

INDONESIA GENERAL INSURANCE MARKET UPDATE 2017

The General Insurance Association of Indonesia

INDONESIA ECONOMIC GROWTH

Year	Indonesian Population (in million)	Gross Domestic Product (GDP) (Trillion IDR)	Economic Growth (%)
2011	241.99	7,832	6.17%
2012	245.43	8,616	6.03%
2013	248.82	9,546	5.56%
2014	252.16	10,570	5.01%
2015	255.46	11,532	4.88%
2016	257.91	12,407	5.02%

INSURANCE PENETRATION AND INSURANCE DENSITY

Year	Gross Premium (billion IDR)	Premium Growth (% YoY)	Indonesian Population (in million)	Gross Domestic Product (GDP) (trillion IDR)	Economic Growth (%)	Insurance Penetration (%)	Insurance Density per capita (IDR)
2011	153,130	22.40	241.99	7,832	6.17	1.96	632,790
2012	175,890	14.90	245.43	8,616	6.03	2.04	716,660
2013	193,060	9.80	248.82	9,546	5.56	2.02	775,900
2014	247,290	28.10	252.16	10,570	5.01	2.34	980,690
2015	258,585	4.60	255.46	11,532	4.88	2.29	1,014,000
2016	323,564	25.13	257.91	12,407	5.02	2.61	1,259,000
SMT1-2017	340,656	17.78	257.91	6,593	5.01	2.75	1,325,000

PENETRATION AND DENSITY IN GENERAL INSURANCE

Year	Gross Premium (billion IDR)	Premium Growth (%)	Population (million people)	GDP (trillion IDR)	Insurance Penetration (%)	Insurance Density (IDR)
2011	34,436	19,90	242.0	7,832	0.44	142,303
2012	38,974	13,18	245.4	8,616	0.45	158,799
2013	46,799	20,08	248.8	9,546	0.49	188,084
2014	54,748	17,90	252.2	10,570	0.52	217,116
2015	58,750	7.31	255.5	11,532	0.51	229,977
2016	61,870	5.10	257.9	12,407	0.50	239,890

