



BERJAYA SOMPO
INSURANCE

Corporate Profile

3 November 2023

Private and Confidential

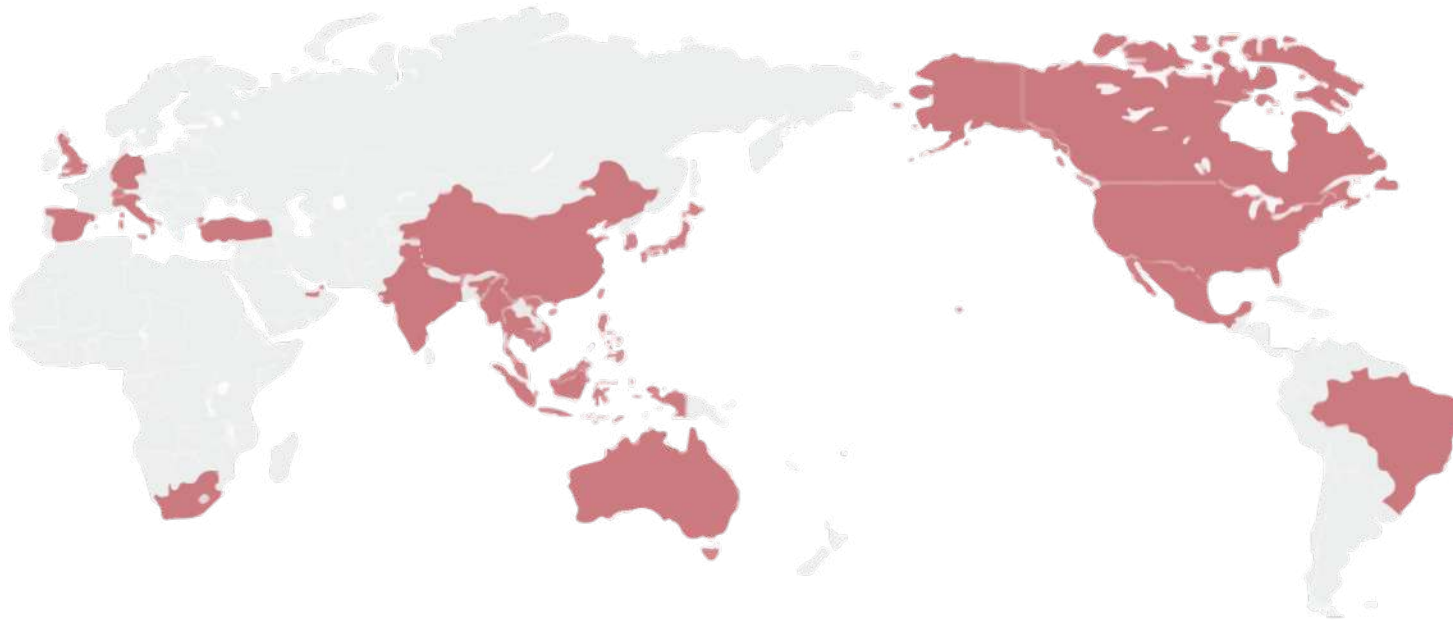
HIGHLIGHTS

- 📍 1. About Us
- 📍 2. Where We Are Now
- 📍 3. Bancassurance Partnership
- 📍 4. Our Digital Presence
- 📍 5. Our Commitment to Quality
- 📍 6. Our Sustainability Journey
- 📍 7. Why Are We Here



About Us

The Sompo Group has developed its business through organic growth and disciplined M&A. The Group operates its overseas business in 28 countries and regions worldwide, in both developed and emerging countries.



Global Expansion
28 countries and regions

(As of June 30, 2023)

SOMPO in the Region

Regional headquarters in
Singapore with **4,500** employees
across **13** markets in the region



- 📍 **SINGAPORE**
SOMPO HOLDINGS (ASIA) PTE. LTD.
SOMPO INSURANCE SINGAPORE PTE. LTD.
- 📍 **INDONESIA**
PT. SOMPO HOLDINGS (ASIA) PTE. LTD.
- 📍 **MALAYSIA**
BERJAYA SOMPO INSURANCE BERHAD
- 📍 **THAILAND**
SOMPO INSURANCE (THAILAND) PLC
- 📍 **INDIA**
UNIVERSAL SOMPO GENERAL INSURANCE
- 📍 **TAIWAN**
SOMPO TAIWAN BROKERS

