



Tan Sri Dr. Anthony Francis Fernandes

On behalf of the Tune Insurance Group, I would like to take this opportunity to welcome all of you to this very special occasion. Today marks another historic milestone for us as we get together to welcome Tune Insurance Malaysia Berhad (TIMB) into the Tune family.

As you are all aware, in May this year we acquired an established Malaysian general insurance business, TIMB, through which we carry out our general insurance business. With this acquisition we are licensed to issue policies in all classes of general insurance in Malaysia across a broad range of industry and customer segments. With this opportunity we are also in discussions with other general insurance providers in other Asian markets where we provide our online insurance business with a view to being able to underwrite insurance policies in those markets and to provide general insurance products.

Ladies and Gentlemen, we are definitely well positioned to capture growth opportunities in Asia and the timing is right as evidenced in the strong economic fundamentals and favourable demographics such as an expanding population, growing middle class and affluence and an increased realization of the need for insurance.

We have participated actively in the development of the Malaysian economy and our commitment to protecting the assets of individuals and businesses alike stems from a legacy that began in the Orient in the pre-war days. TIMB has been especially prominent in the highly specialized fields of Energy, Hull and Engineering, providing coverage to some of the biggest projects in the country. At this point I am also proud to say that TIMB is among the very few Malaysian insurance companies that have been awarded the prestigious ISO 9001:2008 certification and with this international accreditation their services are benchmarked and conform to the best industry practices.

Moving forward, we are well positioned to become a market leader in the region given our well respected Tune brand, outstanding customer franchise, product expertise and distribution reach. All these combine to give us a unique and advantaged platform for future growth unmatched by any of our competitors. We will be able to leverage on the Tune brand and marketing infrastructure in the marketing of our services and products that we provide to their customers.

Ladies and Gentlemen, we aim to position TIMB as a provider of a diversified portfolio of insurance products particularly retail products. We will use our motor insurance relationships as a gateway to introduce our



customers to a broader range of insurance products. We will use our online relationships to introduce a broader range of direct "no frills" products.

In addition to our agency network of sales, we are also committed to the use of Franchise and Brokers.

Today, TIMB has approximately 1,000 agents, branch offices in every state of Malaysia except Perlis and in excess of 300 dedicated and professional employees country wide. Credit goes to the loyal employees who have been the moving force of the company, to those who built the original foundations of the company and finally to those who continue to contribute their effort and enthusiasm to TIMB's on-going success.

Ladies and gentlemen,

In concluding, let's continue to work closely so that together we will achieve greater heights in the years to come.

I want to thank all of you for joining us here this afternoon to mark this milestone in TIMB's history and we indeed look forward to continue to be an important institution in Malaysia, contributing to the nation's growth and progress.

Thank you.