

# **INDONESIA GENERAL INSURANCE MARKET UPDATE 2018**

General Insurance Association of Indonesia (AAUI)



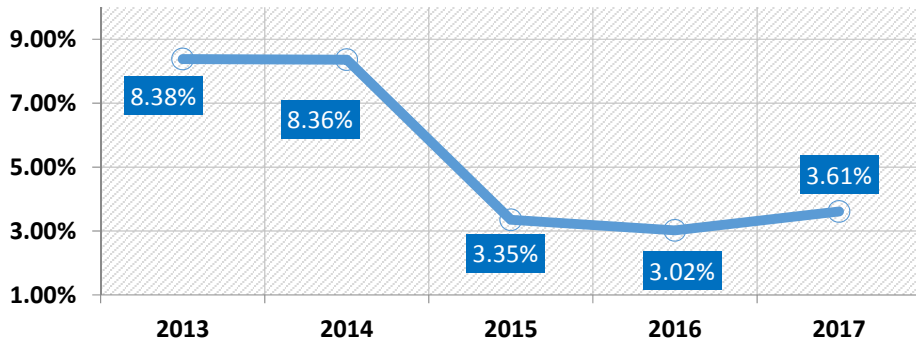
# Indonesia Economic Performance

Year	Indonesian Population (in million)	Gross Domestic Product (GDP) (Constant Prices, IDR Billion)	Economic Growth (%)
2013	248.82	8,156	5.56%
2014	252.16	8,565	5.01%
2015	255.46	8,983	4.88%
2016	257.00	9,435	5.03%
2017	257.00	9,913	5.07%

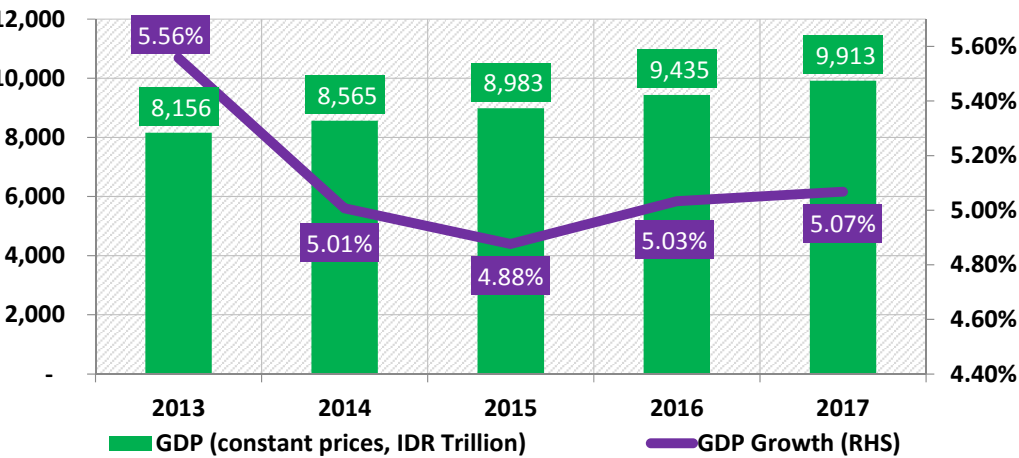
Source : Indonesian Central Statistics Agency (BPS), 2016 & 2017 population estimate based on OJK