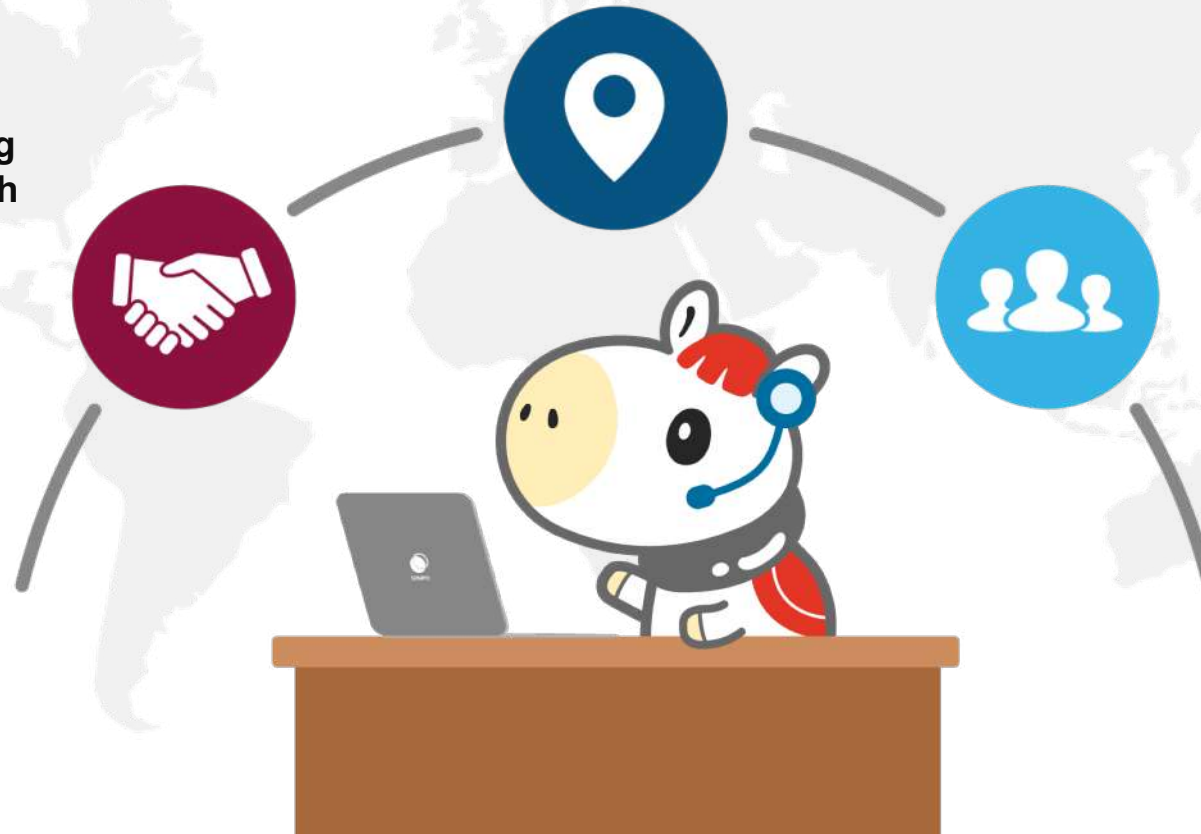
- 📍 **CHINA**
SOMPO INSURANCE CHINA CO., LTD.
NIPPONKOA INSURANCE CO., (CHINA) LTD.
- 📍 **HONG KONG**
SOMPO INSURANCE (HONG KONG) CO. LTD.
- 📍 **MYANMAR**
AYA SOMPO INSURANCE
- 📍 **VIETNAM**
UNITED INSURANCE COMPANY OF VIETNAM
- 📍 **THE PHILIPPINES**
PGA SOMPO INSURANCE CORPORATION
- 📍 **CAMBODIA**
SOMPO CAMBODIA REP OFFICE
- 📍 **AUSTRALIA**
SOMPO JAPAN AUSTRALIA BRANCH

