



BERJAYA SOMPO  
INSURANCE

# Corporate Profile

*29 May 2024*

*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**

# SOMPO International

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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 INSURANCE INDONESIA
- 📍 **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



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



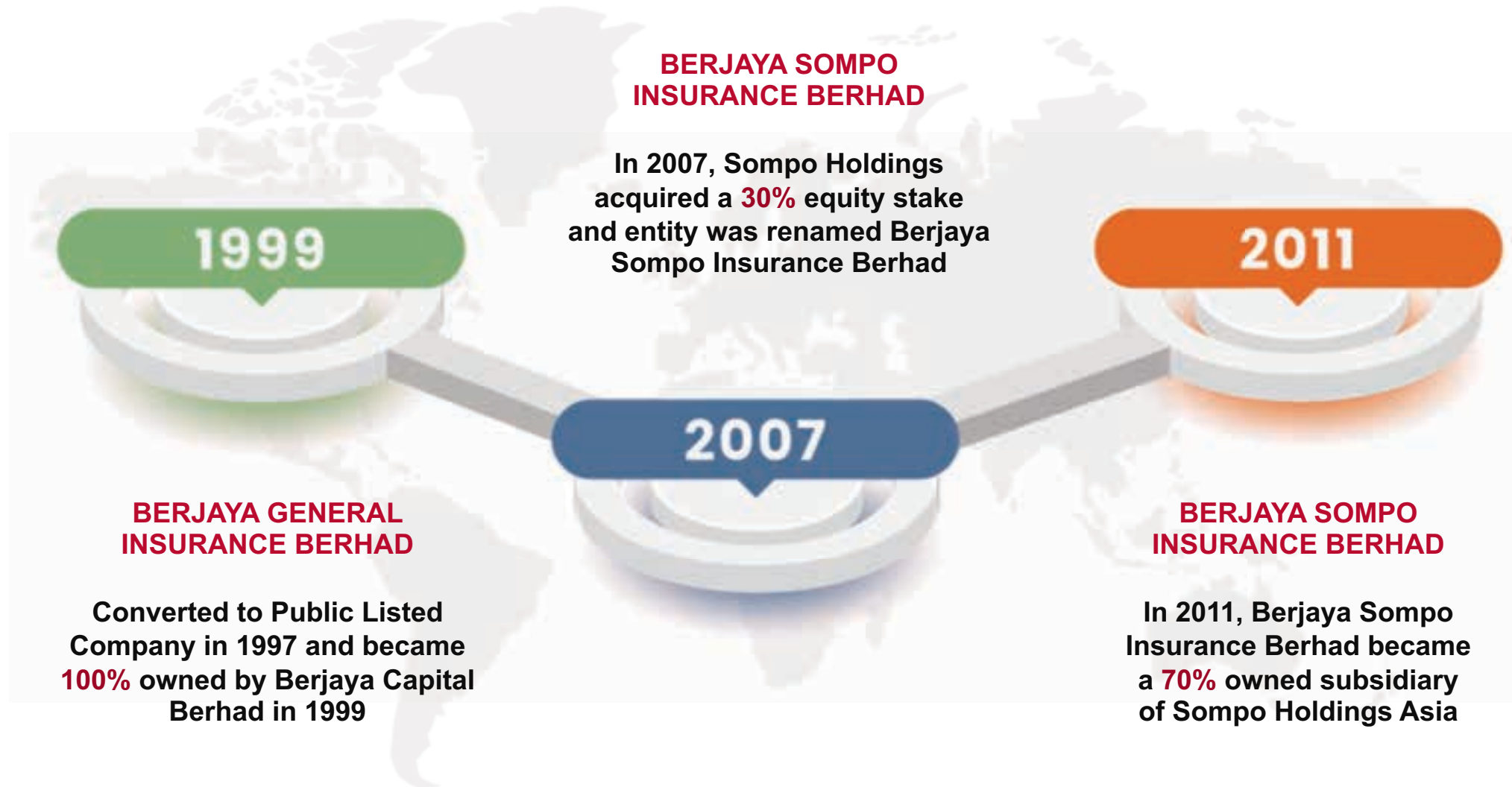
As one of the leading general insurance companies in Malaysia with a network of 15 offices nationwide and over **2,614** agents.



