

## **Berjaya Sompo partners Roaming Man to offer added convenience with insurance and WiFi service for travellers**

KUALA LUMPUR, 4 September 2019 – Berjaya Sompo Insurance Berhad (“Berjaya Sompo”) today announced its strategic partnership with Roaming Man, a travel pocket WiFi service provider in Malaysia, to enable travellers to stay connected when they travel overseas.

This tie-up aims to benefit both Berjaya Sompo and Roaming Man’s customers, when they travel to countries that have limited data coverage. Roaming Man connects to the fastest data network in 138 countries via CloudSIM technology<sup>1</sup> where travellers will enjoy the 4G internet speed even while travelling overseas. Its pocket WiFi device has a battery life of up to 12 hours and connects up to 5 devices at the same time. Malaysian travellers can rent the device via Roaming Man’s website with zero deposit for overseas rental and collect at both Kuala Lumpur International Airport (KLIA) and Kuala Lumpur International Airport 2. According to Roaming Man’s data, 35% of outbound travellers in Malaysia rent a pocket WiFi when they travel overseas.

Mr. Futoshi Hanahara, Deputy Chief Executive Officer of Berjaya Sompo said “With this partnership, we aim to offer travellers an easy way to stay insured and in touch with their loved ones when they travel, at lower fees. In 2018 alone, we paid out over RM1.03 million in claims for our SOMPO Travel Plus product. This is a 6 per cent increase compared to the preceding year. This shows that the number of cases has increased over the past two years. In fact, Asia Pacific alone recorded over 23 thousand cancelled and 226 thousand delayed flights, over the last 30 days<sup>2</sup>. Majority of these cancelled and delayed flights are from busy international airports in Hong Kong, Sydney, Beijing and Haneda. On top of that, having data coverage in most countries means that our travel customers can stay in touch with us via email or social media if they have general enquiry or question related to their travel insurance.

To date, Roaming Man has served more than 450,000 customers who are travelling overseas. Majority of the travellers are aged between 24 to 45 years old and some of the top travel destinations are Japan, Thailand, China and Korea.

“We are happy to be partnering with Berjaya Sompo to offer travellers a convenient and easy way to stay connected to the world. According to a recent survey, Malaysian spend close to three hours a day on social media<sup>3</sup>. In the same survey, the penetration rate for active social media users is at 78 per cent. We are starting to see a shift where 15% of telco users moving towards pocket WiFi rental because of coverage and price. Our current market share of pocket

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<sup>1</sup> The CloudSim Technology makes use of the cloud infrastructure to eliminate the need for multiple sim cards. The device connects to a database of sim cards that are stored in the cloud and auto switch the connection to the strongest Telco network in that specific destination area.

<sup>2</sup> Source: FlightStats’ real-time global flight data

<sup>3</sup> Source: DataReportal’s Digital 2019 Malaysia report

WiFi among outbound travellers are approximately 35%,” said Dawn Wang, Director of South East Asia for uCloudlink.

In conjunction with Malaysia’s largest travel fair, travellers who purchase travel insurance online at Berjaya Sompo’s website will receive a promo code that entitles them to 15-18 per cent discount<sup>4</sup> when they rent a pocket WiFi with Roaming Man.

The Berjaya Sompo Travel Insurance provides coverage for people travelling abroad (including within Malaysia) in the event of bodily injury, disability, or death caused solely by violent, accidental, external, and visible means during the trip.

For more information, please visit: [www.berjayasompo.com.my](http://www.berjayasompo.com.my)

### **About Berjaya Sompo Insurance Berhad**

Berjaya Sompo Insurance Berhad (“Berjaya Sompo”), is the Malaysian operating entity and part of Sompo Holdings (Asia) Pte. Ltd, established in collaboration between Sompo Japan Nipponkoa Insurance and Berjaya Group in 2011. Bolstered by the Sompo Japan Nipponkoa’s strong global presence and world-class expertise and experience, Berjaya Sompo is a leading name in general insurance in Malaysia, with an ever-expanding network that presently comprises 20 offices and 2,800 agents nationwide. Berjaya Sompo provides a comprehensive range of general insurance solutions for individuals and corporations.

For more information, go to [www.berjayasompo.com.my](http://www.berjayasompo.com.my).

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<sup>4</sup> Terms and conditions apply.