SOMPO in Malaysia > Berjaya Sompo Insurance

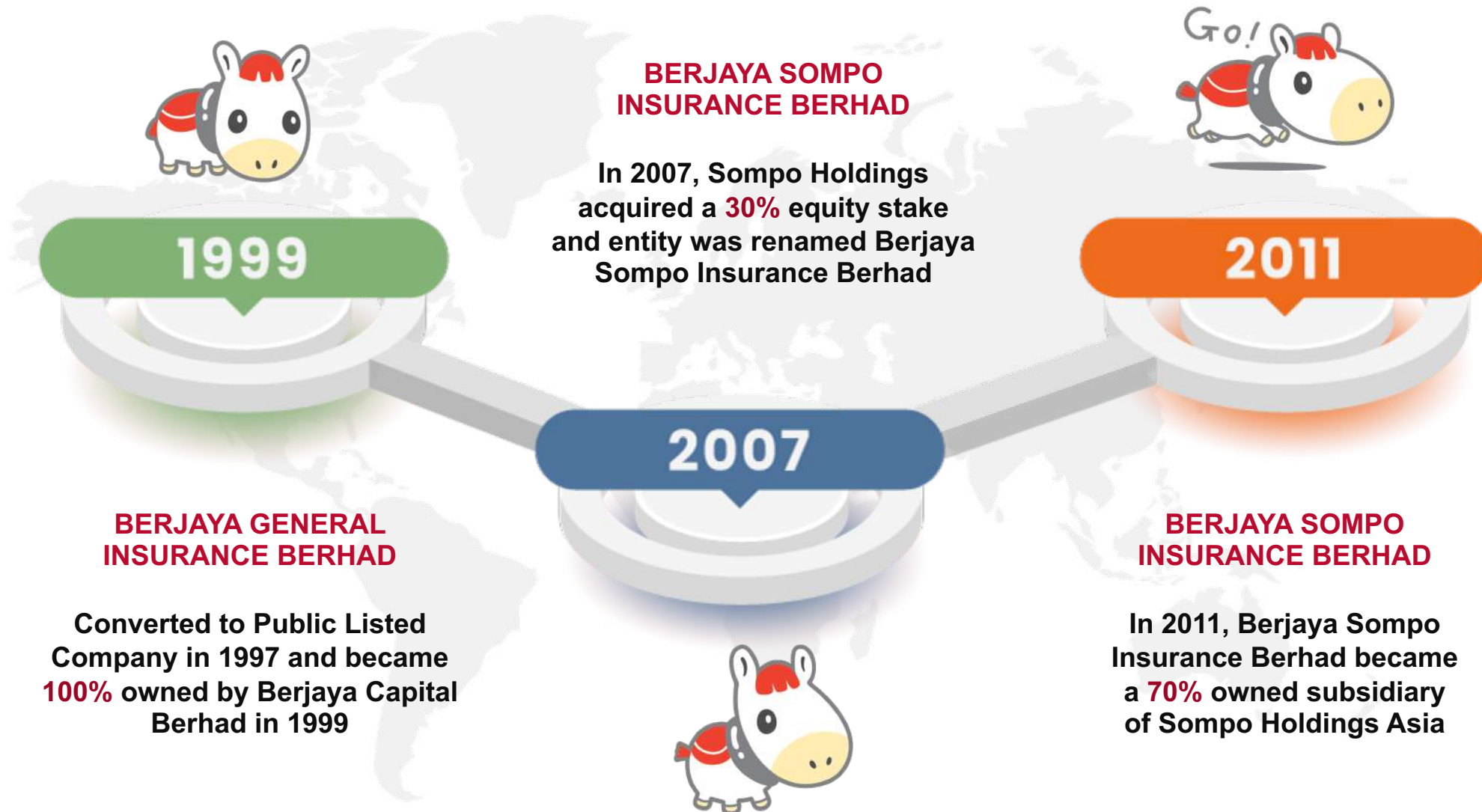
As one of the leading general insurance companies in Malaysia with a network of 15 offices nationwide and over **2,614** agents.

Sompo Holdings collaborates with the Berjaya Group in building up a renowned brand with stronger presence in Malaysia's general insurance industry.

We strive to provide the best insurance solutions and services to our customers.



Our History



Our Vision, Mission and Core Values

Vision

We are HERE with You

We are committed to being the leading general insurer of choice by providing the right solutions for individual and commercial needs.