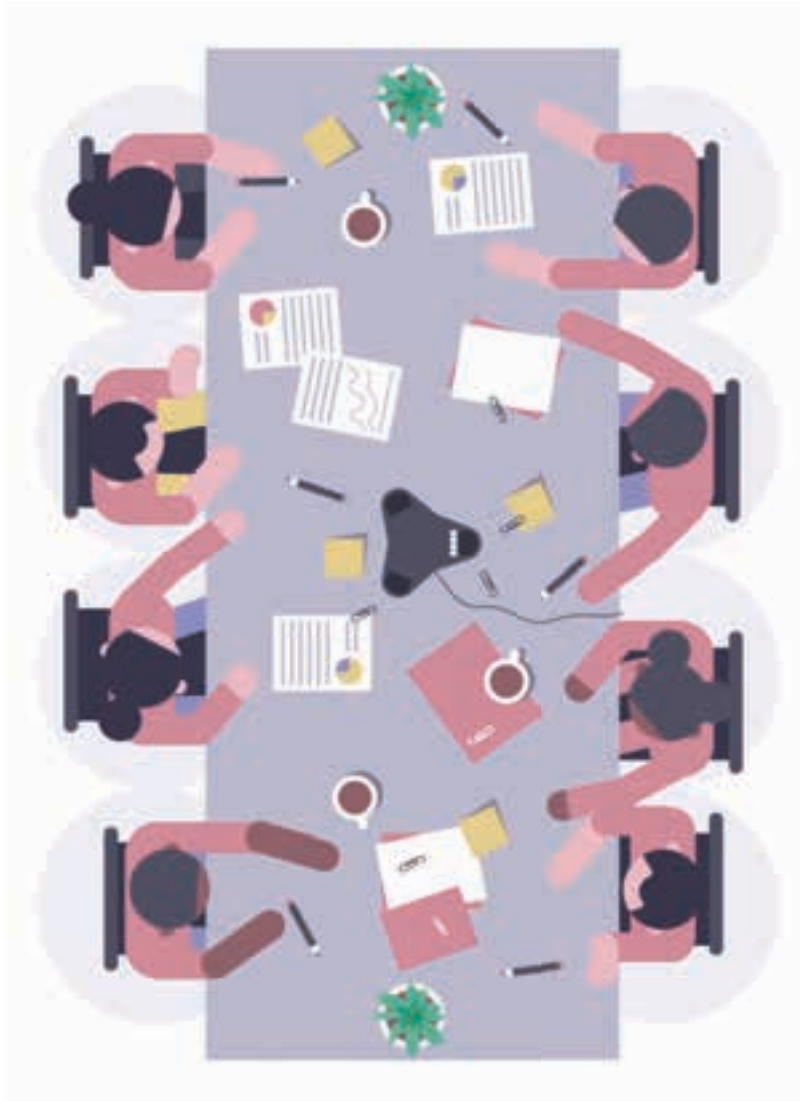
We strive to provide the best insurance solutions and services to our customers.



# 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

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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 Sompo 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