# Indonesia's Macro Economic Indicators

### Inflation

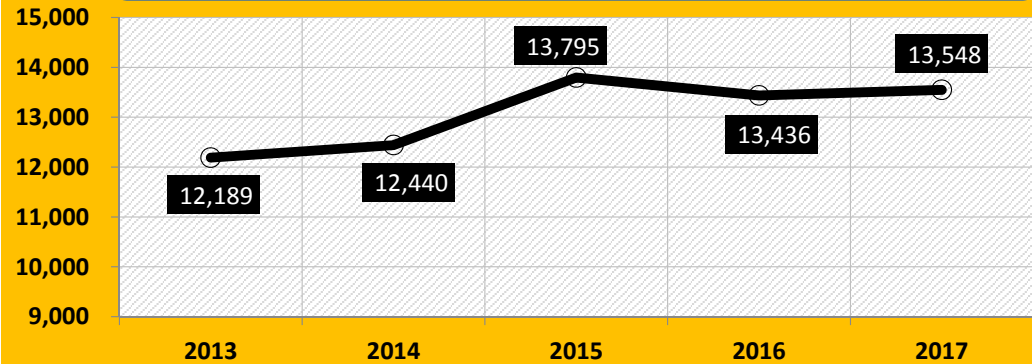


### Gross Domestic Product, Economic Growth

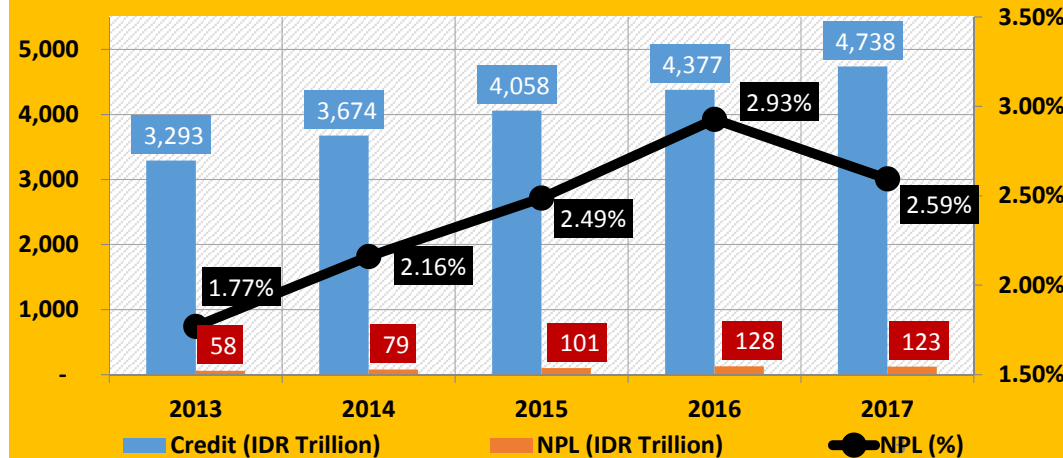


Source : Indonesian Central Statistics Agency (BPS), SEKI Bank Indonesia

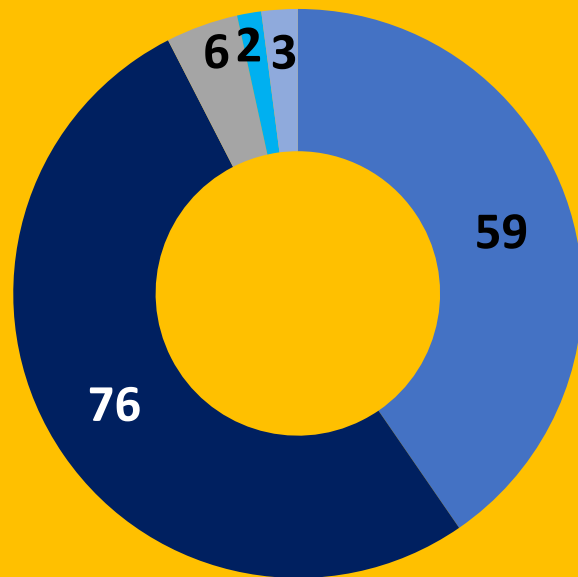
### Exchange Rate (IDR/USD)



### Banking Credit



# Market Structure: Insurance Companies

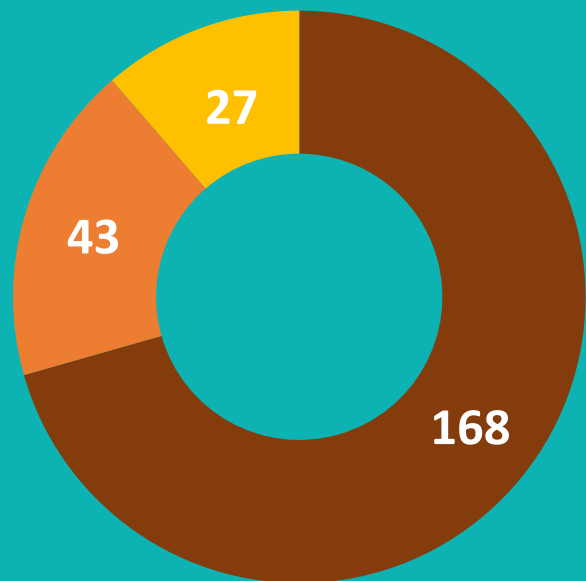


- Life Insurance Companies
- General Insurance Companies
- Reinsurance Companies
- Social Security Program
- Insurance for Civil Servants, Armed Forces and Police

## Insurance Companies

Description	2013	2014	2015	2016	2017
Life Insurance Co	49	51	55	54	59
General Ins. Co	82	79	78	76	76
Reinsurance Co	4	5	6	5	6
Social Security Program	2	2	2	2	2
Insurance for Civil Servants, Armed Forces and Police	3	3	3	3	3

# Market Structure: Insurance Supporting Services

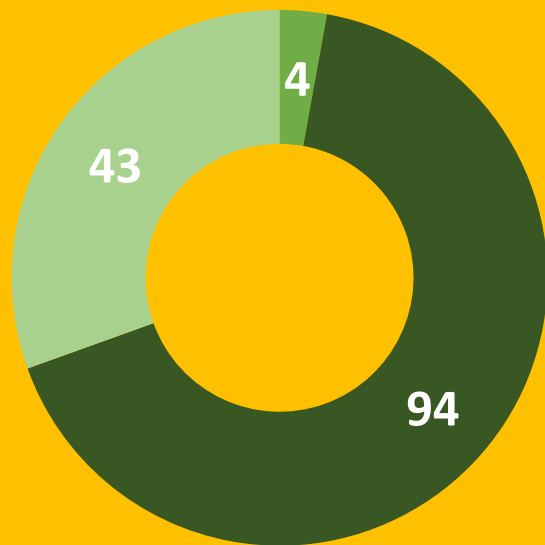


- Insurance Brokers
- Reinsurance Brokers
- Loss Adjusters

## Insurance Supporting Services

Description	2013	2014	2015	2016	2017
Insurance Brokers	157	157	166	169	168
Reinsurance Brokers	31	31	37	40	43
Loss Adjusters	26	26	28	28	27

