

EQ Insurance

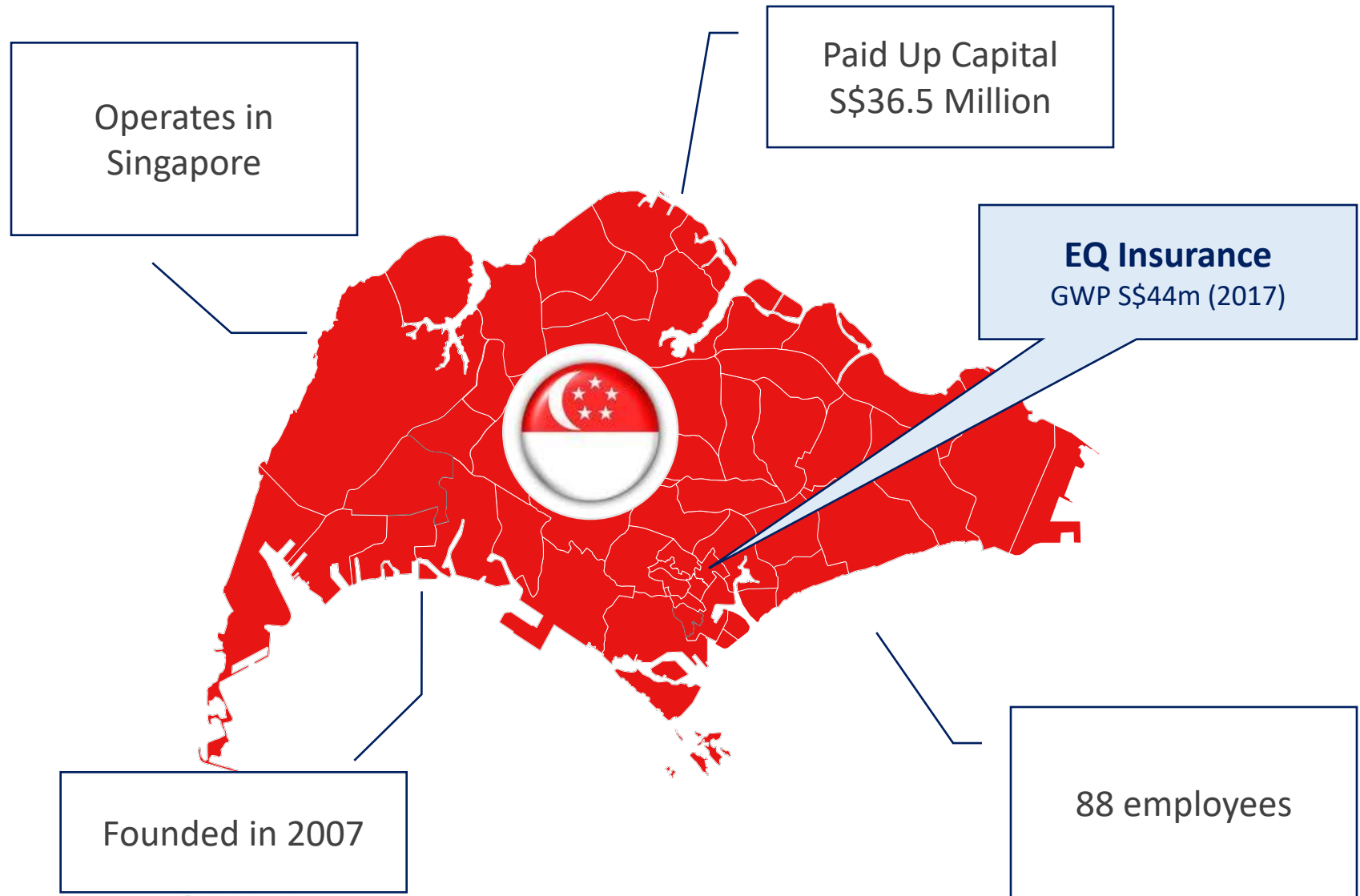
Corporate profile 2018

4 April 2018

Agenda

- Overview of EQI and General Products
 - About EQ Insurance
 - Company Profile
 - Company Products
 - Competitive Advantages
- Q&A

About EQ Insurance Company Limited (EQI)



Corporate Profile

- EQ Insurance is a homegrown insurer
- Wholly-owned subsidiary of Citystate Capital Asia Pte Ltd
- Subsidiary of Citystate Capital Asia
 - Julia Gabriel
 - Citystate Travel
 - Frost Food
- Rated BBB+ (By AM Best)

Vision & Mission

- To be a financially strong, Singapore based multinational insurance firm writing international business

Mission

- To underwrite a profitable portfolio of non-life insurance business, develop a team of competent, young executives to lead the company's expansion, and to build a value-driven organization from day one of the company's operations

EQ Insurance – Proposition

We want to be
“one stop insurance solution provider”
for our intermediaries and customers...

