



**MP**

Insurance Brokers Sdn Bhd

Innovative  
insurance  
solutions that  
protect today  
and empower  
tomorrow.



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**1**

## **ABOUT MP INSURANCE BROKERS**

# WITH YOU ALL THE WAY

At **MP Insurance Brokers**, we go beyond policies — we are your trusted partner in risk management.



## Experienced Broker

- MP in Malaysia founded in 1976 and we understand the local market
- Global Partner
- Corporate account experience, with a strong focus on service, responsiveness and insight.



## Specialist Knowledge

One of our key differentiators is our ability to manage and place unique and complex risk profiles.



## Fully Integrated Solutions

Holistic risk and takaful insurance solutions, from program placement and claims management to risk consulting.



## Local, National & Global Solutions

Offices and expertise across the globe.



## Global Reach and Insights

Global Partnership Through Strategic Collaborations.



## Claims Solutions

In-house claims experts, lead by industry and legal experts, know how facilities management and services policies and coverages will respond.



## OUR VISION: TRUSTED PARTNERSHIP, REAL SUPPORT

Our vision is simple yet powerful: **to be the trusted partner of choice for corporates, delivering innovative insurance solutions that safeguard businesses, strengthen resilience, and enable sustainable growth while standing by clients when it matters most.**

Insurance is not just about policies. It is about partnership. True value is proven not when a policy is signed, but when a claim arises. That is when clients need us most, and that is when MP acts immediately — providing guidance, support, and proactive assistance every step of the way.



## OUR MISSION: MORE THAN PROTECTION

At MP, we design and deliver **comprehensive insurance programs** that protect businesses from evolving risks. We combine **global standards of expertise with personalized, relationship-driven service**, ensuring that every solution is tailored to the unique needs of our clients.

But our mission goes further. We are here to **stand by our clients in the moments protection is tested**, ensuring fairness, speed, and unwavering support during claims. For us, this is not just an obligation. It is the very measure of our success.



# OUR CORE VALUES: Excellent With a Human Touch



Our work is guided by values that define who we are and how we serve:

## **Excellence**

- Delivering precision, reliability, and professional standards.

## **Innovation**

- Embracing smarter approaches to simplify complexity and create value.

## **Client Partnership**

- Building enduring relationships founded on collaboration and trust.

## **Integrity**

- Acting with transparency, accountability, and responsibility.

## **Resilience**

- Empowering businesses to withstand challenges and seize opportunities.

## **Dependability**

- Standing with clients in the moments that matter most.



# EXECUTIVE LEADERSHIP

TAN KIM SENG  
CHIEF EXECUTIVE OFFICER



Kim Seng is a seasoned insurance executive with two decades of experience, culminating in his role as CEO of a leading brokerage firm. Starting in marine cargo underwriting, he quickly advanced, recognized for his sharp risk assessment, relationship-building, and business development skills.

He has worked with both local and international clients across sectors such as marine, construction, energy, power, infrastructure, and employee benefits. His leadership in major projects and power plant developments (coal, solar, biogas, geothermal) underscores his deep expertise in complex risk landscapes.

As a strategic leader, Kim Seng has driven the growth of specialty insurance portfolios while holding key positions in two brokerage firms. Leveraging his expertise in risk management and executive leadership, he now spearheads innovation and operational excellence.

A trusted advisor to boards and industry leaders, he is known for delivering tailored, high-value insurance solutions that foster growth and resilience in a dynamic market.

# KEY MANAGEMENT TEAM

The strength and depth of leadership and talent has contributed significantly to our clients, in minimizing their total cost of risk and insurance costs (TCOIR), and protecting their assets, people, profitability, and the integrity of their brand name.



**A Aziz Mohd Nor**

COO & Head

Marine,  
O&G Infra, Construction



**Ushaletchumy  
Sangar**

Head

Employee Benefit



**Chermaine Yap**

Head

Property & Casualty



**Bernice Ooi**

Head

Finance & Shared  
Services



**Wendy Tan**

GM

Manufacturing



**Suresh Raj  
Yogaraj**

Manager

Professional  
Executive

**Our team of professionals have extensive experience and expertise in the handling of clients from all spectrum of industry both international and large Malaysian corporates.**





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**CLIENT  
EXPERIENCE**

# CLIENT EXPERIENCE

MP will draw on our extensive experience at partnering and advising on Takaful Programs for many of our clients in various distinct industry.

## OUR SPECIALTIES:



MULTINATIONAL  
COMPANIES



HEALTHCARE  
SERVICES



OIL & GAS  
SECTORS



MANUFACTURERS  
SECTOR



**3**

**OUR SERVICE  
DELIVERY & VALUE FOR  
YOUR ORGANISATION**

# WE UNDERSTAND YOUR BUSINESS

An Insurance Broker who can meet the requirements of your company, provide sound risk management advice and ensure the most cost-effective risk solutions & takaful program is in place.



## Holistic Offering

A one stop holistic offering to on both conventional & takaful risk solutions. This will differentiate, enhance our client's profile. We understand that you need to partner that can support all their risk solution needs. MP has a proven track record of supporting clients through this journey.



## Risk Mitigation Advice and Training

We immerse ourselves in client businesses. From the inside we match risk exposures with takaful solutions. We will work closely with you to understand risks and objectives. Our team commit time to delivering training on various topics, from people risk to asset risk protection.



## Broking Innovations

Our team continue to challenge the status quo, implementing new and innovative program structures to secure takaful insurance contracts.



