardi  | ing pay   | ment a  | nd the  | proced   | lure           | for pu | ırchas  | sing S | TI Plc      | right  | s.      |          |