MOTOR INSURANCE WORKSHOP



What are the common classes of motor insurance available?

- Private Car Insurance
- Commercial Vehicle Insurance
- Private Bus Insurance
- Motorcycle Insurance





What are the coverage options available for Private Car insurance?

Coverage Available	Vehicle Age Limits			
drivo™ (Comprehensive)	Vahialas agad up to 15 years			
 Classic Plan 				
 Premium Plan 	Vehicles aged up to 15 years			
 Prestige Plan 				
Third Party, Fire & Theft	Vehicles aged up to 20 years			
Tillu Party, The & Thert	vernicles aged up to 20 years			
Third Party	No limit to the age of vehicle			



What is the main difference between drivo™ Classic & Premium?

 <u>Premium plan</u> allows vehicle repairs to be done at your <u>preferred workshop</u>;

whereas

 <u>Classic plan</u> requires vehicle repairs to be done at a <u>quality workshop</u> chosen by NTUC Income



Private Cars -- What is <u>drivo™ Prestige</u> plan?

- A plan specially designed to cater for selective Porsche models such as:
 - Panamera
 - Cayenne
 - Cayman
 - Boxster
 - -911
- Any quotes for Porsche car makes will fall automatically under Prestige Plan



Private Cars -- What are the minimum entry requirements for a Prestige quote?

- ✓ Covers the policyholder and up to 2 named drivers
- ✓ Minimum entry age is 33 years old for policyholder & named drivers
- ✓ Minimum 3 years driving experience & no accident claim in the last 3 years
- ✓ Policyholder must have at least 10% NCD.
- ✓ For cases with 0% NCD, consideration will be given to:
 - Policyholders who own more than one car; &
 - Policy holders who have at least 10% NCD on any one cars owned



What are the coverage options available for <u>Commercial Vehicle</u> insurance?

Coverage Available	Vehicle Age Limits
Preferred Workshop Plan / Comprehensive	Vehicles aged up to 15 years old
Third Party, Fire & Theft	No limit to the age of vehicle
<u>Third Party</u>	No limit to the age of vehicle



What is the main difference between PWP and Comprehensive?

 <u>Preferred Workshop Plan</u> allows vehicle repairs to be done at your <u>preferred workshop</u>;

whereas

 <u>Comprehensive</u> requires vehicle repairs to be done at a <u>quality workshop</u> chosen by NTUC Income



What are the coverage options available for Private Bus insurance?

Coverage Available	Vehicle Age Limits	
<u>Comprehensive</u>	Vehicles aged up to 5 yea old	
Third Party, Fire & Theft	No limit to the age of vehicle	
Third Party	No limit to the age of vehicle	

11 Inco

What are the coverage options available for Motorcycle insurance?

Coverage Available	Vehicle Age Limits
<u>Comprehensive</u>	Vehicles aged up to 5 years old
Third Party, Fire & Theft	Vehicles aged up to 15 years old
<u>Third Party</u>	No limit to the age of vehicle

Note: Covers Singapore, West Malaysia & Part of Thailand within 80

km from the border of West Malaysia

Note: We only allowed up to 2 riders for Motorcycle insurance.



Drive Master / Flexi Mileage



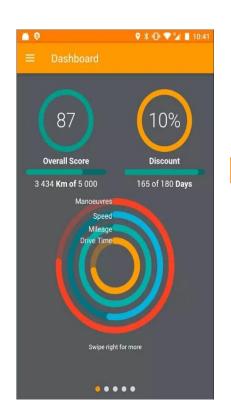
Overview

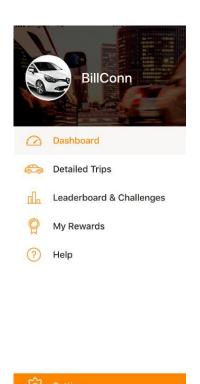




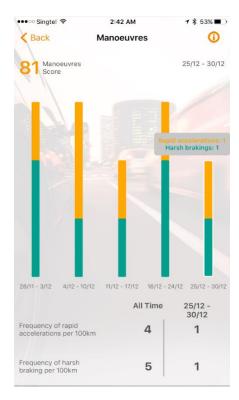
App Enhancement

Demonstrate safe and smooth driving behavior to influence your own premium!











Revision of Discount Tiering

Qualification Criteria:

Current	6 months and 5000km
New	2 months and 1000km

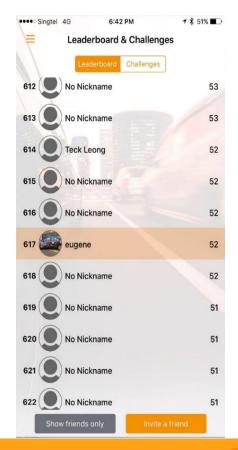
Discount Rewards:

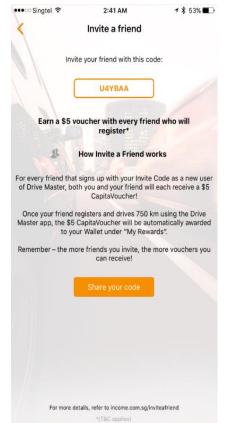
Driving Score (upon 100)	70-80	81-90	91-95	> 96
Previous Discount %	5	10	15	20
New Discount %	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>

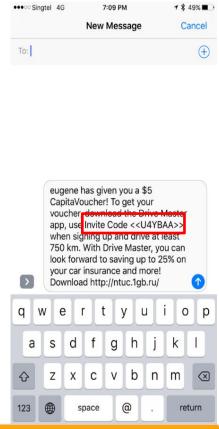


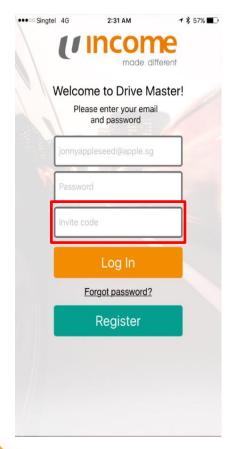
Invite A Friend promotion

For every friend that signs up an Invite Code, **both user and his/her friend will each receive \$5 CapitaVouchers.**