Mission

Insurance Made Easy For YOU

Berjaya Sompo Insurance aims to create positive customer experience with accessible information, easy-to-understand product features, convenient payment, and stress-free claims process.

Core Values

Ownership

- We take ownership of our promises and deliver our commitments.
- We are committed to innovation and embrace change to provide the best solutions and experiences for our customers.
- We strive to operate in an environment that promote social responsibility and ESG investments towards a better future.

Trust

- We are an organisation built on foundation blocks of ethics, integrity, and professionalism.
- We strive for transparency in our business conducts by providing relevant and accessible information in meeting our customers' needs.
- We collaborate through empathy that enables us to successfully work towards a common goal with others.





Where We Are Now

Where We Are Now

A growing network of...



15 **2,614** **581**

OFFICES

AGENTS

EMPLOYEES

As of June 30, 2023

Comprehensive range of general insurance products

**Including personal and business insurance,
as well as various value-added services.**

Berjaya Sampo Insurance locations in Malaysia

15 offices over **2,614** agents nationwide served by **581** employees

Northern

- Alor Setar
- Penang
- Ipoh
- Sitiawan

East Coast

- Kota Bharu
- Kuantan

East Malaysia

- Kuching
- Kota Kinabalu

Central

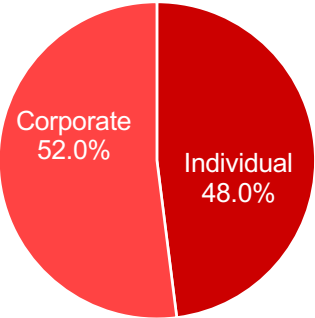
- Klang
- HQ
- Petaling Jaya

Southern

- Melaka
- Batu Pahat
- Johor Bahru
- Seremban

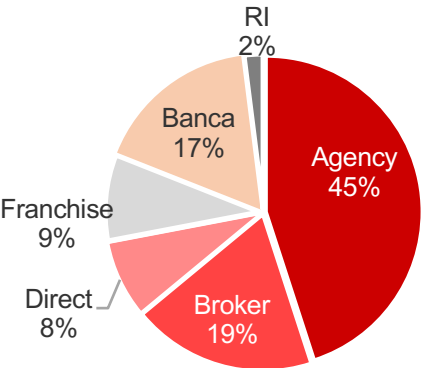


Customer Mix



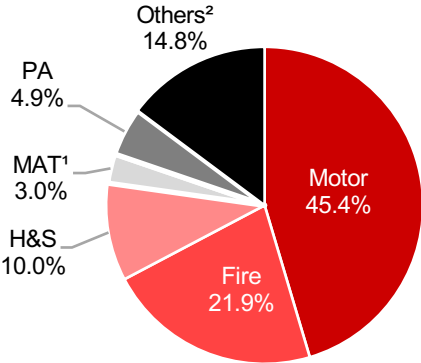
1H2023

Channel Mix



1H2023

Product Mix



1H2023

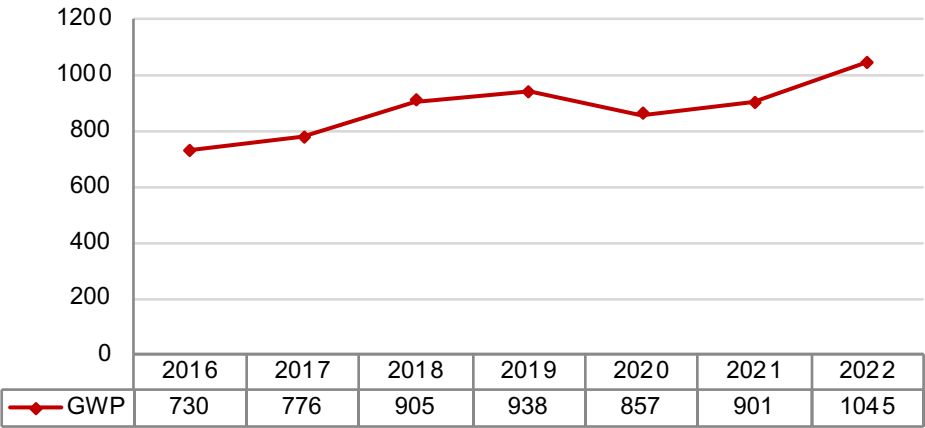
Note 1: Include Hull, Cargo and Aviation