Ease

Seamless enquiry, application and payment process **on** the back of e-platform

Quality

Quality support, advise and procedures **via** service standards and centralize documentation department

Integrity

Transparency in dealings and procedures **through** communications, compliance driven culture and protocol of being fair and honest

Competitive Advantages

Young company with “**strong technical expertise**” in the industry

“**Fast response time**” in all aspects (customer service, underwriting queries, policy issuance and claims services)

EQI

“**Flexible**” in accommodating change for the better through simple process, efficient IT design and no out-sourcing problems

“**E-enabled**” product solutions for more personal lines, retail and middle market commercial success

Products

EQI offers a variety of products

Motor

- Private Car
- Commercial Vehicle
- Motorcycle
- Bus
- Motor Trade

Accident & Health

- Travel
- Personal Accident
- Hospitalization and Surgical
- Foreign Workers Medical

Commercial Lines

P&C

- Fire, All Risks, Industrial All Risks, Business Interruption
- Contractor's / Erection All Risks
- Bonds
- Work Injury Compensation
- Public Liability
- Products Liability
- Burglary, Money, Fidelity Guarantee Machinery All Risk, Electronic All Risk, Plate Glass

FinPro

- Trade Credit
- Directors & Officers
- Professional Indemnity

Marine

- Marine Cargo
- Pleasure Craft

Personal Lines

- EQ Maid - Protects you, as an employer, and your foreign maid well being, relieving you of a financial burden.
- EQ Pleasure Craft - offers you coverage as a craft owner and as an operator of your craft (eg yacht/cabin cruiser/ jet ski/ speed boat/ sail boat/ catamaran) for your own leisure and private usage.
- EQ HomeGuard - A flexible plan, catering to owners of any condominium, landed private property and HDB apartments.

Commercial Lines

- Fire Insurance - Protect your property against losses caused by fire and subsequent loss as a result of it
- Consequential Loss - Offers protection against the loss of revenue as a result of an interruption in your business caused by fire, lightning or explosion to your property.
- Burglary - Provides coverage for loss or damage to your property in the event of your premises being broken into and burgled.
- Fidelity Guarantee Insurance - Reimburses your business for direct financial loss sustained by acts of fraud or dishonesty committed by your employees.
- Money Insurance - Covers money as defined whilst in transit and in your business premises.

Commercial Lines

- Machinery All Risks - Protects against accidental physical loss of or damage to your equipment and safeguards your productivity.
- Plate Glass Insurance - Provides coverage for breakage of glass as well as the costs and expenses incurred.
- Contractors' All Risks - Covers the insured contract works during the course of construction.
- Performance Bond - Opt for our Performance Bond to ensure that you meet your contractual obligations.
- Public Liability Insurance - Protects the insured against his own liabilities as well as legal liabilities of his employees and to 3rd parties.
- Work Injury Compensation Insurance - Statutory Insurance for you as an employer, to insure your employees in the course of employment under the Work Injury Compensation Act.

Commercial Lines

- Marine Cargo Insurance - Covers loss or damage during the transit of your goods from one destination to another by land, air or sea
- Trade Credit - Protect(s) businesses from the non payment of commercial debts in both domestic and export business.
- Business Package Insurance
 - EQ Business Food & Beverage
 - EQ Business Office
 - EQ Business Retail
 - EQ Business Service

Commercial Lines

Business Package



- Risk must be within Singapore
- Premise made of brick/tile/concrete
- Property kept inside premise
- Attractive basic package pricing, starts at low \$180 (before GST)

COVERAGE OVERVIEW

BASIC COVER:

Section 1	All Risks
Section 2	Daily Benefit (Consequential Loss)
Section 3	Money
Section 4	Personal Accident
Section 5	Public Liability
Section 6	Goods-in-Transit

OPTIONAL COVER (ADD-ON):

Section 7	Fire & Extraneous Perils for Building
Section 8	Fidelity Guarantee
Section 9	Work Injury Compensation
Section 10	Errors & Omissions (for SERVICE Plan only)

Launch of **NEW** EQ Enterprise Flex

- **COMPREHENSIVE
BUSINESS Package –
complete insurance
solution for
Medium Sized Enterprises**
- **Minimum Premium
S\$1,000**



Launch of **NEW** EQ Enterprise Flex

SPECIAL FEATURES

- 10% Loyalty Discount off the Renewal Premium if there is no claim during the preceding 12 months.
- A onetime 10% chain discount off the First Premium if 3 or more chain outlets are insured with EQ using this package.

EQ Enterprise Flex

10 plus one section/covers

EQ Enterprise Flex

Section 1 – Fire & Extraneous Perils (Minimum Required line)

Covers loss of or damage to the client's property caused by Insured Perils such as but not limited to Fire, Lightning, Explosion, Malicious Damage and Sprinkler Leakage.

Section 2 – All Risks Insurance (Minimum Required line)

Covers all accidental physical loss of or damage to the client's property unless excluded by this Section.

Section 3 – Business Interruption

Covers loss of profits and additional costs resulting from business interruption or interference due to loss of or damage to the client's property insured under Section 1 (All Risks Insurance) or Section 2 (Fire & Extraneous Perils).

EQ Enterprise Flex

Section 4 – Burglary

Covers loss of or damage to the client's property or premise caused by Theft or any attempt thereat.