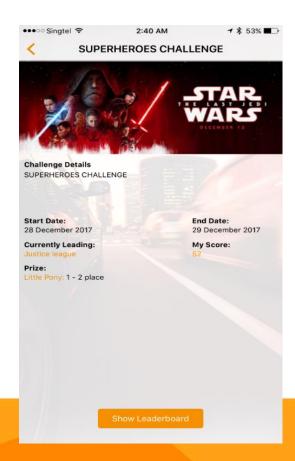


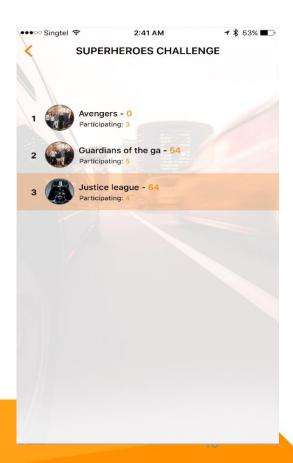


Challenges

Drivers can join periodic challenges to get a chance to win prizes in **multi-team challenges and individual challenges**

Eg. Superheroes, Gender, World Cup, Challenges



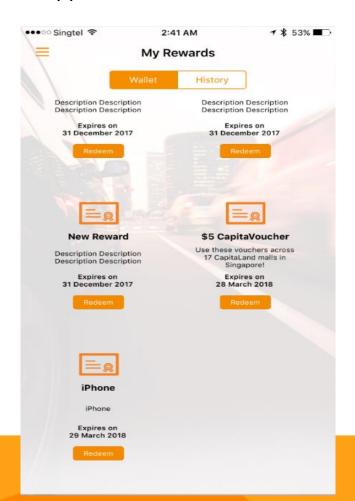




Rewards e-Wallet

Under the **My Rewards** section, driver can see the rewards that he/she has achieved and redeem them. Redemption letters for rewards will be sent to the driver's address entered in-app when he chooses his reward.

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FlexiMileage

Discounted premiums for low mileage drivers!



Annual Mileage	Discount
Less than 5,000km	35%
Less than 9,000km	20%



FlexiMileage





FlexiMileage Customer Portal

Odometr Mileage since Actived Predicated Annual Mileage Projected Discount 42 km 10 362 At First your discount will be estimated at 5K km and then at 9K km. 10000 9000 Predicted annual mileage 8000 Actual actual mileage 7000 6000 5000 4000 3000 2000 1000 0 10 3 11 12

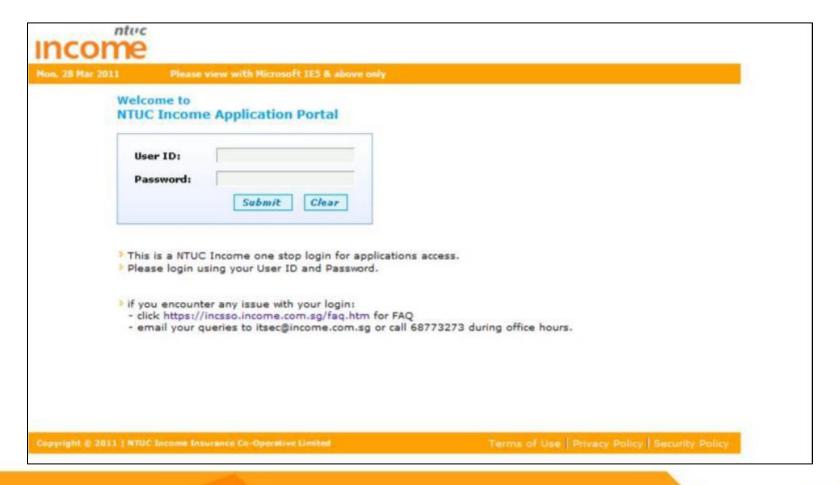


EASY PORTAL GUIDE



How to do a quotation

Login via the SSO

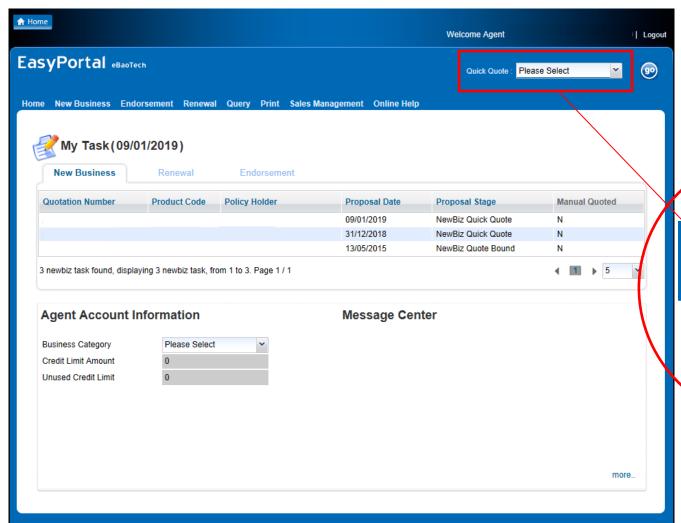




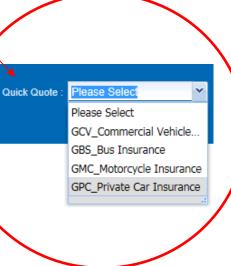
• Click on Easy Portal (GI) in Orgnet Portal