## Central

- Klang
- HQ
- Petaling Jaya

## Southern

- Melaka
- Batu Pahat
- Johor Bahru
- Seremban

## East Malaysia

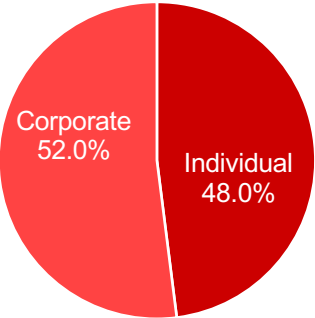
- Kuching
- Kota Kinabalu



# SOMPO in Malaysia

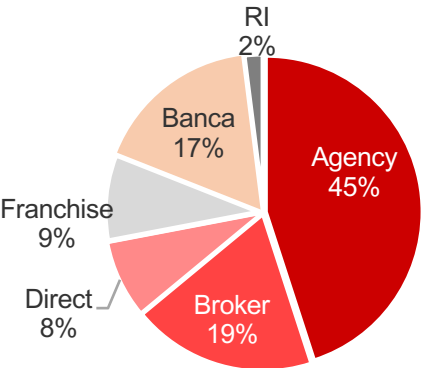


## Customer Mix



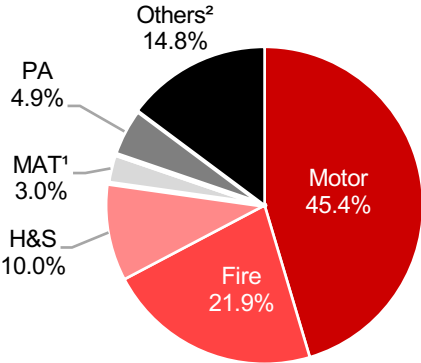
1H2023

## Channel Mix



1H2023

## Product Mix



1H2023

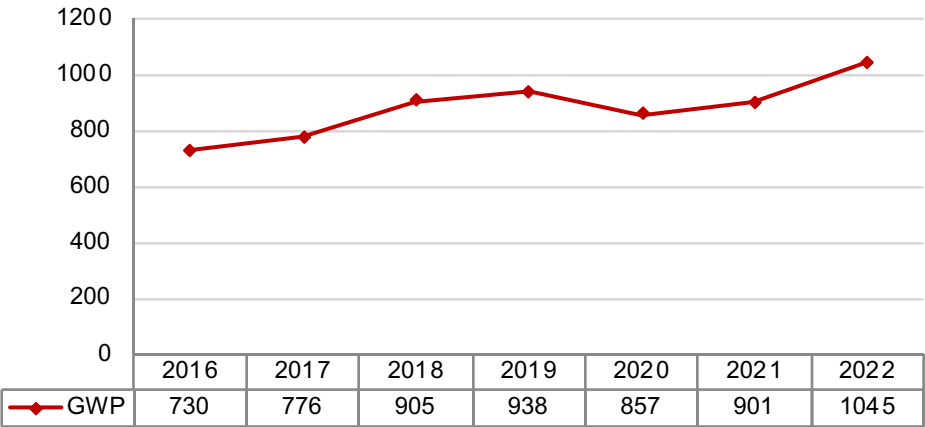
Note 1: Include Hull, Cargo and Aviation

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.