# Market Structure: Based on Ownership



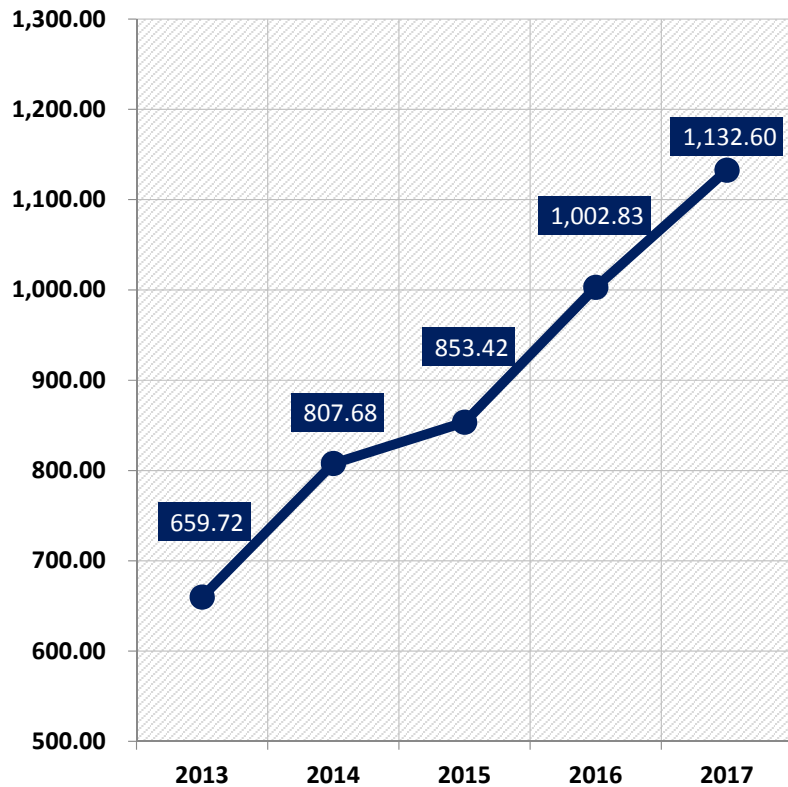
■ State-owned   
 ■ Private   
 ■ Joint Venture

## Based on Ownership (2017)

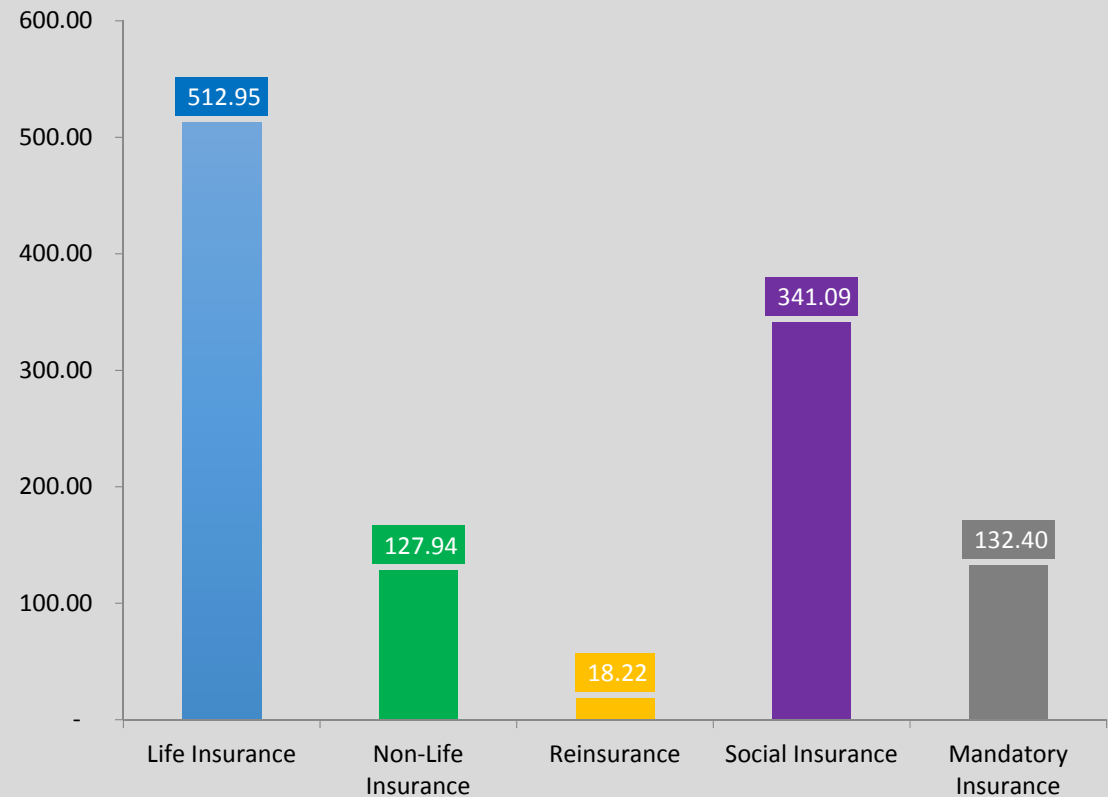
Description	State-owned	Private	Joint Venture
Life Insurance Companies	1	36	22
General Insurance Companies	2	53	21
Reinsurance Companies	1	5	-