net //	News & Announcements ▼	Departments ▼	Committees ▼ Corpor	ate Policies & Do	cs Apps	Newsfeed OneDrive	Sit
PeopleSc	oft HRIS (Internal Access Only)		Personal Details		PowerX-Q (Reports)	Printed Materials	
Procuren	nent		Reminder		Report	Reporting Services 2005	
Reportin	g Services 2012		Sales Force Forum		Shop	Survey	
Taleo (Fo	r Hiring Managers)		ToDo		WBCS	WBIS Agent	
WCMS (8	extranet)		WCMS (www)		WillTrust	WorkMedic	
							_
External Case Man	Links	eBao Prod		Income-Gal	iaxy (CRM)	Peoplesoft HRIS	
External	Links	eBao Prod eBao Prod (Hor	me Access)	Income-Gal		Peoplesoft HRIS Taleo (For Hiring Managers)	
External Case Man	Links		me Access)		s Portal		
External Case Man	Links agement ne Access)	eBao Prod (Hor	me Access)	Internal Job	s Portal		



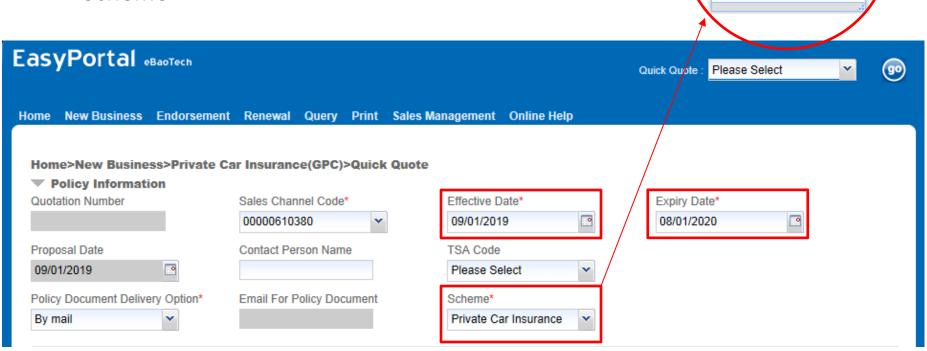


 Choose a plan to quote





- Fill up important information under 'Policy Information'
 - Effective Date
 - Expiry Date
 - Scheme





Scheme*

Please Select

Private Car Insurance

Private Car Insurance

FlexiMileage Insurance

Drive Master Insurance

Choose Main Cover Type

▼ Main Cover Type

Select	Cover Type	Premium
•	drivo CLASSIC	0.00
0	drivo PREMIUM	0.00
0	Prestige Third Party, Fire & Theft	0.00
0	Prestige	0.00
0	Prestige Third Party	0.00
0	Third Party, Fire & Theft	0.00
0	Third Party	0.00

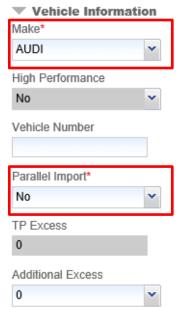
Choose Optional Cover Type (if any)

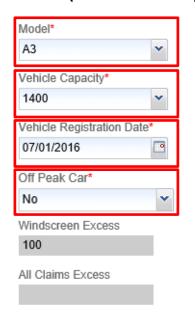
▼ Optional Cover Type

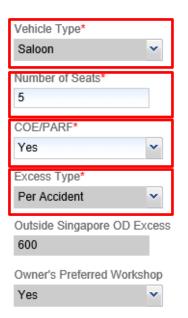
Select	Cover Type	Premium	Actions
	Excess Waiver	0.00	
	Transport Allowance	0.00	
	Accessory	0.00	
	Airside	0.00	

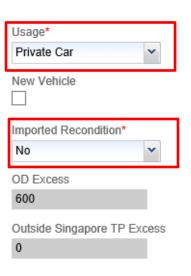


'Vehicle Information' (Private Car)

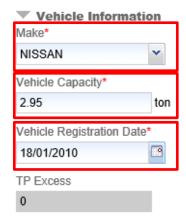


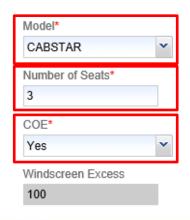


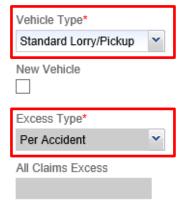




'Vehicle Information' (Commercial Vehicle)











Check 'Yes' under loyalty discount information if applicable

▼ Loyalty Discount Information Insured with us for at least 3 years? Yes No Yes

• Fill in Claim Information if applicable



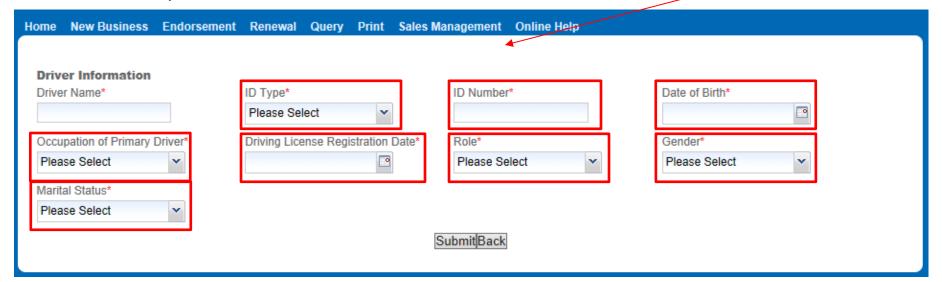


Click 'Add Driver'