Note 2: Others include WC, Engineering, Bond, Misc, Liability

Well diversified product range, customer base and distribution channels

Key Financials

Gross Written Premium (GWP)
(MYR in millions)



| Period | Company Growth | Market Growth |
|-------------|----------------|---------------|
| 2016 – 2017 | 6.3% | -0.1% |
| 2017 – 2018 | 16.7% | 1.5% |
| 2018 – 2019 | 3.6% | -0.8% |
| 2019 – 2020 | -8.7% | -0.6% |
| 2020 – 2021 | 5.1% | 2.7% |
| 2021 - 2022 | 16% | 9.7% |



Bancassurance Partnership

Bancassurance Partnership

CIMB & SOMPO Exclusive Bancassurance Partnership

Berjaya Sompo Insurance Berhad is in its 6th year of partnership with CIMB Bank since August 2017. Throughout the course of the partnership, Bancassurance has become a key distribution channel for Berjaya Sompo Insurance Berhad.

Expanded distribution through new channels to reach out to CIMB's customer base.



Telemarketing



Direct Purchase
Online



QR Code



Unique Staff URL



Bancassurance Partnership



CIMB & SOMPO Exclusive Bancassurance Partnership

Since the partnership, Berjaya Sompo Insurance have also increased its product offerings to cover Retail, SME and Commercial Banking segments such as:

Retail: Snatch Medz+, *Secure Motor, Secure Warranty, Secure Home and Secure TravelSafe

SME: Biz Protect

Commercial: Fire Plus

*Electric vehicle ("EV") financed by CIMB auto financing and insured with Secure Motor will receive a complimentary EV coverage.

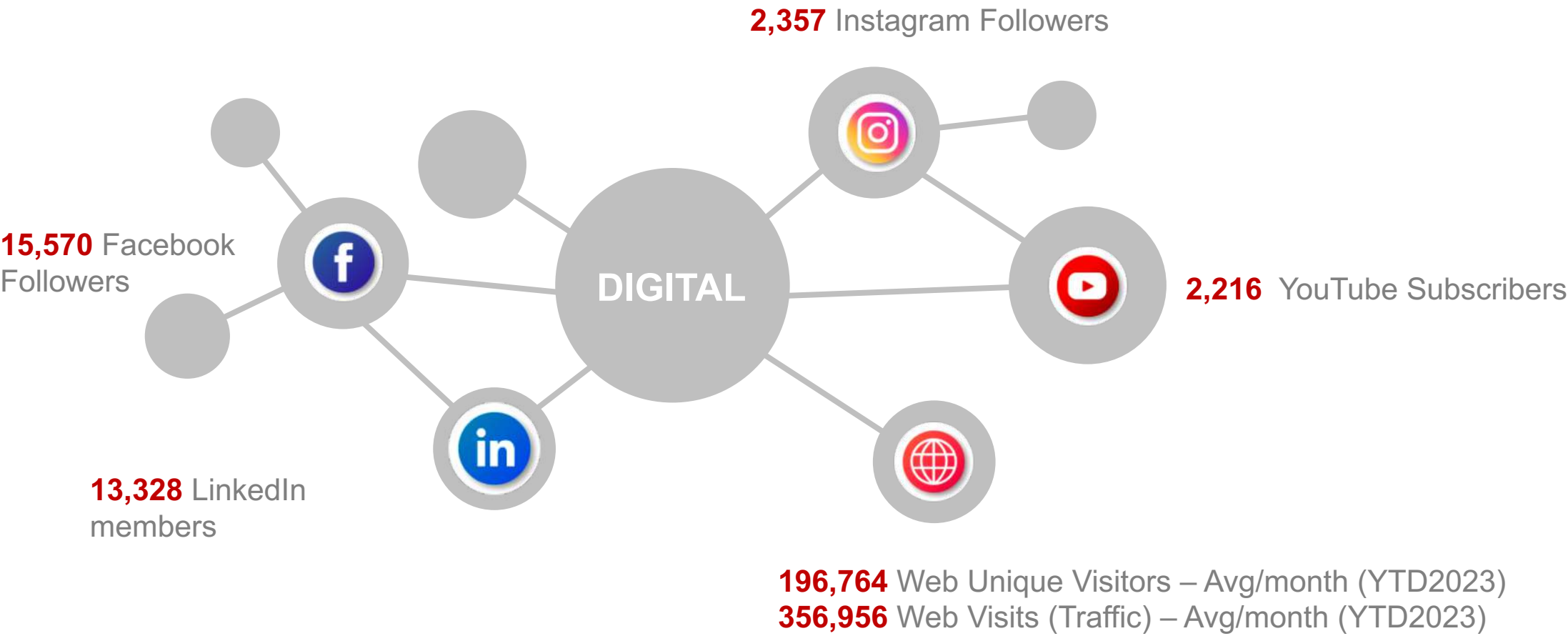
On 1 July 2019, Berjaya Sompo Insurance and CIMB partnered with TIGB (Takaful Ikhlas General Berhad) to offer a complete range of Conventional & Takaful products.