# Asset of Insurance Industry

## Insurance Industry Total Asset



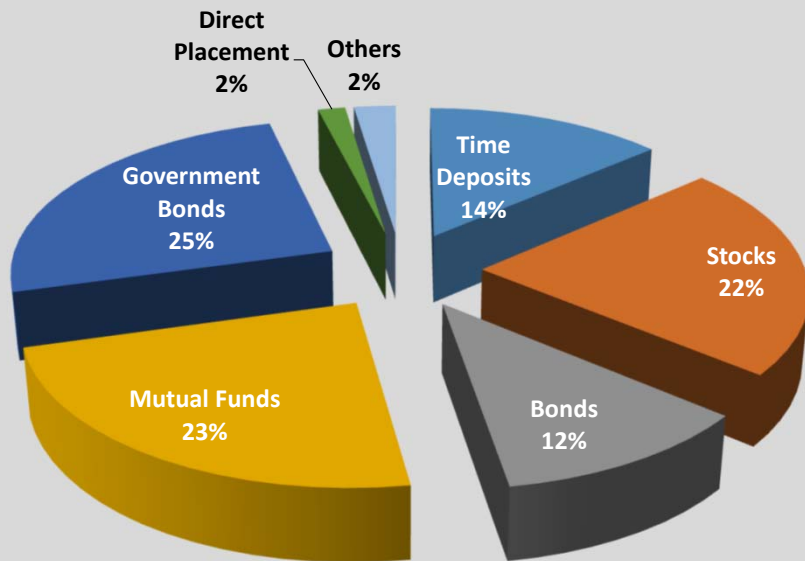
## Composition



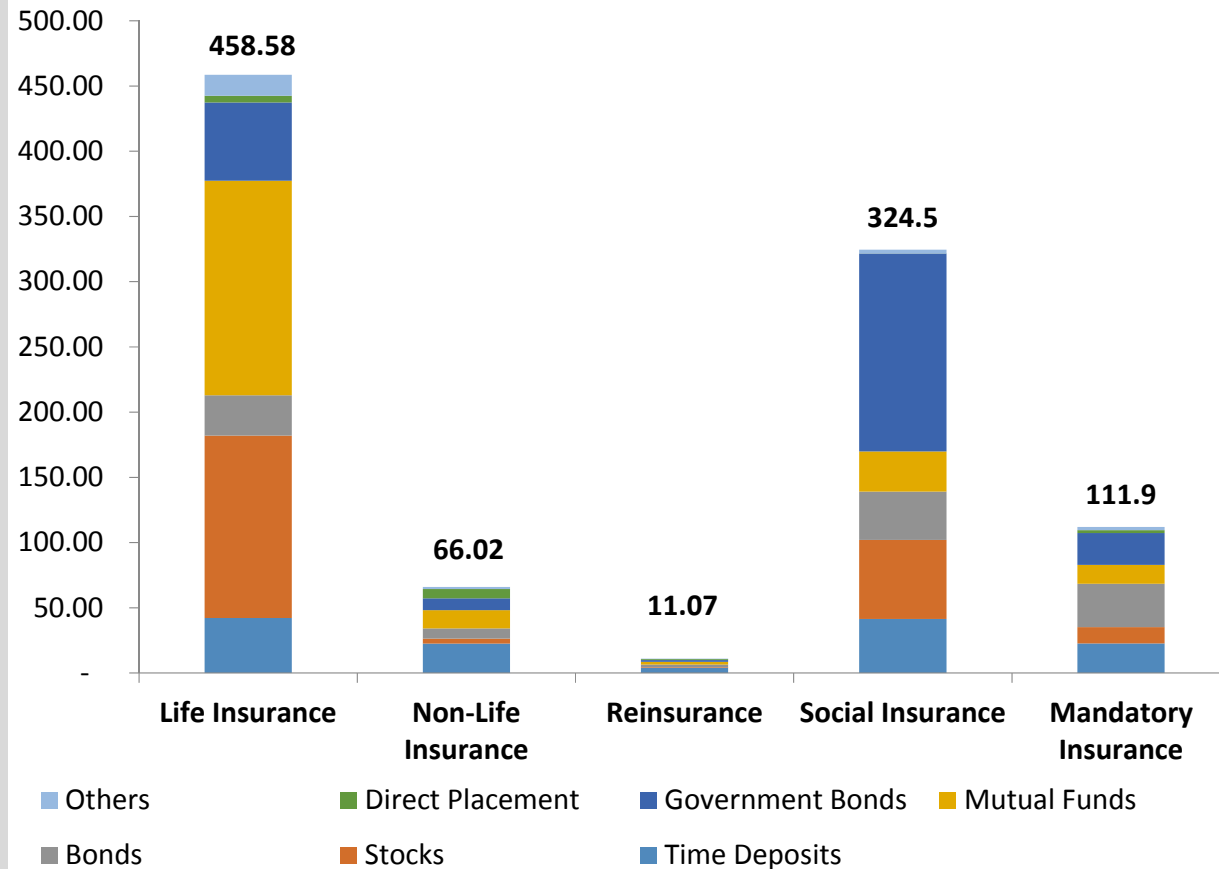
As of 31 Dec 2017 (In IDR Trillion), USD 1 = IDR 13,548