▼ Driver Information

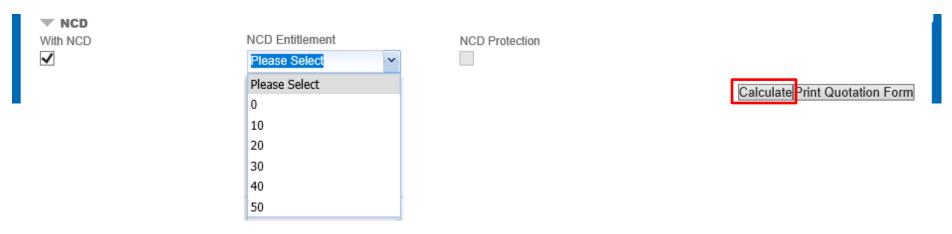


• Fill in important information





- Fill in 'NCD' if applicable
- Press 'Calculate' after inputting NCD



Calculated Premium will be shown under 'Premium Information'





Fill up 'Mailing Information'



- Check 'Declaration Statement' (compulsory)
- If Declaration Statement is not checked, policy will not be issued.

Declaration	Stateme	nt					
I confirm that I	have read	and	agreed	with	the	declaration statement	

I have been authorized by the insured to apply for this insurance cover on the insured's behalf and to confirm the insured's understanding of and agreement to the following:

- 1. All information provided for this application is true, correct and complete, otherwise, the Insured understands that Income may make this policy void or refuse a claim. The insured accepts full responsibility for all information.
- 2. The insured or his/her named drivers have not been convicted of any driving offences in the past three years.
- That the motor vehicle described in this application will be kept in an efficient and roadworthy condition.
- 4. That the insured understands and agrees that Income will not be legally responsible for any claim until Income has accepted this application and received the premium in full.
- 5. That the insured agrees that this application and other statements, information or declaration that are made on insured's behalf (including declarations made over the phone and internet) will form the basis of the contract of insurance between the insured and Income.
- 6. That insured is not an undischarged bankrupt and that no bankruptcy application (including any statutory order) or order has been made against insured.
- 7. That insured understands and agrees to the 'Personal data collection statement'.



Click 'Add Individual Customer' or 'Add Company Customer' to add Policyholder

Add Company Customer

Add Individual Customer

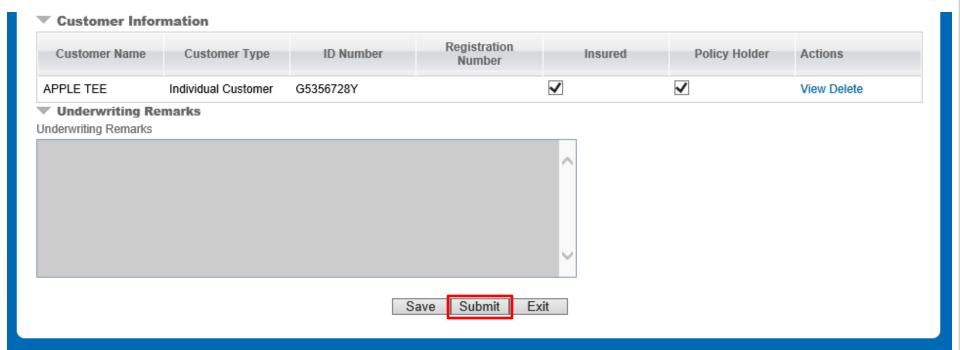
information

Submit after completing.

Customer Name		ID Type*		ID Number*	Date of Birth*	
l		Please Select	~			8
						Search Add
Select	Custome	r Name	ID Type	ID Number	Gender	Date of Birth
Individual Custome	r Information					
Customer Name		ID Type		ID Number	Gender	
		Please Select	~		Please Select	~
Date of Birth		Marital Status		Race	Occupation	
	•	Please Select	~	Please Select	Please Select	~
Mobile		Residence Tele	phone	Business Telephone	Ext.	
Email		Contact Type		Postal Code	Unit Number	
		Please Select	~			
Address Type						
Please Select	•					
Address01		Address02		Address03	Address04	
			Г	Submit Back		



- After keying in 'Individual Customer Information' or 'Company Customer Information', the customer information will be shown below. (Please double check for errors)
- Click 'Submit'

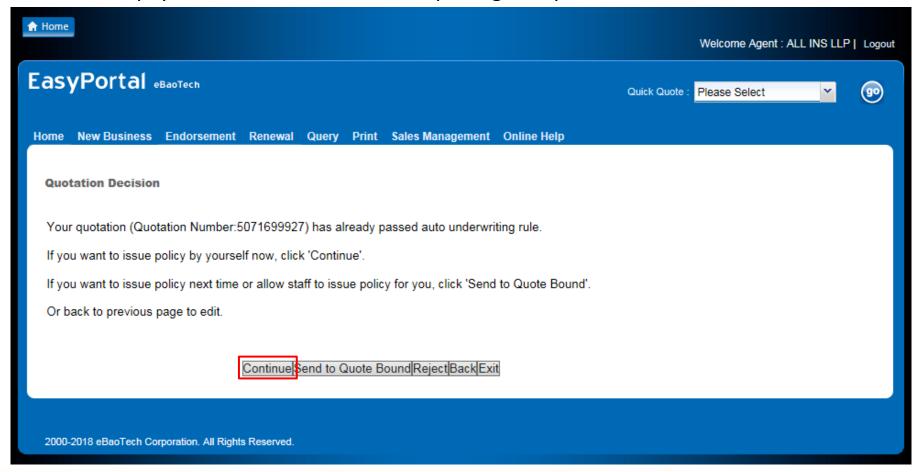




E-MOTO PAYMENT ISSUANCE



To make payment via eMOTO after completing the quotation, click on 'Continue'.