## Market Knowledge and Expertise

With MP you get our best people working on your account daily, not just at time of pitch. With our dedicated team, we possess leading trends and insights on market appetite movement, keeping you 'ahead of the curve'.



## Experienced Service Team

You will receive consistent service by Senior members of MP & its partners. Detailed reviews of your underwriting information as well as the work you have undertaken in relation to risk assessment.

# OUR SERVICE DELIVERY MODEL



Our risk management framework, is a complete service delivery model. A five-stage approach to ensure clients receive a consistent, efficient and complete broking service. It covers **placement, market engagement, program management and risk mitigation.**



## CONSULT

Through two-way communication with you, we review our service structure against your business needs to best support your expectations

## ANALYSE

Drawing on our specialist technical knowledge, we review and assess your portfolio to fully understand your risk profile

## DESIGN

Utilising the findings from the Analyse phase, we work with you to design the most appropriate strategies for managing your risks

## EXECUTE

We implement a tailored market strategy using our expertise and market presence to achieve the best program for you in terms of price and coverage across the strata portfolio

## MANAGE

Meetings to ensure you are receiving the full value from our broking services, claims solutions, answer questions and ensure your service plan remains relevant to your expectations

### TANGIBLE OUTCOMES

Service plan

Service agreement

Client risk profile

Underwriting information

Cost of risk analysis

Insurance program review

Retained risk loss modelling

Internal renewal strategy workshop

Client strategy workshop

Marketing strategy plan

Market presentations

Quotation submissions

Insurer negotiations

Renewal report

Terms agreed

Placement of coverage

Confirmation of coverage

Client/ insurer presentations

Takaful manual

Policy documentation

Over deductible claims management

General program administration

Review meetings

Ongoing service requirements

# CLAIMS SERVICE



Our in-house claims department, comprised of legally qualified and highly experienced claims professionals, will provide you an advantage when a claim arises. We advocate for you and your position all the way.

## WE ADVOCATE FOR YOU

- We act as your representative, and work with you to get the best possible outcome from the policy
- We are passionate about ensuring a fair and reasonable outcome
- We apply our knowledge of relevant legislation, guidelines, regulations, and internal policy and procedures through the claim lifecycle

## WE KEEP YOU INFORMED

- We meet with you to discuss any difficult claims
- We train you in key areas of each policy and how it functions
- We provide coverage evaluations, research the relevant information, and keep you across it

## WE GUIDE YOU THROUGH THE PROCESS

- We are responsible for ensuring the claim runs efficiently and smoothly
- We discuss the strategy with you and/or solicitors
- We are clear on relevant information required to support the claims strategy

## WE DRAW ON OUR KNOWLEDGE

- We pride ourselves on the tenacity and technical knowledge of our claims team
- We leverage our team's experience working for insurance companies, as underwriters, brokers and in the legal industry
- We collaborate with the right people in our business, drawing on key strengths as needed



# UNIQUE ACCESS TO CAPITAL, WHOLESALE & ALTERNATIVE SOLUTIONS

Broadening market access for corporate risks , reducing the reliance on monopoly markets, creating contestability and alternative risk transfer solutions for more complex risk properties.



OneGlobal is our strategic partner specializing in property, financial lines, marine, oil & gas, and marine hull. With offices in Hong Kong, Singapore, Bermuda, Cyprus, Greece, Latin America, and the Middle East, OneGlobal provides extensive global reach. MP leverages OneGlobal's expertise and network to enhance risk outreach and engagement.



MP accesses the Lloyd's marketplace in both London and Singapore. The Singapore branch of Lloyd's continues to expand product range and authorities and will continue to develop as an important market for Australian risks. Through our network partner Singapore office, licensed by the Monetary Authority of Singapore, we have direct access to Lloyd's Singapore.



ADD, a member of WBN, is a trusted partner offering deep expertise in various risks. Through its international department and strong global connections, ADD delivers tailored solutions that address complex risks across multiple markets. MP collaborates with ADD to extend global capabilities, ensuring clients benefit from innovative strategies and comprehensive risk management support.

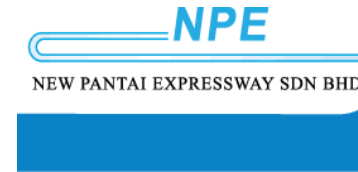


Miller is one of the world's leading specialist insurance and reinsurance brokers operating through Lloyd's, the London market and internationally. MP utilizes Miller's capabilities for our complex risk casualty and professional liability lines of insurance.

# WE UNDERSTAND YOUR BUSINESS

An Insurance Broker who can meet the requirements of your company, provide sound risk management advice and ensure the most cost-effective risk solutions & takaful program is in place.

**99%** OF OUR CLIENTS RENEW WITH US





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## OUR PARTNERSHIP

# MP & YOUR ORGANISATION PARTNERSHIP



## WHY WE ARE THE RIGHT PARTNER:

- Extensive experience in working with global consultants and brokers across the world.
- Extensive experience working with multinational and oil and gas companies.
- MP have a strong reputation in the local & Asia market.
- Extensive experience and knowledge in the Malaysian market.
- Ability to provide unique and tailored solutions for our clients.

MP work in true partnership with our global partners and we view ourselves as an extension of your team, we therefore always ensure we are representing you into the Takaful market with professionalism, efficiency and integrity.

## **MP Insurance Brokers Sdn Bhd**

(formerly known as MP Honan Insurance Brokers Sdn Bhd)

**Protect. Innovate. Empower**

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Mid Valley City,  
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