# Investment Portfolio of Insurance Industry

As of 31 Dec 2017 (In IDR Trillion),  
USD 1 = IDR 13,548



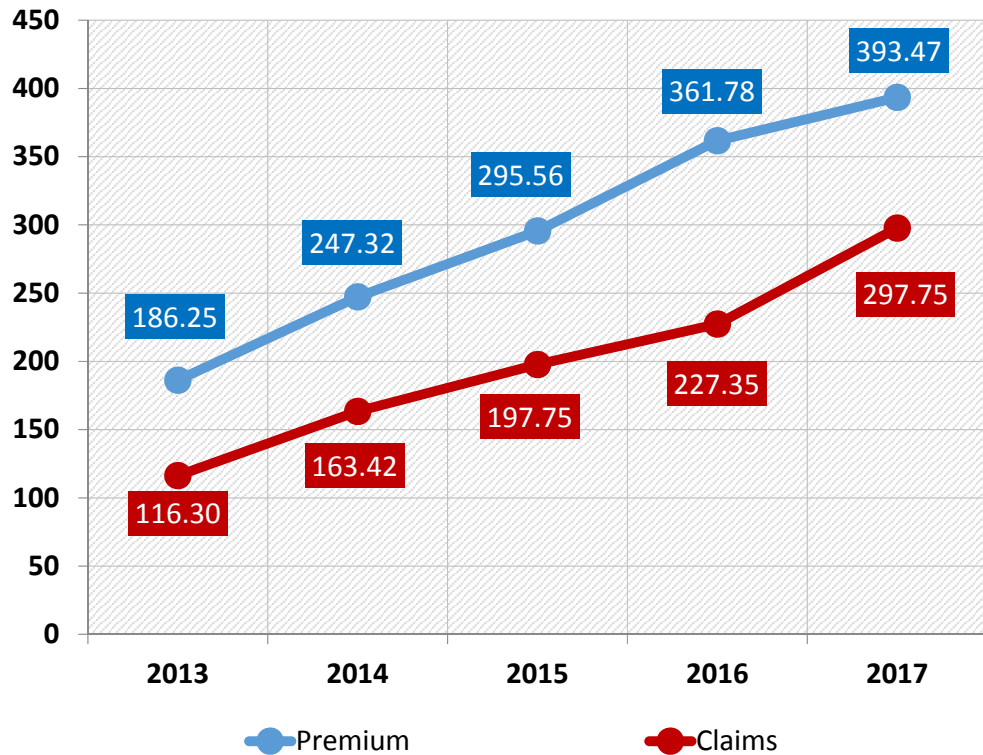
In IDR Trillion





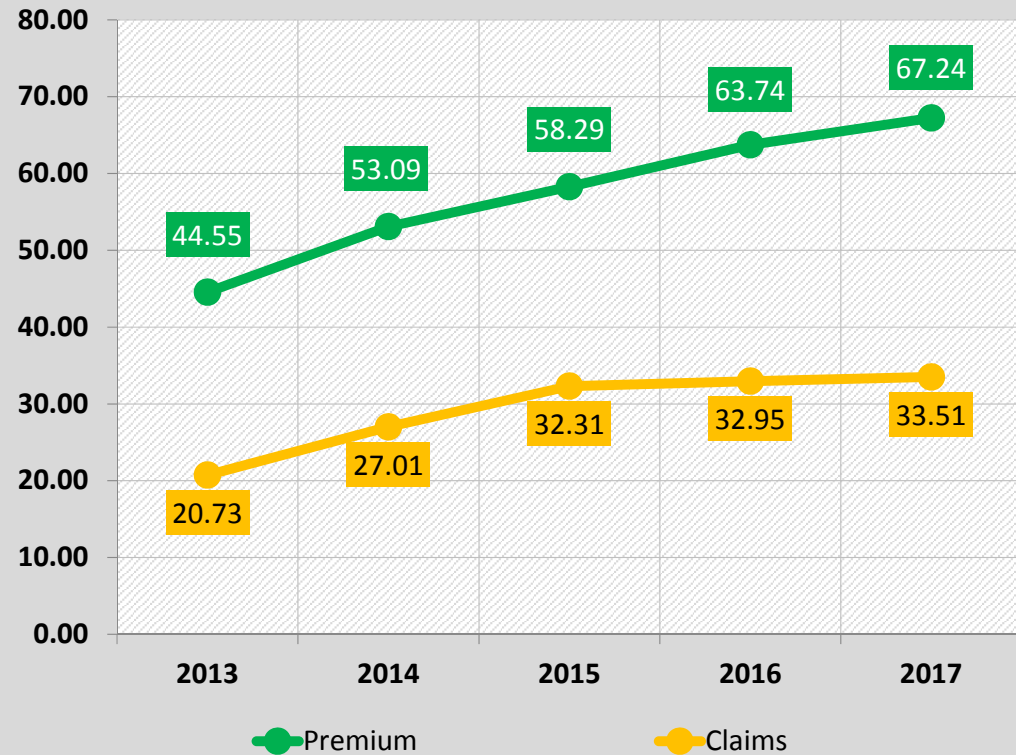
# Gross Premiums & Gross Claims

## Gross Premium & Claim of Insurance Industry

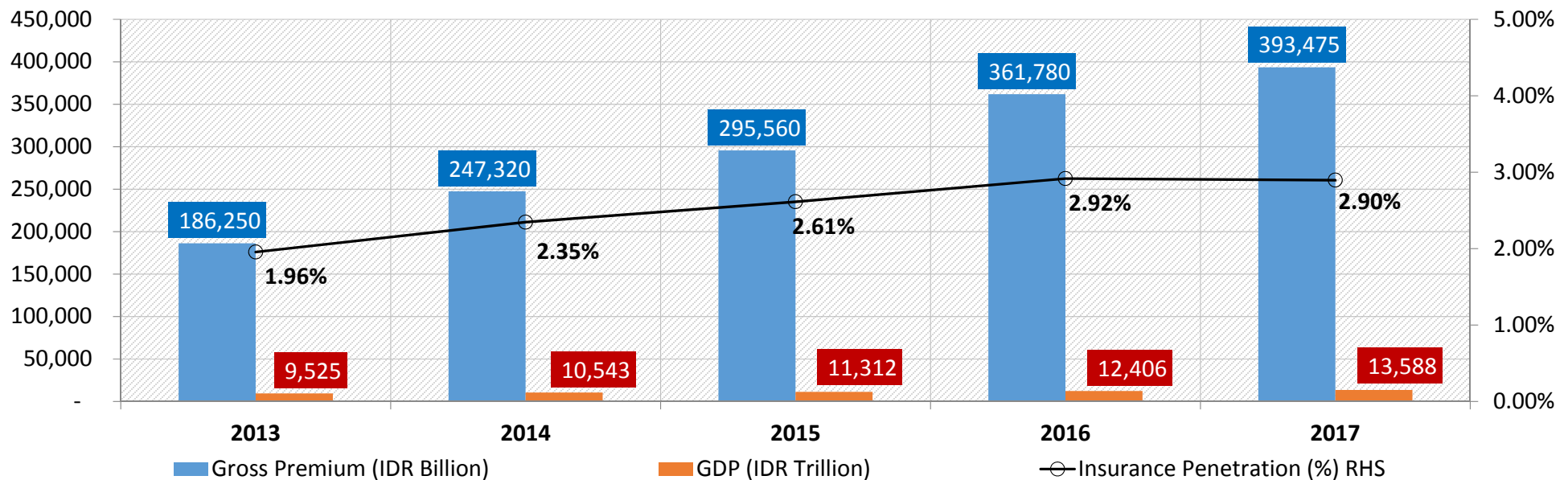


In IDR Trillion, USD 1 = IDR 13,548

## Gross Premium & Claim Of Non-Life & Reinsurance



# Indonesia Insurance Penetration & Density



Year	Gross Premium	Premium Growth	Population	GDP	Insurance Penetration	Insurance Density per Capita per year
	(IDR Billion)	(% YoY)	(In Million)	(IDR Trillion)	(%)	(IDR)
2013	186,250	9.5%	249	9,525	1.96%	748,533
2014	247,320	32.8%	252	10,543	2.35%	980,806
2015	295,560	19.5%	255	11,312	2.61%	1,156,972
2016	361,780	22.4%	257	12,406	2.92%	1,407,704
2017	393,475	8.8%	257	13,588	2.90%	1,531,029

Data source: OJK Insurance Statistics, Gross Premiums for 2017 is taken from OJK insurance Monthly Statistics (USD 1 = IDR 13,548)