Our Digital Presence

Digital Presence In Malaysia

As of June 30, 2023





**Our Commitment
to Quality**

International

International Finance Award

- Best In-House Marketing Team 2018

Finance Derivative Awards

- Best General Insurance Company Malaysia 2023
- Most Trusted General Insurance Company Malaysia 2022
- Best CSR Insurance Company Malaysia 2022
– Road Safety Promotion



Regional

23rd Asia Insurance Industry Awards

- Top 3 Finalist for General Insurance Company



Awards

Local

The BrandLaureate Industry
Champion Brand ICON 2018



Local

Excellence in Marketing Transformation 2019 – Bronze
Excellence in Integrated Marketing 2019 – Bronze





Our Sustainability Journey

Our Sustainability Journey

OUR PURPOSE

JOURNEY TO A SUSTAINABLE FUTURE

We aspire to support our clients and society on their sustainable journey



OUR ASPIRATIONS

Towards Net Zero Carbon Footprint by 2050

Diverse and inclusive society

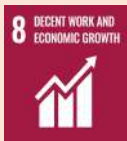
Robust governance structure and reliable disclosures within the global standards

OUR MID-TERM PLAN

1. Reduce CO2 Emission
2. Flood Mitigation
3. Reduce, Reuse & Recycle



1. Offer Scholarships & Welfare Programs
2. Education & Promote Literacy
3. Security, Health & Wellbeing Promotions & Campaigns
4. ESG Awareness Programs



1. Sustainability Framework Oversight by BOD
2. Governance Structure
3. Disclosures & Reporting
4. Internal Policies & Procedures
5. Regulatory Requirements



Clippings



BERJAYA SOMPO
INSURANCE

THE EDGE MALAYSIA

Home Corporate Economy Court & Politics Sections Edg

Berjaya Sampo embarks on river slope mitigation initiative

28 Jul 2023, 10:34 am

Surin Murugiah / theedgemalaysia.com

Irama Complimentary Clubhouse MEMBERSHIP

Volunteers from Berjaya Sampo together with programme officers from GEC and the Orang Asli community at the kickstart of the River Slope Mitigation through Tree Planting to Protect Water Resources at the Klang River Basin Initiative.

KUALA LUMPUR (July 28): Berjaya Sampo Insurance Bhd has embarked on a River Slope Mitigation through Tree Planting to Protect Water Resources at the Klang River Basin Initiative.

In a statement on Tuesday (July 25), the insurer said it had teamed up with Global Environment Centre (GEC), in partnership with the Department of Irrigation and Drainage (DID), Gombak, Department of Orang Asli Development (JAKOA) Gombak and Petaling District, Jungle School Gombak Malaysia and Friends of Sungai Gombak Batu 12 at Kampung Batu 12, Gombak, for the initiative.

