



## **PRESS RELEASE:**

### **APA ACQUIRES INNOVATIVE GENERAL INSURANCE SYSTEM - TURNQUEST INSURANCE SUITE**

*Nairobi, Kenya - July 2016* -- APA Insurance, the 2<sup>nd</sup> largest insurer in Kenya and a subsidiary of Apollo Investments, today announced that it has selected **Turnkey Africa's TurnQuest General Insurance Suite** as the primary insurance software for its General Insurance division. TurnQuest provides a modern environment with increased automation and greater effectiveness for servicing APA's clients and brokers.

Speaking during the signing of the partnership, Apollo Group CEO, Ashok Shah said that the upgrade of the general insurance system will further enhance the firm's efficiency and competitiveness by leveraging on modern and innovative technology solutions.

"This system upgrade will open a new exciting chapter for our General Insurance Business. In addition to being flexible and user friendly, it is also a fully integrated end-to-end system. It includes modules such as Product Development, Policy Administration, Claims Management, Customer Relationship Management, among others. Technology bears huge opportunity to enable us to improve effectiveness and efficiency, hence productivity as we seek to meet all our Customer needs in a timely manner." Mr. Shah added, "Our General insurance business is geared to meet the ever changing needs of customers and we are looking at leveraging on this technology to ensure that APA Apollo is positioned to acquire and retain clients"

APA Insurance underwrites General Insurance risks such as Fire, Marine, Aviation, Personal Accident, Motor, Liability, Agriculture, Property, and Micro Insurance. The General Insurance is an important business line for APA.

The CEO of Turnkey Africa, Kizito Makatiani, said that TurnQuest will differentiate APA from its competitors by enabling it to capitalize on new market opportunities while meeting constantly changing customer demands.

"The insurance market is dynamic. It requires an integrated system that seizes opportunities while addressing evolving challenges. We are honored to be a partner of choice for APA as they embark on their transformation journey. Our focus, on providing insurers like APA with robust, flexible products, is designed to enable them to respond to a rapidly changing market dynamic and new



opportunities through agility, innovation and speed to market capabilities. We look forward to a successful partnership with APA,” said Mr. Makatiani.

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**About Turnkey**

Turnkey Africa Limited is a leading Pan-African insurance technology and services provider with a proven record of over 18 years and a footprint of 32 clients across 5 countries in Africa. Turnkey develops, supply's and manages end-to-end insurance business software solutions and services for the insurance industry.

Turnkey provides, through its core insurance product, TurnQuest Insurance Suite, a comprehensive and integrated set of applications built on a common platform that covers the entire insurance lifecycle, and is augmented by data and analytics capability that gives the insurer a 360-degree view of the business.

Insurers implementing TurnQuest are positioned to reap the benefits of accelerated speed to market for their products and services, respond quickly to regulatory changes, have visibility into the financial processes all leading to an overall increase in operational efficiency to achieving their business imperatives of sustainable growth and profitability.

**Website:** [www.turnkeyafrica.com](http://www.turnkeyafrica.com)

**About APA Insurance**

APA Insurance is part of the Apollo Group, one of the leading insurance groups operating in East Africa, providing a broad array of insurance solutions across Kenya, Uganda and Tanzania. APA is one of Kenya's largest non-life insurers and provides access to Motor, Liability, Agriculture, Property and Health insurance as well as a unique range of micro-insurance products. Its other primary insurance business units include APA Life Insurance, APA Insurance in Uganda; an asset management company, Apollo Asset Management; and a property company, Gordon Court. The Apollo Associate in Tanzania is Reliance Insurance Company.

**Website:** <https://www.apainsurance.org>