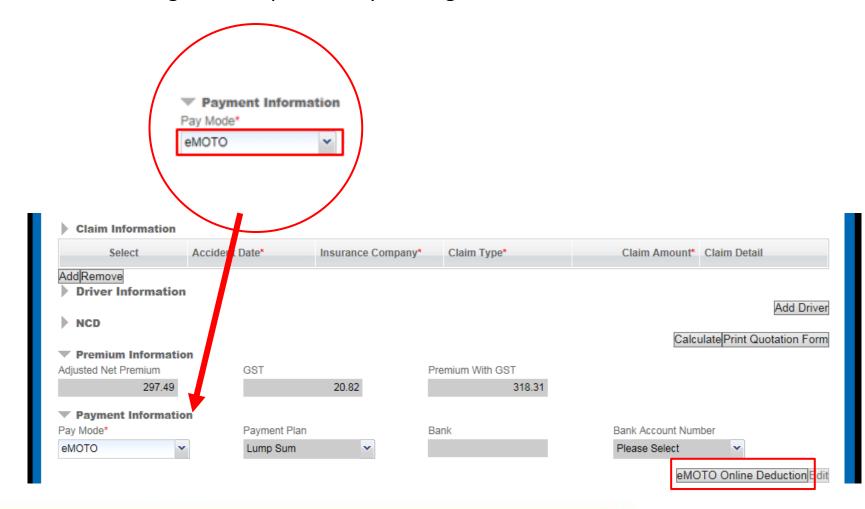


 Upon clicking on the 'Continue' you will be brought to a page (refer to picture below). Please proceed to fill up the required information needed; Engine number, Chassis number, Claim information and NCD information.

Make*	Model*	Usage*	Vehicle Capacity*
		_	
BAJAJ	AVENGER 180	Private Vehicle	180
Number of Seats*	New Vehicle	Vehicle Number	Side Car*
2		STS9737L	No 🕶
Vehicle Registration Date*	Engine Number*	Chassis Number*	Finance Company Name
10/10/2015	Engine76576	ChassytTEEE	5S CREDIT PTE LTD
COE*	Imported Recondition*	Parallel Import*	Excess Type*
Yes	No 💌	No	Per Accident
OD Excess	TP Excess	All Claims Excess	
0	0		
Loyalty Discount Informations Insured with us for at least 3 years			
No Value Claim Information		ompany* Claim Type*	Claim Amount* Claim Detail
No V Claim Information Select Acc Add Remove	s?	ompany* Claim Type*	Claim Amount* Claim Detail
No V Claim Information Select Acc	s?	ompany* Claim Type*	
No Claim Information Select Acc	s?	ompany* Claim Type*	Claim Amount* Claim Detail
Insured with us for at least 3 years No Claim Information Select Acco Add Remove Driver Information NCD With NCD	s?	ompany* Claim Type* Ex-Policy Number	
No Claim Information Select Acc Add Remove Driver Information	s? cident Date* Insurance Co		Add D
Insured with us for at least 3 years No Claim Information Select Acco Add Remove Driver Information NCD With NCD	s? cident Date* Insurance Co Ex-Insurer*		Add D
Insured with us for at least 3 years No Claim Information Select Acco Add Remove Driver Information NCD With NCD	Ex-Insurer* AVIVA LTD	Ex-Policy Number	Add D Ex-Vehicle Number

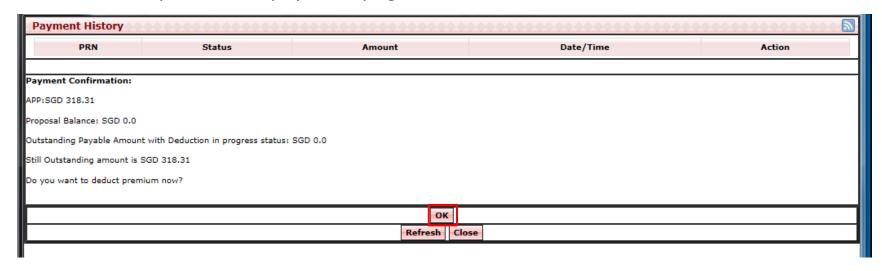


- Under 'Payment Information' > 'Pay Mode' choose 'eMOTO' to select payment by 'eMoto'.
- After selecting 'eMoto', proceed by clicking on 'eMOTO Online Deduction'.





Click 'OK' to proceed to payment page.

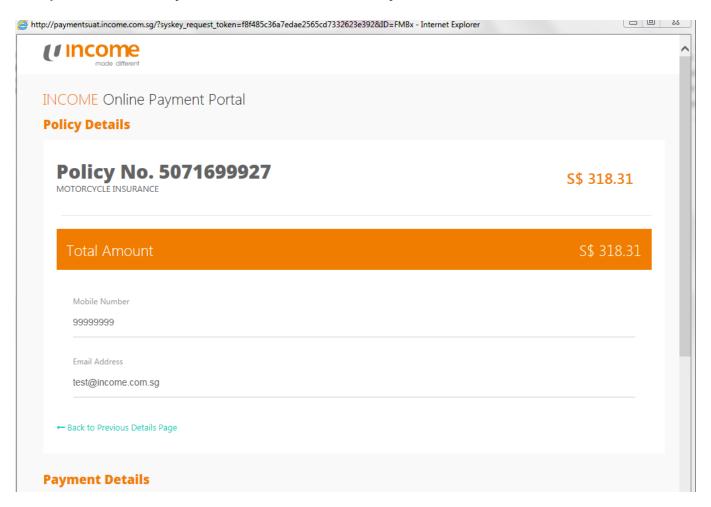


• Click 'Link to Payment Portal' hyperlink to proceed to the Payment Portal page.



