



## Headline News

### HEALTH & BENEFITS

➔ *Why we should buy Critical Illness Coverage ?*

### CORPORATE RISKS

➔ *Still Uninsured ?*

### SME & AFFINITY RISKS

➔ *New Tariff From The Regulator.*

### STRATEGIC BUSINESS DEVELOPMENT

➔ *Winning Holes.*

### HEALTH & BENEFITS

#### *Why we should buy Critical Illness Coverage ?*



dr. Yusuf. Rusmana

Everyone is prone to disease, ailment or chronic Diseases. Human body composed by various organ and cell. Unhealthy lifestyle and low level of cleanliness, all caused human organs be exposed to various diseases.

#### **So what is our understanding exactly of disease?**

Disease is a condition when organ in human body is not normal, causes pain that can threaten the sustainability of the lives of people who are suffering.

Disease is basically divided into two kinds:

1. Common Diseases, usually can be cured in a relatively fast tempo through technological treatment in hospital and requires relatively smaller cost.
2. Critical Illnesses generally require more intensive care, time, and costs, than other common ailments

A critical illness would need more attention and much longer treatment. In Indonesia, critical illnesses are particularly vulnerable, compared to developed countries.

There are many people far from healthy life expectancy. Some people who is suffering from a critical illness may never seek treatment because they have not enough money.

There are four kind of critical illnesses which is important to know:

1. Cardiovascular Disease.
2. Stroke.
3. Renal Disease.
4. Cancer.

These four types of illness mostly prevent our body to recover back to its original/normal state. The fact is that most people realize that they are critically ill after they got into advance stage.

Most people tend to ignore their health condition as long as they can continue work and doing daily activities, until such person unexpectedly caught by heart attack.

In order to get proper treatment for critical illness which may incur high cost, everyone should

prepare. One of the solution to prepare to fund this is by buying health insurance.

In Indonesia, this critical illness insurance policy cannot be written on stand-alone basis as standard. This policy can be given either by adding into your health insurance or life insurance, to be extended to include benefit for critical illness with restriction limit.

#### **How the benefit t of critical illness in insurance?**

Critical illness insurance (Critical Illness) has several functions, such as:

1. Adequate fund to obtain medicine / critical illness treatment, both inside and outside the hospital.
2. Paying the cost of treatment to an appropriate treatment of critical illnesses.
3. Paying other costs outside treatment / care.
4. Replacing lost of income for that or because they cannot work, which serve as the Income Replacement Funds.
5. Protect and prevent loss of assets and debt bondage.
6. Financing mortgage / debt or pay off unpaid debt.
7. Reducing the cost burden of everyday family life.
8. Replace as children's education fund in the future, due to the rupture of education funds that are being prepared as a result of parents who experience a critical illness.
9. To improve the patient's self confidence that he/she has fund protection in order to have proper curative treatment.

Therefore, critical illness is a disease that comes slowly, the treatment takes a long time, heal slowly, and should be accompanied by changes in lifestyle with strict discipline.

Let us open our mind and prepare for the most unfortunate condition in life.

Insurance for critical illness is the least among others for us to prepare.

For further information on Critical Illness And Outlay In Insurance Please visit <http://www.howdenindonesia.com> and email us at [general@id.howdengroup.com](mailto:general@id.howdengroup.com) or contact us on 0212939 4900 - Health & Benefits.



### GENERAL CLAIM PROCEDURES AND DOCUMENTATION FOR EVERY TYPE OF INSURANCE

Generally, the steps of the insured should do as follows:

1. Immediately notify to the broker by phone, fax, email, or other communication channel.
2. For more sophisticated and complex cases and/or occurrence involving big losses, ask the broker to conduct survey first. It is purposed to avoid wrongful or misstatement to the insurer.
3. Keep and maintain the affected property and do not proceed with any repair, replace or move before Insurer's representative conduct survey such damage. If possible, you could take some photographs of the affected property.
4. If there is emergency situation, you must take necessary temporary or permanent repair or replacement, please to ensure you have permitted by the insurer(s) and the repair or replacement cost if reasonable. You make all affected and replaced property available for further survey or inspection by the Insurer's representative
5. For immediate claim documents, you should prepare as follows:
  - 5.1. Accident Report
  - 5.2. Official report, i.e.
    - 5.2.1. Police report in case of fire accident, theft or burglary or other accident causing serious bodily injury or death to anybody
    - 5.2.2. BMKG report in case of loss/damage due to lightning strike
    - 5.2.3. Medical report for bodily injury
    - 5.2.4. Etc.
  - 5.3. Complete Claim Form (provided by the insurance company). Send it to our office along with the other necessary claim documents for our review prior to be submitted to the insurer. The documents will be original ones or negotiable copies.

The other claim documents in more detail are required depend on the extent of damage and/or loss.

