

Introduction of Lanexang & Luma



Lanexang:

- Established in 2010
- Shareholders are Lao Development Bank and Post Telecommunication Insurance (Vietnam)
- Top 3 Non-life Insurance Company in Laos
- Product lines: motor vehicle, property & engineering, healthcare & accident, inland transit
- 300 agents in 18/18 provinces
- 235 sales points at banks
- Largest service network in Laos
- Committed of being the insurance company of the community

Luma:

- Luma was established in 2012 as MSH International SEA
- In 2017 Luma separated from MSH which has a strong expatriate focus, in order to be better positioned in the Thai and surrounding markets
- Service offering: Offers TPA services as well as personal & corporate solutions
- Supports the full insurance value chain: Luma operates as an MGA with service capabilities in Thailand as well as Vietnam, Myanmar and Cambodia, through which Luma covers all aspects of the value chain including product design and management, underwriting and fulfilment, customer service, claims management
- Regional presence: Luma's Asia Care Plus products are available in Thailand, Vietnam, Myanmar, Cambodia and Laos
- Strong reinsurance partners: Most health products are currently reinsured by AXA France

Lanexang-Luma Partnership:

- Lanexang and Luma have jointly developed Luma's Asia Care Plus product range in Laos
- Asia Care Plus Laos is fronted by Lanexang, reinsured by AXA France and serviced by Luma