Section 5 – Electronic Equipment

- **Material Damage** – Covers all accidental physical loss of or damage to Electronic Data Processing Equipment (EDP) unless excluded by this Section.
- **External Data Media** – Covers expenses incurred for replacing the client's external data media and re-recording of such information.
- **ICOW** – Covers additional expenditure that the client incurs for the use of substitute EDP equipment during the indemnity period.

EQ Enterprise Flex

Section 6 – Goods In Transit

Covers loss of or damage to the client's goods in transit within Singapore.

Section 7 – Plate Glass

Covers cost to replace the client's broken glass including boarding up incurred in consequence of any breakage not excluded by this section

Section 8 – Public Liability

Covers the client's legal liability against third party in respect of bodily injury (including disease or death) and property damage, as well as legal costs and expenses incurred in respect of such claims.

EQ Enterprise Flex

Section 9 – Money

Covers loss of the client's money whilst kept in premise, or in transit anywhere in Singapore, with extension to cover money in the private residence of the client's directors, partners or proprietors.

Section 10 – Fidelity Guarantee

Covers direct pecuniary loss arising from any act of fraud or dishonesty committed by the client's employees.

Plus

Work Injury Compensation

Covers compensation to the client's employees in the event of bodily injury, illness, disease or death caused by accident arising out of and in the course of employment as stipulated under the Work Injury Compensation Act; and covers the client's liability as an Employer under the Legislation of Common Law.

EQ Enterprise Flex

This package policy requires a minimum of two (2) sections,

one of which must be either a

***Section 1 (Fire & Extraneous Perils) or
Section 2 (All Risks).***

EQ Enterprise Flex

Commission : 20% across

Property & Casualty Insurance

Risks Appetite

- Construction
- Property Owners
- Commercial & Office buildings
- Light Industries/Factories
- Retails
- Computer/IT Firms
- Offices
- Café/Restaurants

Property & Casualty Insurance

Information required for Underwriting Considerations

Property Insurance

1. Nature of insured's business
2. Nature/type of interest insured
3. Insured value
4. Location of risk
5. Building's construction class
6. Occupancy of building
7. Fire fighting / security facilities of location of risk
8. Claims experience for the past 3 years

Property & Casualty Insurance

Information required for Underwriting Considerations

Casualty Insurance

1. Nature of insured's business
2. Limit of Liability required
3. Location of risk
4. Claims experience for the past 3 years

For Contract Basis

- Scope of work involved with contract title
- Location of risk
- Duration of contract period and maintenance period
- Name of Principal &/or Main Contractor
- Contract value

REMARKS: *Complete & return of the attached PL/WICA Questionnaire for underwriting review.*

Property & Casualty Insurance

Information required for Underwriting Considerations

WICA Insurance

1. Nature of insured's business
2. Details of Category of Employees
3. Number of Employees for each category
4. Total Annual wages for each Category
5. Places of employment
6. Machinery used, guarded?
7. Any use of acids, gas, chemicals, radioactive materials, explosives etc?
8. Claims history for the past 3 years

Property & Casualty Insurance

Information required for Underwriting Considerations

WICA Insurance

For Contract Basis

- Scope of work involved with contract title
- Location of risk
- Duration of contract period and maintenance period
- Name of Principal &/or Main Contractor
- Contract value

Property & Casualty Insurance

WICA Insurance

RECOMMENDATIONS:

- Employers should fully cover their new liability under WICA
- Declare the wages in full for all categories of employees including the new class of non-manual employees in order to be fully protected





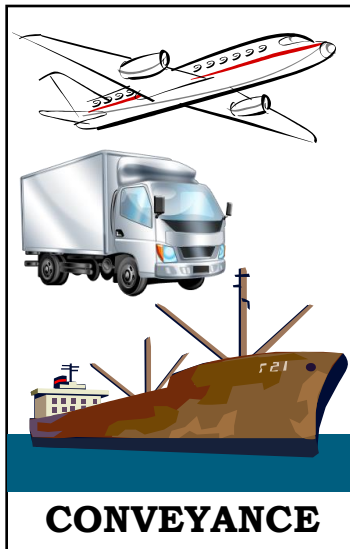
Marine Cargo Insurance



Destination 1



INTEREST INSURED



CONVEYANCE



Destination 2

EQ Insurance

Marine Cargo Insurer

Indemnify for damage of the goods whilst in transit

Marine Cargo Insurance

Declined risks

- Bulk cargoes
- Tug Tow
- Fragile/breakable items
- Antiques
- Livestock
- Logs and timbers
- Personal Effects
- Cigars & Cigarettes
- Jewelry items
- Oil & Gas Exploration Risks
- Sanctioned countries & countries with volatile political situation etc

Pleasure Craft Insurance



Pleasure Craft Insurance

Coverage

- Loss &/or damage to Hull
- Third Party Liability
- Strictly for own pleasure usage
- Main cruising areas :
 - Singapore, West Malaysia, Bintang, Batam & Riau Islands.

Pleasure Craft Insurance

Risks excluded

- Wooden vessels
- Vessels for chartering & hire
- Vessels above 25 years
- Claims experience
 - loss ratio not more than 30% for the past 5 years

Q & A

Thank you and looking forward to your support

Thank You