

MCIS Zurich eyes tie-up to be key player

Insurer aims to be in the top 10 in Malaysia

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COMPOSITE insurer MCIS Zurich Insurance Bhd may merge with a local insurer within the next two years to become a key player in the country's insurance industry, its chief executive officer Adnan Zain said.

"We are going through it in a careful and structured manner to ensure a good synergistic partnership and for the right reasons," he told reporters after the launch of MCIS Zurich's latest product MZ LadyCare in Kuala Lumpur yesterday.

Women, Family and Community Development Minister Datuk Seri Shahrizat Abdul Jalil officiated the launch.

Last month, Bank Negara Malaysia said it will allow foreigners to own up to 49 per cent of a Malaysian life or general insurer, up from 30 per cent before.

MCIS Zurich's major shareholders are Koperasi MCIS Bhd and Zurich Financial Services, which respectively holds 42 per cent and 40 per cent stakes in the company.

Earlier this year, Adnan said the company may con-

sider mergers and acquisitions with another suitable general insurer and become one of the top 10 general insurance underwriters in the country.

For the year ending June 30 2007, MCIS Zurich expects its gross premium income to grow by 19 per cent to RM624 million.

Last financial year, it achieved a gross premium income of RM524 million, of which about RM400 million came from its life insurance business.

To achieve its growth targets, Adnan said, it will bank on its relationship with



Adnan says MCIS Zurich is looking at niche products to boost growth. (From left) Adnan and Shahrizat at the launching ceremony for MZ LadyCare yesterday.

strategic partners, strengthening its agencies and direct marketing force, and having niche products.

In a recent interview with Business Times, he said, MCIS Zurich plans to establish strategic alliances with non-financial institutions to

boost its distribution channel.

Meanwhile, on its latest product, MZ LadyCare, Adnan said it expects to obtain 9,000 to 10,000 policyholders with a premium income of RM5 million to RM6 million in the first

year.

He said MZ LadyCare is a first-of-its-kind policy, providing value-added services such as a 24-hour online access to professional medical advice and reimbursement for medical check-up once every three years.