MARKET STRUCTURE

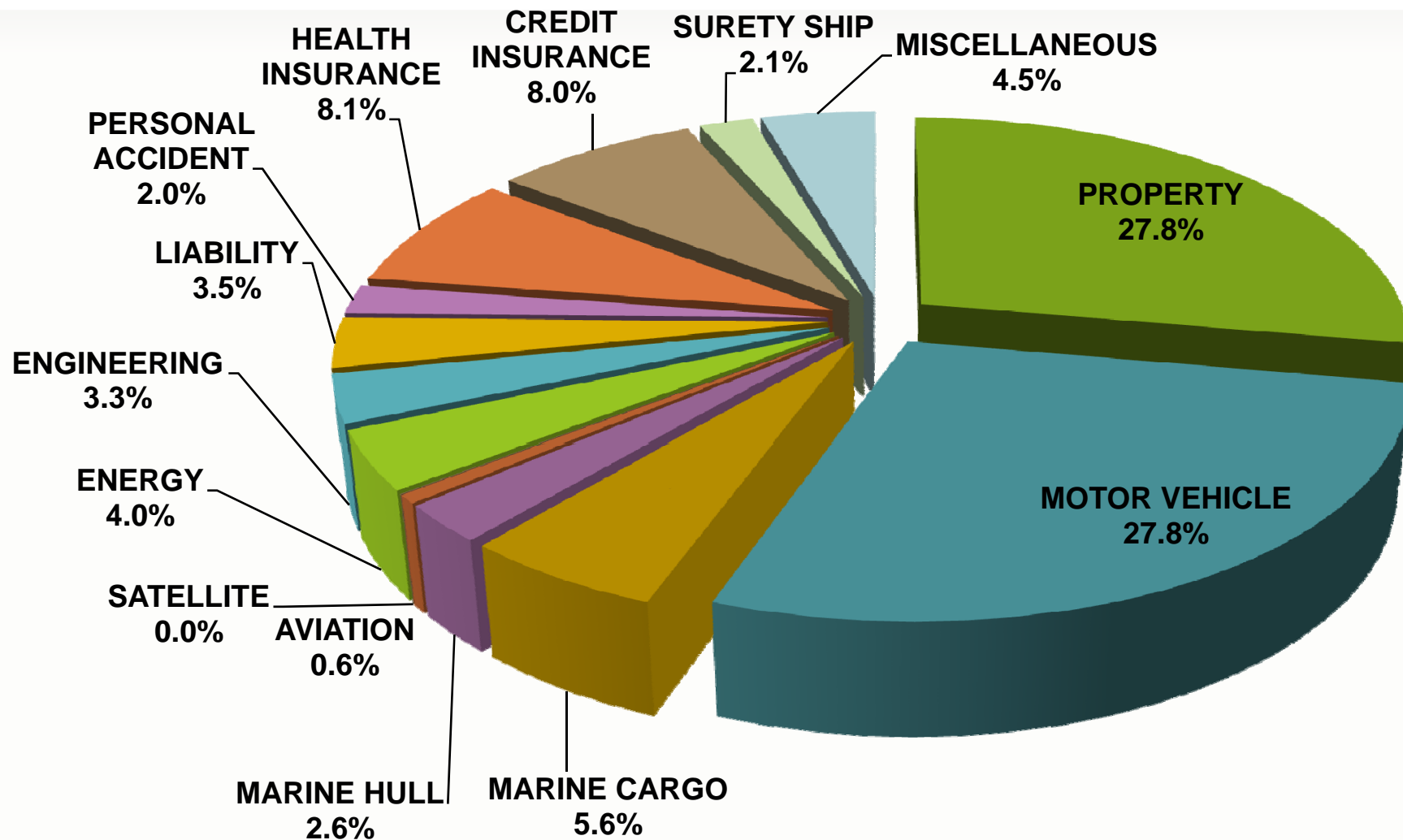
Description	2014	2015	2016	SMT1-2017
General Insurance Companies	79	76	76	76
Reinsurance Company	5	6	5	5
Insurance Broker	157	162	169	169*
Reinsurance Broker	31	31	40	40*
Loss Adjuster	26	26	28	27*

* Data as of Q1 2017

Ownership of Insurance and Reinsurance Companies as of SMT1-2017

Description	State Owned	Private	Joint Venture
General Insurance Companies	2	53	21
Reinsurance Company	2	3	-
Total	4	56	21

MARKET SEGMENTATION (2017 - S1)