12/08/22, 2:18 PM

theSun

Berjaya Sampo bekerjasama dengan Yayasan Generasi Gemilang dekati komuniti B40 melalui program santun masyarakat

Berjaya Sampo bekerjasama dengan Yayasan Generasi Gemilang dekati komuniti B40 melalui program santun masyarakat

Cerita Berita

25.12.2022 10:23 AM

DWM

Berjaya Sampo anjur program kesedaran, baiki berbanding ganti cermin had

Berjaya Sampo anjur program kesedaran, baiki berbanding ganti cermin hadapan

BERITA

Windscreen Repair Roadshow
Date: 15 - 19 Jul
Time: 10am - 1pm
Venue: 1 Utama

Berjaya Sampo Insurance Bhd baru-baru ini menayakan program jelajah membaiki cermin hadapan kenderaan bagi meningkatkan kesedaran orang ramai mengenai alam sekitar berhubung pembaziran komponen itu serta menggalakkan pembaikannya.

Ketua Pegawai Eksekutifnya, Tan Sek Kee berkata, salah satu penghasilan cermin hadapan adalah diperbuat daripada pasir dan memerlukan banyak sumber tenaga sekali gus

Foundation gives RM32,000 to social enterprise

Sampo Welfare Foundation granted RM32,000 to Seven Tea One Sdn Bhd for its assistance efforts in improving the employability of individuals with disabilities.

Seven Tea One is one of four recipients of a Foundation's FY2022 International Social Welfare Grant outside Japan.

This is the 10th time Malaysia has received international grant support from the foundation.

Berjaya Sampo Insurance, the Malaysian parent entity and part of Sampo Holdings Ltd, recommended Seven Tea One as the grant recipient.

"As Berjaya Sampo, we actively strive towards being a diverse and inclusive society," said Berjaya Sampo chief executive officer in full time.

"We are honoured to support Seven Tea One in its mission to provide vocational training and employment space for individuals with disabilities."

He added, "We are encouraged to see Seven Tea One's efforts in making the company production line sustainable through developing its infusion herbal blends market and training centre."

"We are confident that it will achieve its vision to produce socially responsible products and foster inclusivity in the community."

Tan presented the much cheque to Seven Tea One Sdn Bhd owner Lai Ching Haur.

Lai said, "It is an honour to be selected as one of the recipients of the Sampo Welfare Foundation Social Welfare Grant, which will go into expanding our business and equipping the production centre."

"In the coming year, we intend to provide more job opportunities to the differently-abled and single mothers in the B40 group."

Currently Seven Tea One employs six individuals with disabilities and provides training to 25 specially-abled trainees at its vocational training centre.

With the growing consumer market of herbal infusion drinks, Seven Tea One hopes to penetrate the local food and beverage industry to enable more consumers to purchase its products and contribute to its cause.

(From left) Tan, Lai and Berjaya Sampo deputy CEO Tsuyoshi Sato.

Berjaya Sampo 保險 汽車安全椅送有需要家庭



Berjaya Sampo 保險公司推出“汽车座椅辅助” (Bantuan Car Seat) 活动，送出30张汽车安全座椅给有需要的家庭。这项活动是该公司和 theAsianParentMY、Crolla 联合举办，旨在提高人们使用儿童安全座椅的意识。

根据大马道路安全研究所 (MIROS) 的统计，1到4岁孩童死亡事故中，有43.8%和私家车意外有关。正确使用儿童安全座椅可以降低71%婴儿的死亡风险，1至4岁孩童则降低54%，4岁以下儿童住院率降低69%。

从2021年10月1日起至12月30日，theAsianParentMY将透过社交平台直播，示范儿童汽车座椅的正确安装方式。

公众可通过theAsianParentMY应用程序提交申请，只要家庭收入不超过4000令吉、拥有1辆车和至少1个不超过7岁的孩子，即有机会获得价值499令吉的Crolla Alpha 儿童安全座椅，这个座椅获得欧洲安全标准ECE R44 / 04认证，适合体重至25公斤或7岁的孩童使用。(JM)

www.berjaysampo.com.my/page/child-car-seat

The Star Sg Gombak slope project begins

TOPICS : State Polls 2023 StarExtra Flood Alert StarESG Urban Biodiversity True or Not SOBA 2023

Sg Gombak slope project begins

METRO NEWS

Monday, 07 Aug 2023



ENVIRONMENTAL, SOCIAL AND GOVERNANCE WEEK

Berjaya Sampo partners with Aiesec in UM to organise composting workshop

KUALA LUMPUR: Berjaya Sampo Insurance Bhd has continued its corporate social responsibility (CSR) initiative with the "DIY Composting Workshop", held in collaboration with Aiesec in University of Malaya (UM) "Clean Our Plate" project.