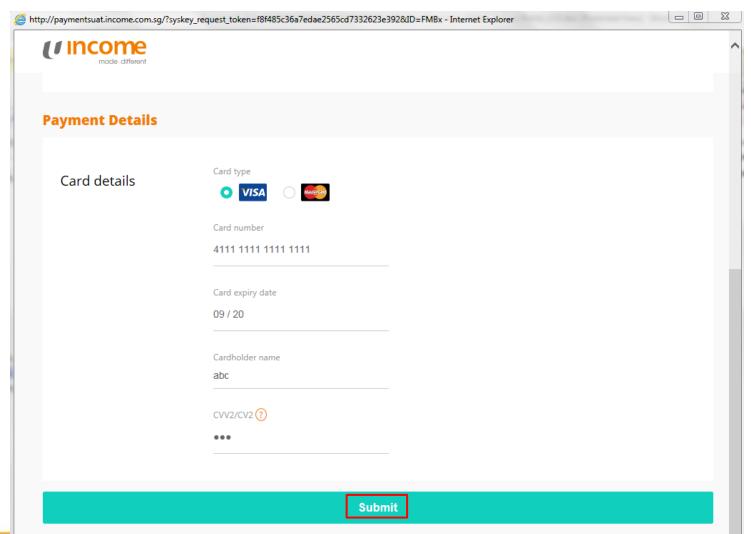


Fill up Online Payment Portal > Policy Details



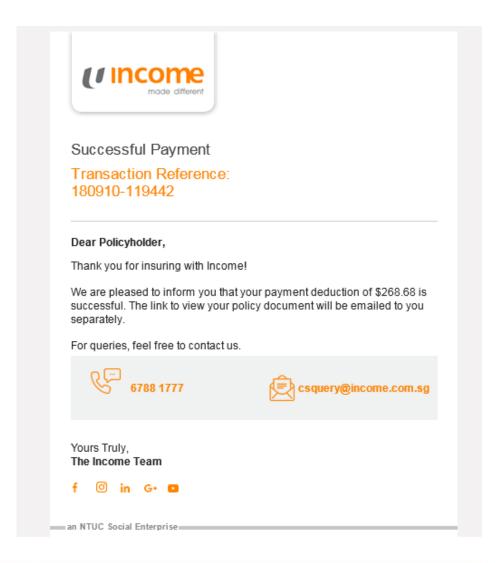


- Under Payment Details, fill up credit card details.
- Click 'Submit' after details are filled up.



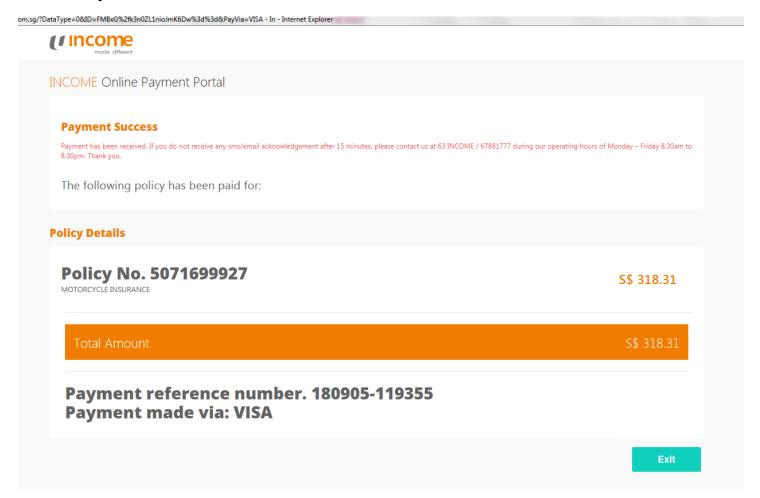


A SMS / email will be sent to Policyholder after the payment is deducted successfully.



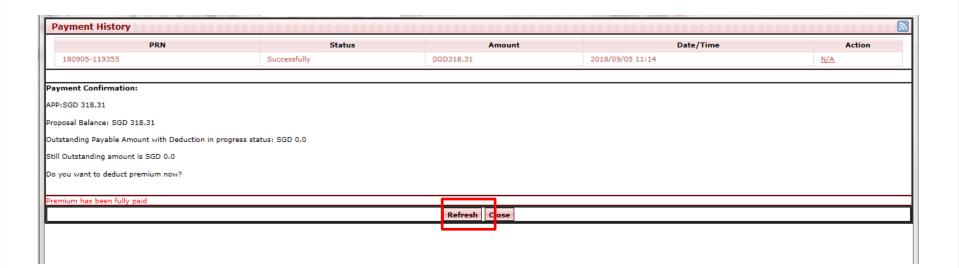


 A SMS / email will be sent to Policyholder after the payment is deducted successfully.



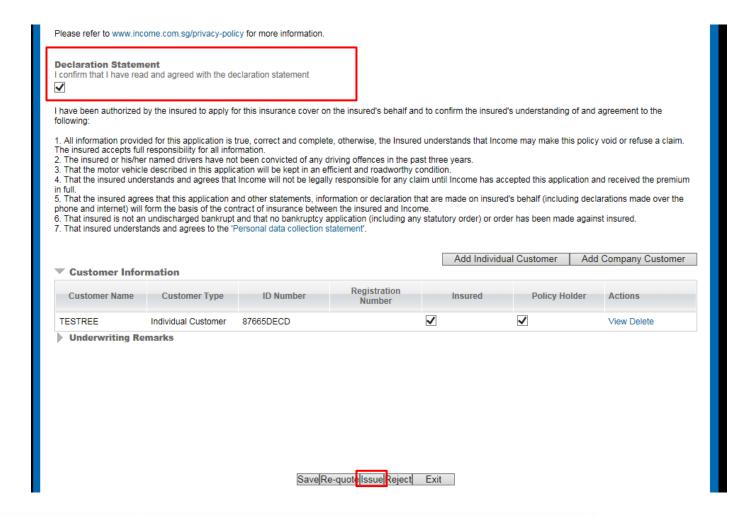


- At payment page, click on 'Refresh' to update the status of the payment.
- Click 'Close' to exit the page.