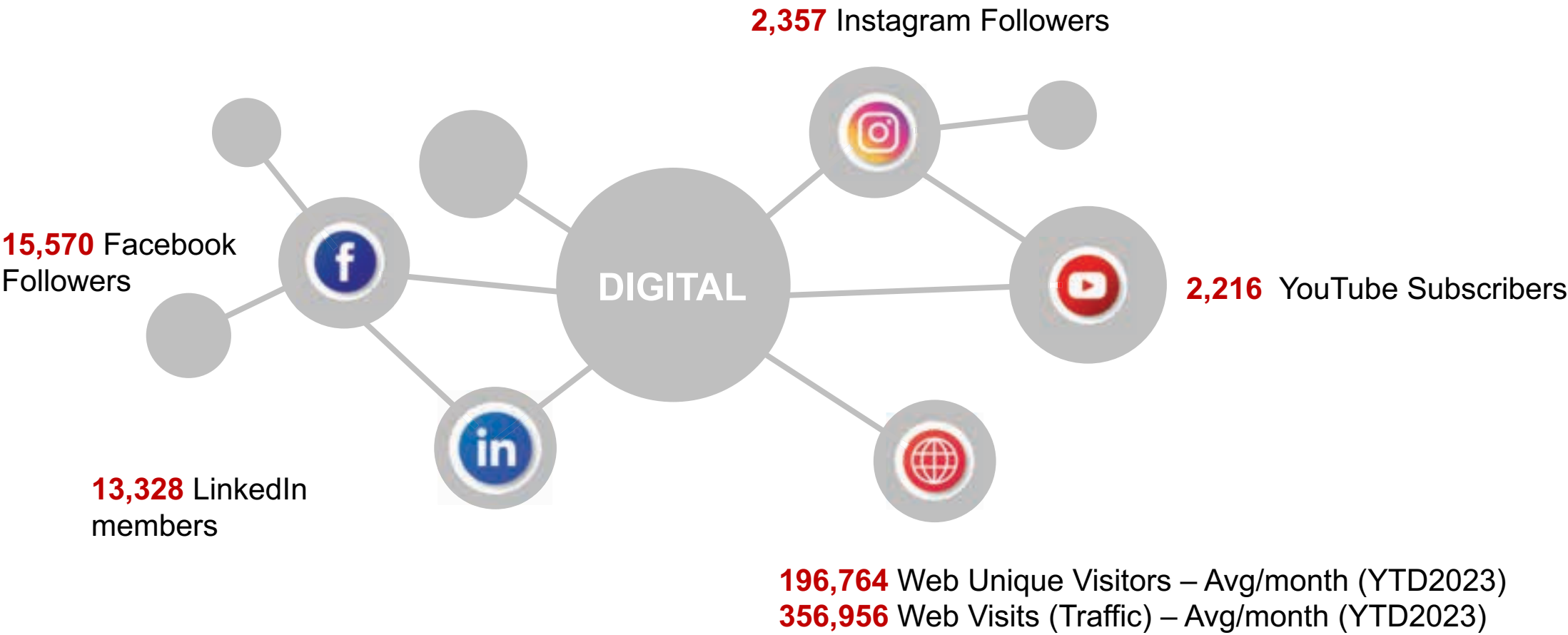




# Our Digital Presence

# Digital Presence In Malaysia

As of June 30, 2023







**Our Commitment  
to Quality**

# Awards

## International

### Brands And Business Magazine Awards

- Best Corporate Social Responsibility Initiative (Insurance) Malaysia 2024



## International

### 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

### International Finance Awards

- Best In-House Marketing Team 2018



# Awards

## Regional

### 23<sup>rd</sup> Asia Insurance Industry Awards

- Top 3 Finalist for General Insurance Company



## Local

### iBanding Malaysian Motor Insurance Award

- Runner-Up 2024



# Awards

## Local

### Marketing Magazine's Marketing Excellence Awards

- Bronze - Excellence in Marketing Transformation 2019
- Bronze - Excellence in Integrated Marketing 2019



MARKETING  
MAGAZINE'S  
MARKETING  
EXCELLENCE  
AWARDS 2019

## Local

### The BrandLaureate Industry

- Champion Brand ICON 2018







# 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





# Clippings

## Berjaya Sampo保險 汽車安全椅送有需要家庭



Berjaya Sampo保險公司推出“汽車座椅補助” (Bantuan Car Seat) 活動，送出30張汽車安全座椅給有需要的家庭。這項活動是該公司和theAsianParentMY、Cradla聯合舉辦，旨在提高人們使用兒童安全座椅的意識。

根據大馬路安全研究局 (MIBROS) 的統計，1到4歲孩童死亡事故中，有43.8%和私家車意外有關。正確使用兒童安全座椅可以降低71%嬰兒的死亡風險，1至4歲孩童則降低54%，4歲以下兒童住院率降低69%。

從2021年10月1日起至12月30日，theAsianParentMY將透過社交平台直播，示范兒童汽車座椅的正確安裝方式。

公眾可透過theAsianParentMY應用程式提交申請，只要家庭收入不超過4000令吉，擁有1輛車和至少1個不超過7歲的孩子，即有機會獲得價值499令吉的Cradla Alpha兒童安全座椅。這個座椅獲得歐洲安全標準ECE R44 / 04認證，適合體重至25公斤或7歲的孩童使用。(JH)

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

## 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 "Pty Composting Workshop", held in collaboration with Aiesec in Universiti Malaya's (UM) "Clean Our Planet" project.

The workshop was held in conjunction with Berjaya Sampo's Environmental, Social and Governance (ESG) Week.

"Clean Our Planet" is a four-year-old Malaysian youth volunteer project focusing on the United Nations Sustainable Development Goal 12 to ensure sustainable consumption and production patterns.

Project director Nagh al-Husseini 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 management and home composting.

A total of 100 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 RM673.8 billion of food waste generated in Malaysia daily. To curb

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

"This initiative was part of the company's ESG Week aimed to encourage our team to play an active role in climate change," said Berjaya Sampo chief executive officer Tan Suk San. Berjaya

## Sokong inisiatif ALIT tingkat kehidupan insan istimewa



Berjaya Sampo Insurance Bhd has supported the ALIT (Association of Life Insurance Trainers) initiative to improve the quality of life for people with special needs.

The initiative was part of the company's ESG Week aimed to encourage our team to play an active role in climate change.

"This initiative was part of the company's ESG Week aimed to encourage our team to play an active role in climate change," said Berjaya Sampo chief executive officer Tan Suk San. Berjaya

insuransedapatmeningkatkankehidupanmanusiamerendahankehidupanmanusiaistimewa.

Inisiatif ini adalah sebahagian daripada projek ALIT yang bertujuan untuk meningkatkan kualiti kehidupan manusia istimewa.

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**Thank You**