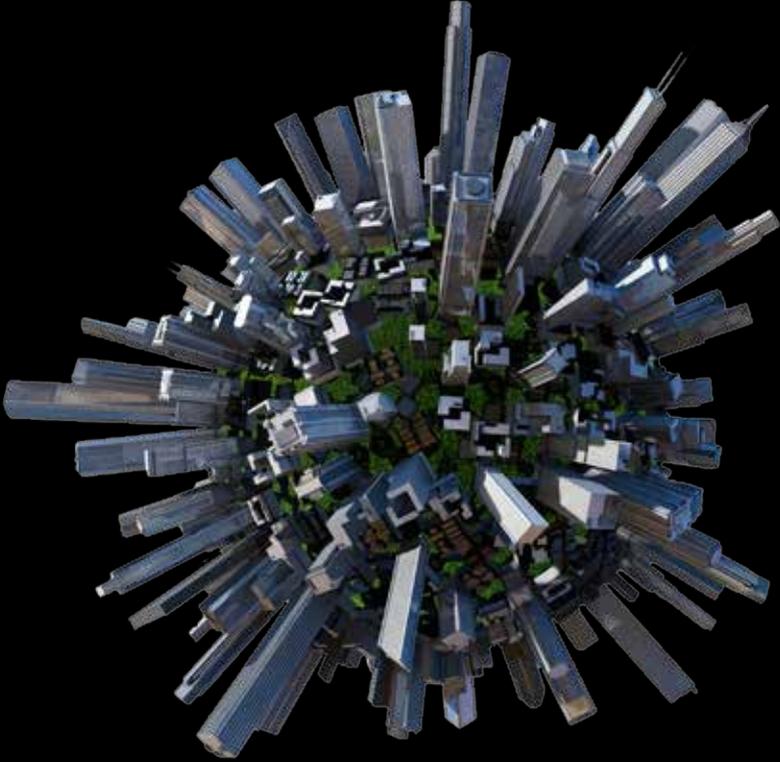


Deloitte.



Insurance in Southeast Asia
Local delivery, global strength

Deloitte in Southeast Asia

Putting your needs first. Believing in what we can achieve together.

One team

We have invested heavily in local markets to enable us to offer a depth of expertise dedicated to servicing the unprecedented growth of insurance in Southeast Asia. We offer a unique advantage because we continue to bring together the best people to deliver as one team, ready to serve you.

Deloitte continues to build its capabilities in the region, with our insurance specialists focused on helping you navigate the challenges you face.

Deloitte's insurance group brings together specialists with deep industry knowledge from actuarial, risk, operations, technology, tax and audit. These skills allow Deloitte member firms in more than 150 countries to provide a breadth of services to life, non-life, reinsurers and insurance broker clients.

Delivering excellence to our clients

We are committed to growth in the region with an exceptional foundation to provide world-class professional services delivered locally, wherever you need our expertise, across Southeast Asia. We offer a unique combination of in-depth knowledge of insurance markets, systems architecture, changing IFRS requirements, and the regulatory and tax environment to give you the confidence to stay one step ahead.

Insurance in Southeast Asia: The drivers of change



Growth & distribution

Achieving sustainable growth despite pressure from low interest rates, frequency of catastrophe risks and changing distribution channels in the region.



People

Fostering and training key talent to manage the rapid changes across the region.



Technology

Demanding digital landscape with a key focus on cyber risk driving the need for superior digital safeguards and data analytics.



Regulation

Diverse and complex regulatory environment and compliance requirements.



Integration

Realising the potential of the progressive implementation of the ASEAN Economic Community over the next 5 years.

Key service offerings

Deloitte offers the following core propositions relevant to the insurance industry, enabling us to leverage key resources from our Deloitte network to support your change initiatives.

One Southeast Asia team



IFRS insurance

Specialists from Deloitte's IFRS Insurance Programme support our clients in the insurance sector with new IFRS challenges.



Analytics

Data analysis and predictive modelling solutions for the insurance sector in established and emerging markets across the globe.



Trainings and secondments

Comprehensive propositions to provide technical trainings and workshops to clients and assist clients with resource constraints through secondment of Deloitte staff.



Life & non-life tax strategy, FATCA

A wide range of compliance and advisory services impacting life and non-life insurers. In addition, U.S. withholding Agents and Foreign Financial Institutions are required to comply with the FATCA legislations.



Actuarial support

Full suite of actuarial services including reserving assurance, risk management, strategic support on M&A valuations and product pricing as well as design and capital modelling.



Growth and market strategy

Full end-to-end service to insurers who are exploring growing their top lines through market expansion – M&A / organic growth.



Finance transformation

A strong multi-disciplinary approach to finance transformation that spans finance strategy & vision, organisation, process and technology.



Risk transformation

A risk management solution, including supporting the increasing trend of new regulatory compliance frameworks (i.e., RBC) across insurers' businesses in the region.



Strategy consulting services

Comprehensive solutions for insurers ranging from strategic initiatives such as “lean” process simplification and service model optimisation to core systems strategy and implementation support of technology platforms including digitally delivered or e-commerce platforms.

Did you know?

- Deloitte member firms serve 89% (or 106 companies) of the 119 Fortune Global 500 FSI companies, including serving 44 of the 48 insurance companies on the 2015 list.
- Deloitte named a Leader in Sourcing Advisory to the Insurance Industry by Kennedy*
- Deloitte has supported some of the largest global and regional insurers in their journey to transform their organisations, processes and systems to improve the finance's overall value proposition to the business.
- Deloitte is supporting IFRS 4 Phase II implementations for large global insurers in the region, which includes performing gap analysis and delivering a roadmap for the implementation.

*Kennedy: Consulting to the Insurance Industry 2014

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About Deloitte Southeast Asia

Deloitte Southeast Asia Ltd – a member firm of Deloitte Touche Tohmatsu Limited comprising Deloitte practices operating in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam – was established to deliver measurable value to the particular demands of increasingly intra-regional and fast growing companies and enterprises.

Comprising 270 partners and over 7,300 professionals in 25 office locations, the subsidiaries and affiliates of Deloitte Southeast Asia Ltd combine their technical expertise and deep industry knowledge to deliver consistent high quality services to companies in the region.

All services are provided through the individual country practices, their subsidiaries and affiliates which are separate and independent legal entities.