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WHAT WE STAND FOR

Howden Indonesia, as part of the worldwide Howden Broking Group and Hyperion headquartered in London, follows all the principals and ideals of a professionally run global insurance business. We are in the business of solving our clients' insurance problems and meeting their needs through highly effective and focused know-how, expertise and commitment.

Howden focuses its position on helping people and major corporations solve their toughest insurance problems based on a responsive service culture and independent yet charismatic style.

As a specialist, our service is a combination of our knowledge about the subject in-hand, regulatory and legal implications and our expertise on how to create an insurance solution that works to the best interest of our clients.

Our core values reflect our culture and ethos (client focused, winning, innovating, non-political and meritocratic). It is vital to our continued success that we keep these values at the heart of everything we do.

Our promise is that, if anyone can do it, Howden can.

CORPORATE & INDUSTRY RISKS

New Year Gift From OJK!



Rusan Abubakar



After various rumors over several months, The Financial Service Authority (OJK) finally released the new premium and deductibles tariff for property and motor vehicle insurance which came into force from 1st February 2014.

How insureds react to this remains to be seen and as a leading broker in Indonesia, we are helping our clients better understand their options.

Risk mapping also prevails for vehicle insurance where the method of calculating new premium tariffs is based on three areas:

- Area I includes Sumatra and the surrounding islands,
- Area II covers Jakarta, Banten, West Java, and
- Area III covers all regions in the country excluding Area I and Area II.

An Insured must also accept retention values via deductibles or higher administrative cost as part of claims via a rise in deductible from IDR200,000 to IDR300,000 per claim.

The regulations on property also includes machinery breakdown cover which now must be purchased on a standalone basis on all values of risk below USD300 million. This will have major cover and cost implications for all smaller risks which have enjoyed a degree of flexibility up until now.

Further information on Corporate & Industrial Risks, please email to general@id.howdengroup.com or contact us on 0212939 4900 - Corporate & Industrial Risks.

OJK OTORITAS JASA KEUANGAN

The new tariff primarily targets fire and flood insurance, including minimum and maximum tariffs. For motor vehicle insurance, the new rules became effective on January 1, 2014 with a transition period up to February 28, 2014.

Based on Surat Edaran no. SE-06/D.05/2013, the premium rate for flood insurance is set according to zones. There are two areas with four zones, including zones for DKI Jakarta, Banten, and West Java determined by anticipated water levels when a flood occurs. Other areas are determined based on flood frequency. Particularly for property located on the second floor or high rise buildings, the value of premium can be reduced by 20% from the lower tariff rate.

All rates included in the tariff are generally sitting well above existing market rates and will result in insurance cost increases for most on a like-for-like basis.

HEALTH & BENEFITS

Health Talk, Prepare To Improve Your Life



Ferdy Agustian

People tend to make excuses for not taking care of themselves. Mostly this will relate to insufficient time to exercise, diet properly and lead a healthy lifestyle etc. Having said that, many people do seem to be able to make time to check Facebook and Twitter feeds dozens of times a day and so possibly need to get their priorities better aligned.

Take five for your health! Being healthy and safe takes commitment. But it doesn't have to be time-consuming. Most things are so simple and take so little time, that you'll wonder why you've been avoiding them. Taking just a few of the 1440 minutes in a day is worth it to having a safer and healthier life for you and your family.

How Do I Improve My life for the Better?

A lot of people are motivated to change their behavior only when their health status changes

either for the worse or for the better. If you want to change become healthier, a chat with your doctor about the consequences of negative health behavior and the benefits of change may help you get started.

Whilst some people may be able to make drastic changes in bold steps, jumping head-first into exercising five days a week or a new diet, most people should break-up their goals into smaller portions for improved success.

Instead of running on the treadmill in a gym for 30 minutes, try climbing some stairs or doing other physical activity for a few minutes several times a day. Collecting information and data also helps some people stick to their health goals, for instance, keeping a food journal to see how many calories you consume each day and areas where you can cut back.

Most people tend to resist change but by making a few simple adjustments to our lifestyles we can improve our health, reduce stress and increase our overall quality of life.

Whatever you do, no matter how small, will be a step in the right direction. Make the effort!

Further information on health insurance, please email to general@id.howdengroup.com or contact us on 0212939 4900 - Health & Benefits.

SME & AFFINITY RISKS

Personal Insurance With Just One Click Away

Facilities and Affinity Product Servicing



The pace of modern life is speeding-up with everybody walking 10 percent faster than just a decade ago and living a lot longer. This also increases the demand for speed in all our daily activities. From fast foods to electronic self-check-in at airports, modern life is craving faster transactions and use of time.

With the fast growing needs of personal insurance including Home, Motor Vehicle, Personal Accident, etc. people are searching for the simplest and quickest way of purchasing cover which meets their specific needs.

We at Howden Indonesia understand those needs. Via **Howden Facilities**, the need for a quick and hassle free personal insurance purchase is just one click away. We offer you an online solution

for Motor Vehicle Insurance, Home Insurance, Personal Accident Insurance, Travel Insurance, and also one-off Marine Cargo Insurance at the click of a button in the comfort of your own home.

Howden Facilities has grown significantly since its start-up in early 2013. With a fast growing number of entries and purchases, we are one of the leading insurance providers via online services in the Indonesian market today.

With just the click of a button, you will receive from us alternative quotes for the personal insurance that you have selected to meet your needs. Coverage is available within 24 hours. Without having to make a visit to an insurance company, you can purchase your personal insurance even from your living room sofa.

For further information on Howden Facilities, please visit <http://www.howdenindonesia.com>. Please email us at general@id.howdengroup.com or contact us on 0212939 4900 - Financial, SME & Affinity Risks.

STRATEGIC BUSINESS DEVELOPMENT

Business Update – IT Solutions



During the past month, Howden Indonesia have been appointed by two major corporations as their international insurance broker. One is a leading lifestyle retailer in Indonesia and the other one of the largest international food and beverage chain-store groups. A major part of this appointment was based on our ability to offer a range of added-value services targeted at cost and handling efficiency.

One of our key services is our ability to provide IT solutions to our clients. High frequency business requires extensive data management. We have provided IT solutions to manage information and provide key management reports in order to improve efficiency and effectiveness.

A good IT platform is not just all about managing data and storing it electronically, it requires the ability to create management reports which can be used to control cost and transparency, whilst also being adaptable to each client's needs. This is an essential tool for analyzing data and making strategic decisions.

For further information on Howden Facilities, please visit <http://www.howdenindonesia.com>. You could also email us at general@id.howdengroup.com or contact us on 0212939 4900 - Strategic Business Development.