GENERAL INSURANCE PREMIUM AND CLAIMS

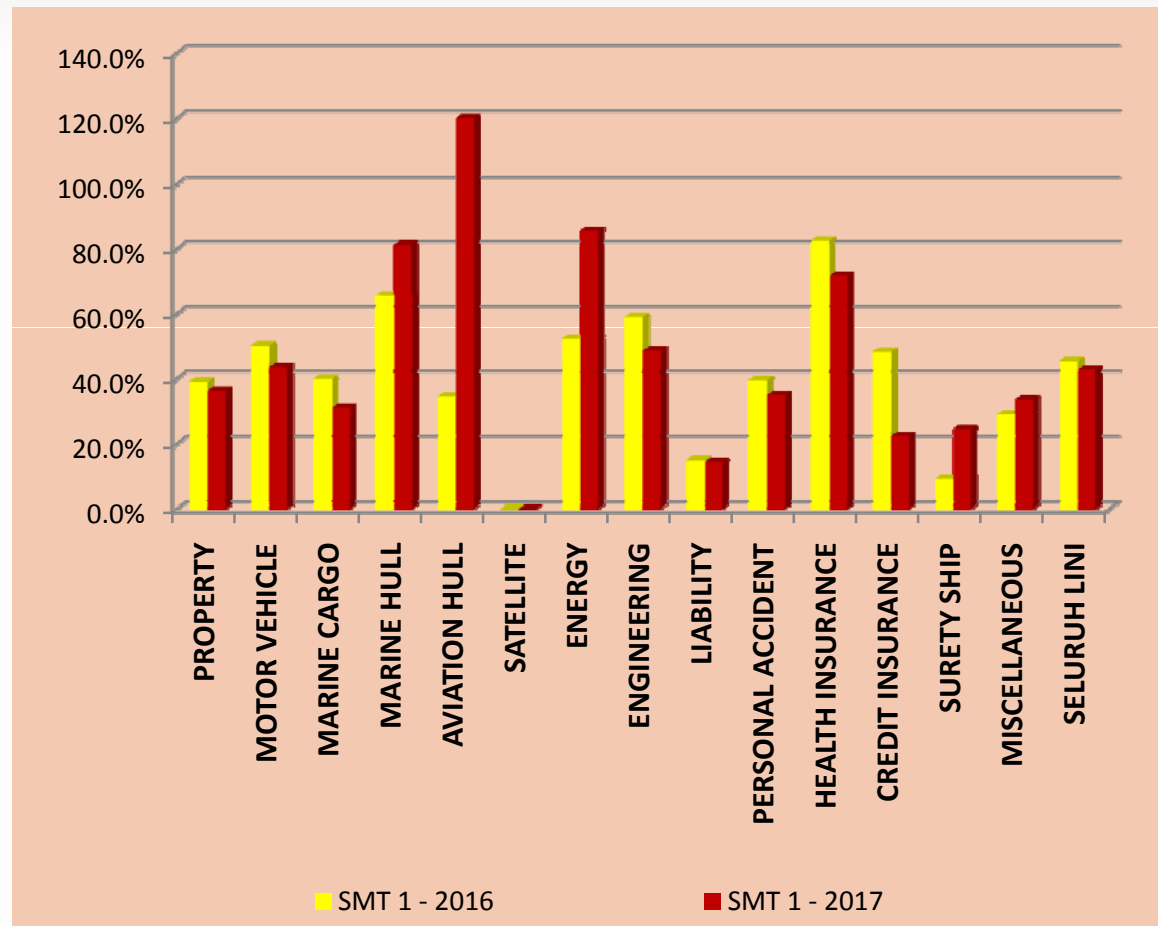
In Billion Rupiah

PREMIUM				Class of Business	CLAIMS			
SMT 1 - 2016	SMT 1 - 2017	Δ	%		SMT 1 - 2016	SMT 1 - 2017	Δ	%
8,704.6	8,099.49	(605.10)	-7.0%	PROPERTY	3,400.3	2,941.0	(459.2)	-13.5%
7,428.5	8,096.49	667.96	9.0%	MOTOR VEHICLE	3,729.1	3,531.4	(197.7)	-5.3%
1,577.7	1,645.89	68.21	4.3%	MARINE CARGO	629.1	512.8	(116.3)	-18.5%
841.1	759.89	(81.20)	-9.7%	MARINE HULL	552.0	617.6	65.6	11.9%
834.0	177.09	(656.94)	-78.8%	AVIATION HULL	288.6	212.6	(76.0)	-26.3%
38.5	9.95	(28.54)	-74.2%	SATELLITE	-	-	-	0.0%
1,396.0	1,179.43	(216.57)	-15.5%	ENERGY	730.23	1,009.46	279.2	38.2%
1,026.7	973.12	(53.53)	-5.2%	ENGINEERING	605.1	472.2	(132.9)	-22.0%
1,014.2	1,022.30	8.09	0.8%	LIABILITY	151.9	147.8	(4.1)	-2.7%
698.6	597.10	(101.53)	-14.5%	PERSONAL ACCIDENT	276.3	209.9	(66.4)	-24.0%
2,143.8	2,361.50	217.67	10.2%	HEALTH INSURANCE	1,769.2	1,696.2	(73.0)	-4.1%
2,546.5	2,322.82	(223.68)	-8.8%	CREDIT INSURANCE	1,227.8	521.8	(705.9)	-57.5%
977.7	610.77	(366.88)	-37.5%	SURETY SHIP	90.6	150.3	59.7	65.9%
1,154.1	1,304.81	150.74	13.1%	MISCELLANEOUS	335.5	437.9	102.4	30.5%
30,381.9	29,160.6	(1,221.3)	-4.0%	TOTAL	13,785.7	12,461.0	(1,324.6)	-9.6%