## CORPORATE RISKS

### Still Uninsured?



Meini Irawati

In January 19, 2017, the big fire has just hit in Indonesia, precisely at the "Pasar Senen", Jakarta. The cause of the fire was short circuit with an estimated loss of IDR 200,000,000,000 and equivalent of USD 15mio. The store that burned as many as 1,691 were in the location of the Block I & II from basement to the 3rd Floor. The consortium will pay the loss for the renovation amounting to IDR 116,900,000,000. This traditional market is considered as "Pasar Risk" which insurance companies considered as high risk.

Most of insurance company do not want to cover this on its own standing. This is because of the

Insurers capacity, locally is very small. Historically the loss ratio of traditional markets that can reach over 100%.

**A consortium Special Risk Insurance (KAKR - Konsorsium Asuransi Risiko Khusus)**, formed in 1979, there are 40 insurance and reinsurance companies that are members of the company's total at the time. KARK official website, there are currently 63 insurance and reinsurance companies registered as members of the consortium.

This consortium is the solution when the insurance company could not bear the insurance risk in the market alone. With the consortium, the companies whom are members share the risks. So when there is a claim, the burden of their claims is also shared. It is time for the market traders to obtain protection.

For further information on Your Asset Insurance or Property Insurance. Please visit <http://www.howdenindonesia.com>. If you need any queries, please email us at [general@id.howdengroup.com](mailto:general@id.howdengroup.com) or contact us on 021 2939 4900 – Corporate Risks.

## SME & AFFINITY RISKS

### New Tariff From The Regulator.

OJK just release the new version of tariff effective from 01 April 2017. The new tariff guidelines are still in the area of Property Insurance and Motor Vehicle insurance.

#### PROPERTY

In parts this would be a big surprise to policy holder who would have their premium rate increased. Some of the occupations that will encounter the rate increase are *Plastic Manufacturer; Textiles Manufacturer; Power Plant and Shoe Factory*.

On the other hand however, some other policy holder may be delighted since there are also tariff reduction for some occupation, such as: *Umbrella Factory; School; University and Motor Vehicle Repair Shops*.

The tariff increment is quite big in approximately between the range of 20% - 45% meanwhile the tariff reduction between the range of 4% - 5.5%.

This new decree not only set the tariff changes but also rearrange more details for the occupations code just to make sure that the insurer underwrite the risk more properly.

#### MOTORVEHICLE

Vehicles insured on two policies is categorized based on market value sum insured. This insurance also identify zones/ area to use the vehicle. The new tariff increase applies for several categories



Anike Agnes

and zones for both Comprehensive and Total Loss Coverage. Category 1 (range IDR 0 - IDR 125 mio). Mostly reduced whilst for category 2 (value IDR 25 - IDR 200 mio) and category 3 (IDR 200 - IDR 250 mio) are mostly increased. The tariff increment approximately between the range of 24% - 67%. Due reduction is an average of 10%.

For Third Party Liability Coverage applied "progressive tariff." Which is significantly increased in addition to the above.

For further information on New Tariff From The Regulator Please visit <http://www.howdenindonesia.com>. Please email us at [general@id.howdengroup.com](mailto:general@id.howdengroup.com) or contact us on 0212939 4900 – Financial, SME & Affinity Risks.

## STRATEGIC BUSINESS DEVELOPMENT

### Winning Holes.



Iman Ranindito

Every week we spend five days, 40 hours, working in an office. Making calls and have team meetings, which sometimes, induces problems or conflicts that contribute to stress. Therefore, it is suggested that we should take a break every once in a while. This time, Howden Indonesia took a little break with style by combining both work and play.

Howden sponsor two golf events recently, one in October 2016 called Modern Golf 21st Anniversary and the other in March 2017 called Cisanggiri Syndicate Charity Golf Tournament 2017.

On both events, we took the advantage by opening up a small booth and campaigning our Howden Wheels product, which is an online platform to purchase Motor Vehicle insurance online, easy to choose, including payment gateway, no hassle on paper. The product is available from our web site [www.howdenindonesia.com](http://www.howdenindonesia.com).

Addition to that, we have arranged Hole in One Insurance in Modern Golf event. It was a 2 days event where all PAR 3 holes each have a different hole in one prizes, from cash money to 1 unit apartment. The price value was high and not a lot of insurers can take up that much risk. But we manage to find an insurer that is willing to accept the risk.

Contact us for more on how we could arrange your needs of Hole in One Insurance.

So if anytime you need an insurance cover for your motor vehicle, just go to [howdenindonesia.com](http://howdenindonesia.com) and have your vehicle insured in no time. If you wish to know more about Howden Wheels and Hole in One Insurance, send us your query at [general@id.howdengroup.com](mailto:general@id.howdengroup.com) or call us at +6221-2939-4900 - Strategic Business Development .