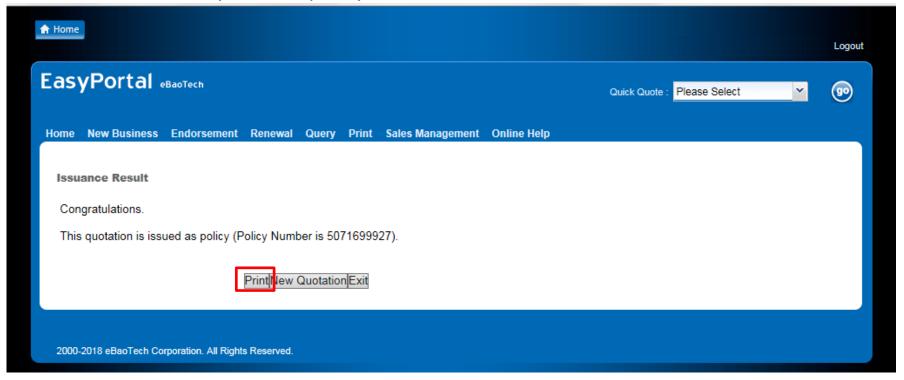


- Make sure that the Declaration Statement is checked.
- Click on 'Issue' to issue policy.





- The policy is now issued successfully.
- Click on 'Print' to print out policy document.





UNDERWRITING INFORMATION



Things to Know for Underwriting

- Tonnage for Commercial Vehicle and Bus formula:
 - (Maximum Laden Weight Unladen Weight) / 1000
- Vehicle Make and Model
 - Choose 'Others' and submit to underwriting and state the vehicle make and model
- Vehicle Usage
 - Difference between Private Car and Private Hire
 - Difference between Freight and Transport and Others
- Accessory (Sunroof)
 - We do cover Sunroof if it is factory fitted under Own Damage claim.
 - You may add in as accessory and it will be the same as Windscreen Claim.
- Loyalty Discount / Existing Customer



Registration Date / Effective Date

- •Please remember to:
- Put in correct registration date of vehicle
 Vehicle Registration Date*

						1
1	December 2018 ▼					➤
S	M	Т	W	Т	F	S
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5
Today						

Note: Age of vehicle will affect premium amount

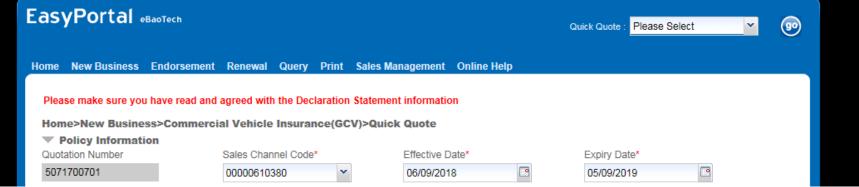
- Put in correct effective date
- Effective Date*





Declaration Statement

An alert message will appear if declaration statement is not ticked



Declaration Statement

I confirm that I have read and agreed with the declaration statement



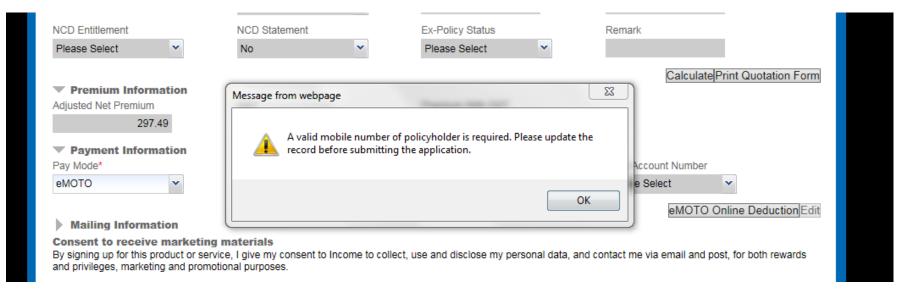
I have been authorized by the insured to apply for this insurance cover on the insured's behalf and to confirm the insured's understanding of and agreement to the following:

- 1. All information provided for this application is true, correct and complete, otherwise, the Insured understands that Income may make this policy void or refuse a claim. The insured accepts full responsibility for all information.
- 2. The insured or his/her named drivers have not been convicted of any driving offences in the past three years.
- That the motor vehicle described in this application will be kept in an efficient and roadworthy condition.
- 4. That the insured understands and agrees that Income will not be legally responsible for any claim until Income has accepted this application and received the premium in full.
- 5. That the insured agrees that this application and other statements, information or declaration that are made on insured's behalf (including declarations made over the phone and internet) will form the basis of the contract of insurance between the insured and Income.
- 6. That insured is not an undischarged bankrupt and that no bankruptcy application (including any statutory order) or order has been made against insured.
- That insured understands and agrees to the 'Personal data collection statement'.