# Non-Life Insurance 2017 Premium Performance



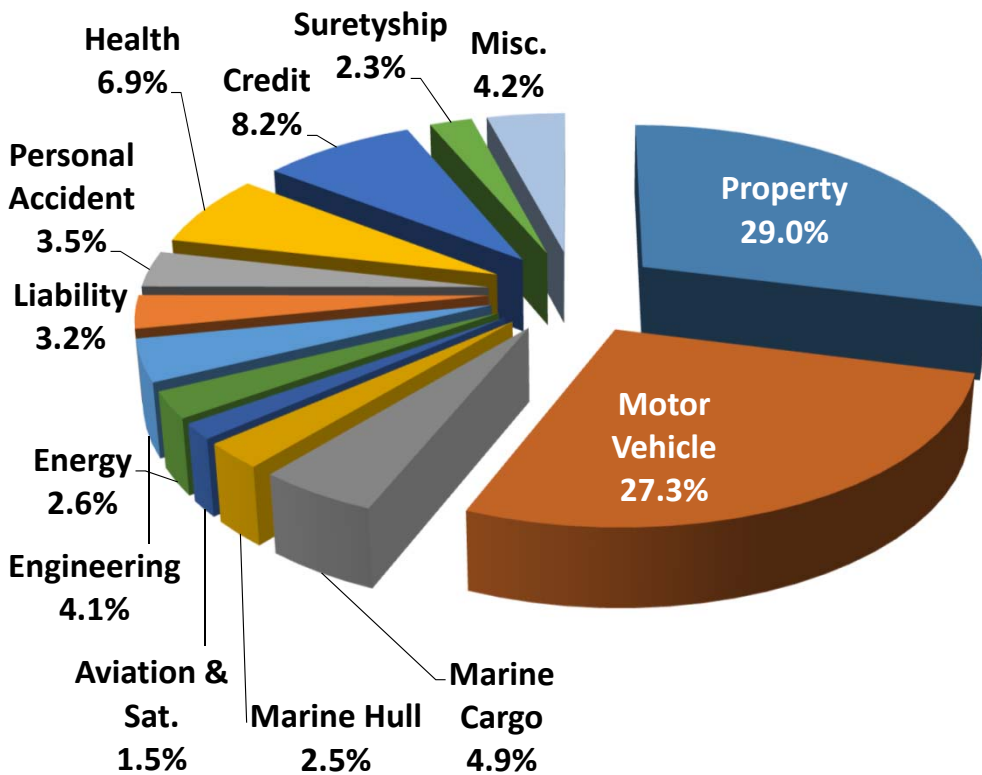
In IDR Billion

PREMIUMS				Line of Business (LoB)	CLAIMS			
2016	2017	Δ	(%)		2016	2017	Δ	(%)
19,248.66	18,290.35	(958.31)	-5.0%	PROPERTY	6,481.24	5,985.35	(495.89)	-7.7%
16,487.29	17,236.93	749.64	4.5%	MOTOR VEHICLE	7,412.55	7,532.56	120.01	1.6%
2,826.12	3,078.80	252.68	8.9%	MARINE CARGO	956.66	1,085.93	129.27	13.5%
1,766.44	1,606.01	(160.43)	-9.1%	MARINE HULL	1,266.54	1,309.16	42.62	3.4%
1,707.95	972.34	(735.61)	-43.1%	AVIATION HULL & SATELLITE	409.59	355.78	(53.81)	-13.1%
1,829.33	1,638.44	(190.89)	-10.4%	ENERGY	1,547.67	1,598.83	51.16	3.3%
2,258.82	2,577.47	318.65	14.1%	ENGINEERING	1,373.17	1,355.38	(17.79)	-1.3%
1,864.62	2,023.24	158.62	8.5%	LIABILITY	297.75	247.45	(50.30)	-16.9%
1,394.64	2,198.72	804.08	57.7%	PERSONAL ACCIDENT	514.30	482.57	(31.73)	-6.2%
4,236.83	4,340.58	103.75	2.4%	HEALTH	3,429.30	3,524.34	95.04	2.8%
4,667.05	5,169.21	502.16	10.8%	CREDIT	2,611.23	2,910.54	299.31	11.5%
1,641.09	1,429.22	(211.87)	-12.9%	SURETYSHIP	424.34	276.63	(147.71)	-34.8%
1,582.82	2,625.15	1,042.33	65.9%	MISC.	409.74	988.17	578.43	141.2%
<b>61,511.66</b>	<b>63,186.46</b>	<b>1,674.80</b>	<b>2.7%</b>	<b>TOTAL</b>	<b>27,134.08</b>	<b>27,652.69</b>	<b>518.61</b>	<b>1.9%</b>