LOSS RATIO

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	SMT 1 - 2016	SMT 1 - 2017
PROPERTY	39.1%	36.3%
MOTOR VEHICLE	50.2%	43.6%
MARINE CARGO	39.9%	31.2%
MARINE HULL	65.6%	81.3%
AVIATION HULL	34.6%	120.1%
SATELLITE	0.0%	0.0%
ENERGY	52.3%	85.6%
ENGINEERING	58.9%	48.5%
LIABILITY	15.0%	14.5%
PERSONAL ACCIDENT	39.6%	35.2%
HEALTH INSURANCE	82.5%	71.8%
CREDIT INSURANCE	48.2%	22.5%
SURETY SHIP	9.3%	24.6%
MISCELLANEOUS	29.1%	33.6%
TOTAL	45.4%	42.7%



REINSURANCE PREMIUM AND CLAIMS

In Trillion Rupiah

In Billion Rupiah

PREMIUM		Δ	%	COB	CLAIMS		Δ	%
SMT 1-16	SMT 1-17				SMT 1-16	SMT 1-17		
2,739,308.8	3,177,620.3	438,311.49	16.0%	PROPERTY	682,216.84	634,853.83	(47,363.01)	-6.9%
193,575.8	206,954.8	13,379.09	6.9%	MOTOR VEHICLE	58,334.28	93,020.22	34,685.94	59.5%
432,773.3	530,682.4	97,909.18	22.6%	MARINE CARGO	93,085.07	106,527.40	13,442.32	14.4%
335,730.5	278,942.4	(56,788.17)	-16.9%	MARINE HULL	188,587.18	220,267.17	31,679.99	16.8%
24,213.4	28,149.5	3,936.05	16.3%	AVIATION HULL	24,451.92	6,540.09	(17,911.83)	-73.3%
527.2	10.3	(516.94)	-98.1%	SATELLITE	-	-	-	-
41,665.0	3,866.7	(37,798.33)	-90.7%	ENERGY	39,611.45	21,186.53	(18,424.92)	-46.5%
213,317.6	246,690.9	33,373.26	15.6%	ENGINEERING	117,266.80	106,660.30	(10,606.50)	-9.0%
123,848.1	89,381.4	(34,466.65)	-27.8%	LIABILITY	3,701.93	15,043.98	11,342.05	306.4%
108,534.1	117,609.0	9,074.90	8.4%	PERSONAL ACCIDENT	48,674.38	58,040.14	9,365.76	19.2%
419.4	-	(419.44)	-100.0%	HEALTH INSURANCE	138.48	-	(138.48)	-100.0%
207,971.5	468,578.6	260,607.08	125.3%	CREDIT INSURANCE	71,726.33	260,021.82	188,295.49	262.5%
15,754.0	17,960.9	2,206.91	14.0%	SURETY SHIP	11,196.04	5,467.56	(5,728.47)	-51.2%
377,675.6	560,015.5	182,339.86	48.3%	MISCELLANEOUS	144,601.93	178,601.86	33,999.93	23.5%
4,835,314.41	5,726,462.71	891,148.30	18.4%	TOTAL	1,483,592.63	1,706,230.91	222,638.28	15.0%