Invalid Mobile Number

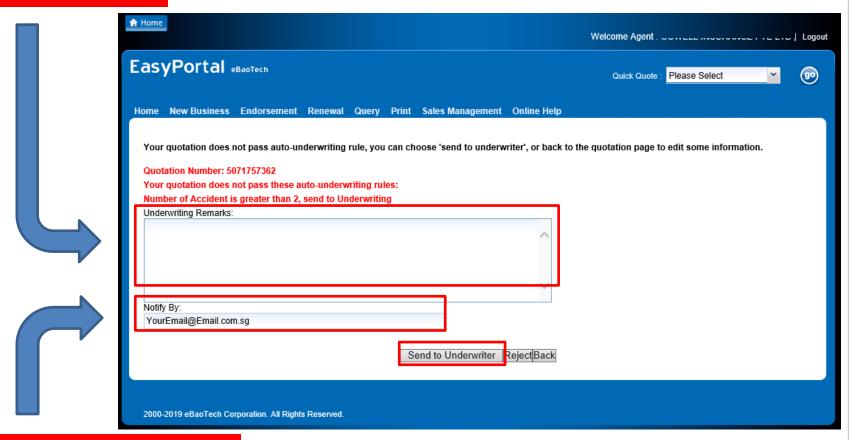
- At Quote bound page,
- There will be a pop-out when mobile number is blank when Click on 'eMOTO Online Deduction'





Send to Underwriting

State Underwriting remarks



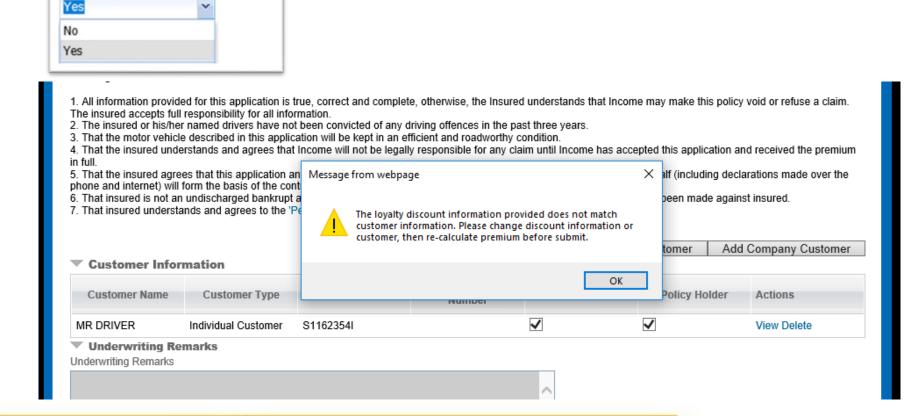
Take note: Put correct email address



Loyalty Discount Error

Loyalty Discount Information Insured with us for at least 3 years?

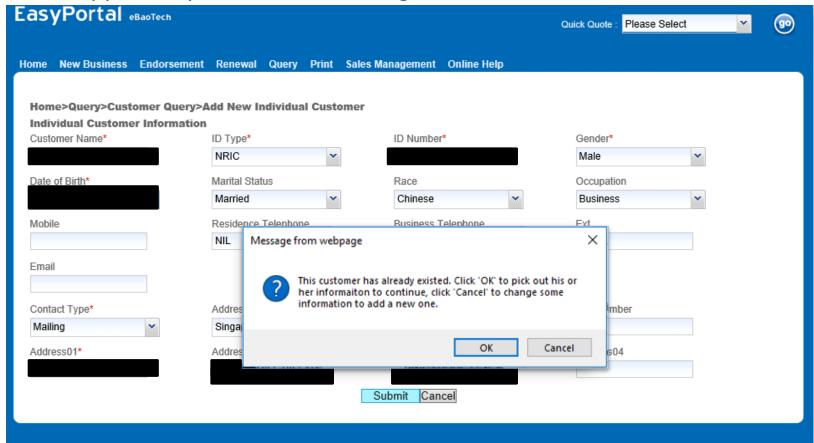
This error will only appear when the loyalty discount is selected wrongly.





Existing Customer

- Error due to mismatch of customer information.
- Please approach your Account Manager for assistance.





Key Features / Value Added Services



Key Selling Features of Income Motor

- 5% loyalty discount for income life or motor policy renewal with income for 3 years
- No 3rd party excess on section 2 commercial policies (Except buses)
- NCD % retention for up to 2 years (*Income to Income*)
- Free NCD protector for policy holder with 50% for 2 years
- Option for NCD protector on 30% and 40%
- Insured 9 months or more to elevate to the next level of NCD %
- Minimum 5 vehicles to form a Fleet
- Welcome to insure SG50 Pioneers



Free Added Value Services from Income











24/7 Accident Response Team

Orange force, our dedicated on-scene 24/7 accident response team will assist you with your needs and ensure your safety in the event of an accident

One-Stop Service Centre

Motor Service Centre allows our policyholders to do their accident reporting and vehicle repairs all at one location.

In-Car Camera Mobile App

Orange Eye, a free in-car camera Mobile App that allows your smart phone to double up as an incar camera device.

Malaysia Roadside Assistance

A free 24/7 Concierge referral services for roadside and medical assistance in West Malaysia in event of any breakdown or accident.

Accident Reporting

The first of its kind in Singapore, Accident
Reporting by Income is a mobile app that lets you submit accident reports in the comfort and convenience of your own home – all in less than a few minutes



Email Contact Points

Related Matters	Email / Contact			
New Policy issuing & Renewals	bs@income.com.sg			
Motor Quotations & Enquiries	motorsalessupport@income.com.sg (TEL: 6430-7876)			
Renewal Matters	priscilla.ho@income.com.sg			
Motor Endorsement	motorendorsement@income.com.sg			
Motor Cancellation	motorcancellation@income.com.sg			
Fleet New Business	newbizfleet@income.com.sg			
Fleet Matters	motorfleet@income.com.sg			
NCD Matters	motorncd@income.com.sg			
Motor Claims Matters	motor@income.com.sg (TEL: 6788-6616)			



Thank You for your time & attention!