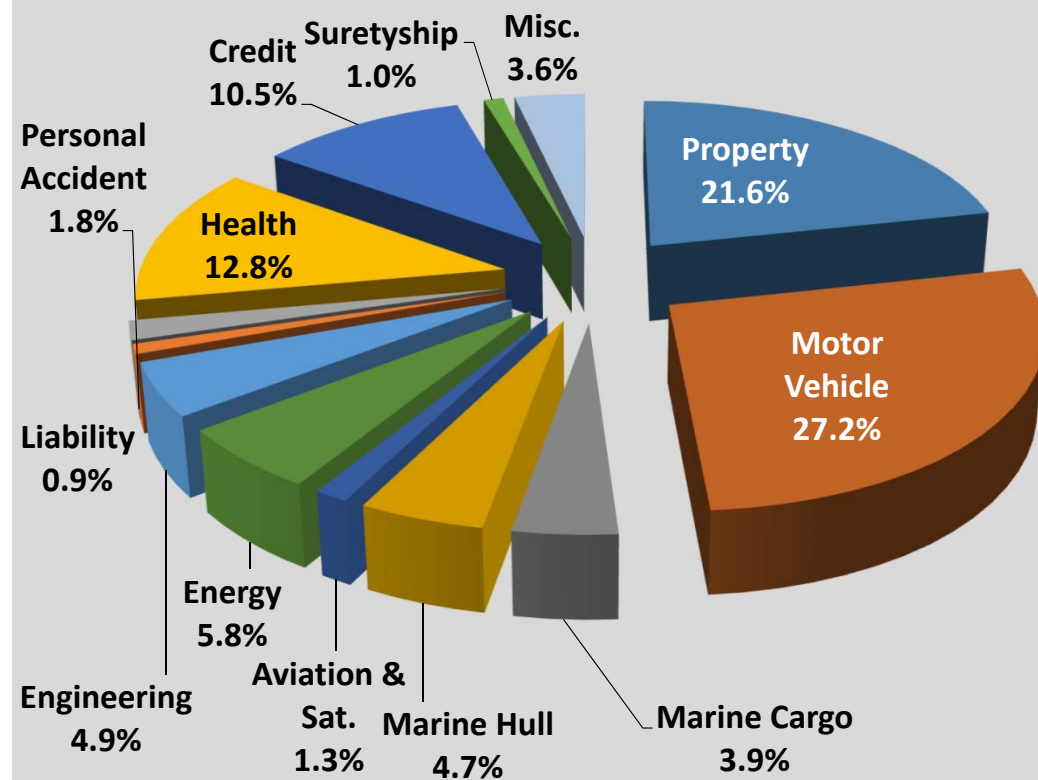
Source: AAUI<sup>11</sup>

# Non-Life Insurance Market Share & Claims Contribution

Market Share



Claims Contribution

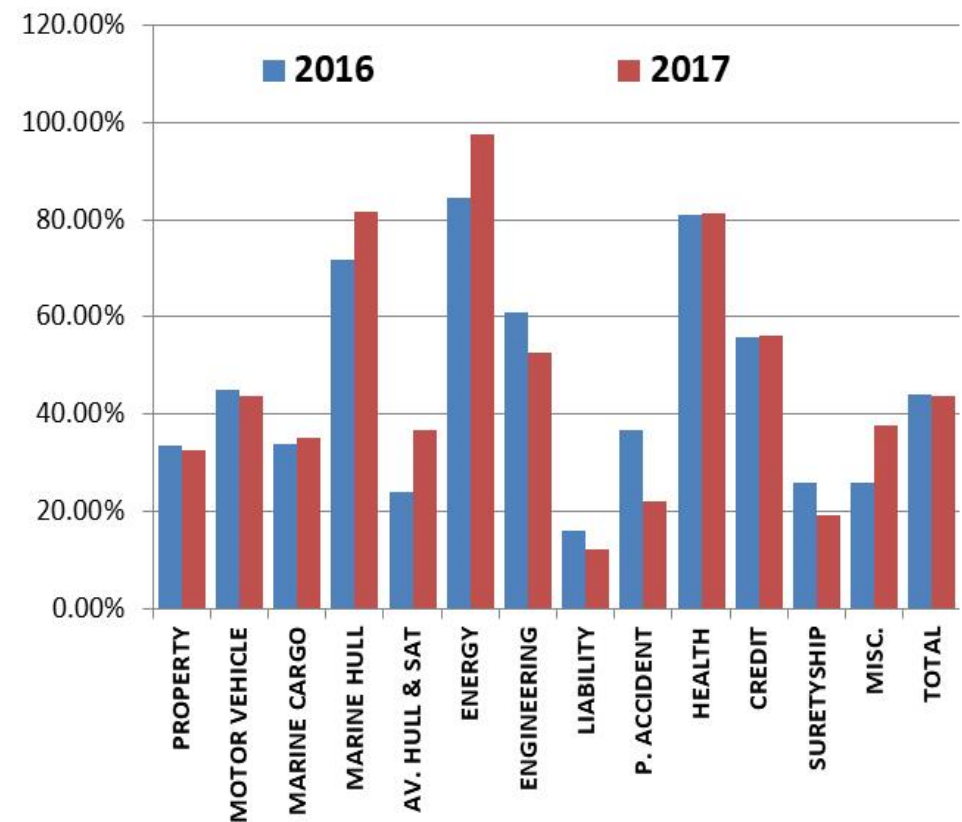


As of 31 Dec 2017

Source: AAUI

# Non-Life Insurance 2017 Loss Ratio

Line of Business (LoB)	LOSS RATIO	
	2016	2017
PROPERTY	33.67%	32.72%
MOTOR VEHICLE	44.96%	43.70%
MARINE CARGO	33.85%	35.27%
MARINE HULL	71.70%	81.52%
AV. HULL & SAT	23.98%	36.59%
ENERGY	84.60%	97.58%
ENGINEERING	60.79%	52.59%
LIABILITY	15.97%	12.23%
P. ACCIDENT	36.88%	21.95%
HEALTH	80.94%	81.20%
CREDIT	55.95%	56.31%
SURETYSHIP	25.86%	19.36%
MISC.	25.89%	37.64%
<b>TOTAL</b>	<b>44.11%</b>	<b>43.76%</b>



# Non-Life Insurance 2018 H1 Premium Performance

In IDR Billion

Premi Bruto / Gross Premiums				Lini Bisnis / Line of Business	Klaim Bruto / Gross Claims			
SMT 1 - 2017	SMT 1 - 2018	Δ	%		SMT 1 - 2017	SMT 1 - 2018	Δ	%
8,254.33	8,350.21	95.89	1.2%	PROPERTY	2,941.04	2,730.01	(211.04)	-7.2%
8,453.00	9,214.43	761.42	9.0%	MOTOR VEHICLE	3,531.38	3,759.77	228.39	6.5%
1,666.72	1,860.95	194.24	11.7%	MARINE CARGO	512.76	401.75	(111.01)	-21.6%
785.75	752.82	(32.93)	-4.2%	MARINE HULL	617.57	415.05	(202.52)	-32.8%
194.70	561.02	366.32	188.2%	AVIATION HULL & SATELLITE	212.61	192.66	(19.95)	-9.4%
1,179.78	1,071.71	(108.07)	-9.2%	ENERGY	1,012.25	240.70	(771.55)	-76.2%
991.54	838.60	(152.94)	-15.4%	ENGINEERING	472.23	589.52	117.29	24.8%
1,023.53	1,564.96	541.44	52.9%	LIABILITY	147.79	116.07	(31.72)	-21.5%
634.58	762.62	128.03	20.2%	PERSONAL ACCIDENT	209.89	245.37	35.47	16.9%
2,375.12	2,601.00	225.88	9.5%	HEALTH INSURANCE	1,696.23	1,783.44	87.21	5.1%
2,329.09	2,974.67	645.58	27.7%	CREDIT INSURANCE	521.84	1,735.60	1,213.76	232.6%
624.95	673.12	48.17	7.7%	SURETY SHIP	150.35	185.57	35.22	23.4%
1,330.00	1,904.34	574.34	43.2%	MISCELLANEOUS	437.87	480.98	43.11	9.8%
<b>29,843.1</b>	<b>33,130.5</b>	<b>3,287.4</b>	<b>11.0%</b>	<b>TOTAL</b>	<b>12,463.84</b>	<b>12,876.49</b>	<b>412.65</b>	<b>3.3%</b>



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