

Tokio Marine Life Insurance Indonesia Strengthens Its Existence By Opening 5 Sales Offices in Indonesia



Opening ceremony in one of Tokio Marine Life Insurance Indonesia's sales offices (left-right: Fachrizal Octavianus - Chief Distribution Officer, Ike Buddi Raya - Chief Agency Officer, David John Beynon - President Director, Soebagio Iman - Chief Marketing Officer, Akio Hoshino - Vice President Director)

PT Tokio Marine Life Insurance Indonesia (TMLI) is strengthening its existence in national insurance industry by opening 5 sales offices in 5 big cities: Jakarta, Denpasar, Medan, Solo and Yogyakarta. "This strategy shows TMLI's commitment in approaching our customers so we can deliver our services and provide solution for their financial needs," said David. Beynon, President Director of TMLI.

All recruited agents and leaders have the competence in fostering TMLI sales forces and selling TMLI's products. TMLI's products exist with differentiation to provide the best solution and services to customers through 8 keys of financial needs: education funding, wealth accumulation, wealth enhancement, living with impaired health, income replacement, retirement funding, legacy planning, and business continuation.

Year 2013 is a big momentum for TMLI, as in the 1st semester - 2013 the company achieves its premium as much of 195% growth compare to last year. This achievement ensures TMLI to set its target premium as much as IDR 92,8 billion, along with 2,200 agents and leaders by the end of 2013. The openings of TMLI's sales offices in those 5 big cities will be followed by a number of other cities such as Semarang, Surabaya, Bandung, Tasikmalaya, Batam, Malang, Pontianak, Balikpapan, Tangerang and Makassar by the end of 2013.