"Clean Our Plate" is a semi-annual Malaysian youth volunteer project focusing on the United Nations' Sustainable Development Goal 12 to ensure sustainable consumption and production patterns.

Project director Nagib al-Hussaini said: "We believe by collaborating with Berjaya Sampo, the impact of our project can be amplified and more awareness can be created among the community."

As a youth-run organisation, Aiesec in UM said it was grateful to be given such an opportunity by Berjaya Sampo.

This virtual workshop aimed to educate Berjaya Sampo's staff on food waste awareness and home composting.

A total of 160 Berjaya Sampo employees gained insight

through interactive activities such as online quiz sessions during the workshop.

Meanwhile, the workshop for Berjaya Sampo's staff was also an initiative to develop Aiesec in UM members' skills.

"According to SWCorp Malaysia, the household sector accounts for 44.5 per cent of the 16,667.5 tonnes of food waste generated in Malaysia daily. To curb

this problem and raise awareness among the community of food waste, Berjaya Sampo was pleased to support Aiesec in UM's initiative.

"This initiative was part of the company's ESG Week event to encourage our team to play an active role in climate change," said Berjaya Sampo chief executive officer Tan Sek Kee. **Berna-**

Sokong inisiatif ALIT tingkat kehidupan insan istimewa

Sokong inisiatif ALIT tingkat kehidupan insan istimewa

Yayasan Kebajikan SOMPO memiliki Penerimaan Sindrom Down Malaysia (PSDM) antara penerima gerannya sebagai mengiktiraf usaha berterusan mereka dalam meningkatkan kehidupan individu yang menghadapi sindrom Down.

PSDM antara empat penerima Geran Kebajikan Sosial Amatdharma FY2021 Yayasan itu di luar lipun.

Salah satu projek PSDM yang akan datang ialah Awared Live-in Facility (ALIF) yang digunakan untuk Program Latihan Hidup Berkualiti (ALIT).

Berjaya Sampo Insurance, entiti perniagaan Malaysia dan sebahagian daripada

Sampo Holdings (Asia) Pte Ltd menyokong PSDM menjadi salah satu penerima geran.

Ketua Pegawai Eksekutif Berjaya Sampo Insurance Tan Sek Kee berkata, ini adalah kali kesembilan yayasan itu memberikan sebahagian daripada geran antarabangsanya kepada Malaysia.

"Kami berbesar hati untuk menyokong inisiatif ALIT, dengan program yang bertujuan untuk meningkatkan latihan formal kepada individu dengan sindrom Down dengan berfokuskan kepada kehidupan mereka dalam masyarakat."

Berjaya Sampo Insurance, entiti perniagaan Malaysia dan sebahagian daripada



TAN SEK KEE menyerahkan sumbangan Yayasan Kebajikan SOMPO kepada Berjaya

memeriahkan mereka mempraktikkan dan memperkayakan kemahiran untuk kehidupan seharian supaya mereka lebih berdaya. Katanya pada majlis penyerahan sumbangan itu, hari-hari ini.

Pada majlis berkenaan, Tan menyerahkan cek bernilai RM32,500 kepada PSDM yang diwakili presidennya, Norhana A Bakar.

Sementara itu, dalam ucapannya, Norhana merakamkan ucapan terima kasih kepada yayasan atas pemberian geran kebajikan itu yang akan membantu menyokong program ALIT.

Katanya, dengan latihan yang betul, majoriti individu dengan sindrom Down dapat menguruskan diri dan keperluan harian mereka.

"Bagaimanapun, mereka juga memerlukan bantuan. Sama ada lebih atau kurang, bergantung kepada tahap kejuruteraan mereka."

Norhana berkata, majoriti pengidap sindrom Down adalah dalam kategori sederhana.

"Program latihan yang memberi tumpuan kepada kehidupan berdaya adalah penting untuk membantu mereka. Kami berkeperluan khas belajar menguruskan kehidupan harian mereka dengan bantuan yang minimum," katanya.

Malah kami juga berharap menjadi sebahagian daripada inisiatif PSDM untuk meningkatkan kehidupan individu yang menghadapi sindrom Down dengan menyokong kemuliharaan dan program yang diperlukan untuk mereka.

Thank You

