

# HONAN'S RECORD YEAR IN REVIEW:

## Our top 5 highlights

From our beginnings in Australia, we are committed to building meaningful relationships throughout the Asia Pacific region. Wherever you are located in the Asia Pacific region, we have the people, capabilities and technology to coordinate and manage your risk exposure across borders.

As we continue to grow, we reflect on the year that's been and share our highlights.

### 1 Enhanced capabilities in Asia

Building on our strong foundations in Asia and year-on-year growth exceeding 25%, we welcomed our New Managing Director – **Eliza White** from Starr International Insurance. With extensive experience in business development and operations, Eliza has focused on bolstering our advisory and broking consulting capabilities.



We're proud to have more than 50 employees at Honan Asia. Our teams have multilanguage capabilities, with expertise in benefits administration and flexible benefits.



In the past year, we managed Global Employee Benefits Programs across 18 countries.



We coordinated Flexible Benefits programs for clients with more than 8,000 employees.

### 2 Powering up our service offering in Malaysia

We have continued our expansion into Malaysia by merging with MP in December 2019, to create MP Honan, dialing up our service offering in the region. MP Honan Insurance Brokers Sdn Bhd exists to provide clients with tailored insurance solutions to address and manage their individual and business risk protection needs.

Our service offering:



Benefits Consulting



Broking for Insured Benefits



Benefits Administration

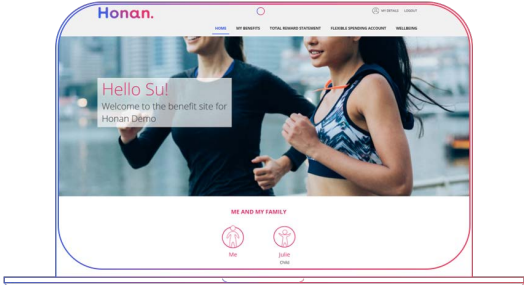


Benefits Contact Centre

### 3 Transcending geographic boundaries via technology

We're using the latest digital innovations to drive richer customer experiences. Our search to find the best Employee Benefits platform in the market took a year and we're thrilled to be the first to launch the **Zest** platform in Asia! This beautifully simple, flexible and intuitive platform allows international companies to manage their global programs with an integrated and scalable solution.

We've also launched **Evolution** – a state-of-the-art broking platform. Evolution has changed the way we analyse and report data, enabling us to provide highly customised services to our clients.



### 4 Supercharging growth & resources with TA Associates

In May, we signed a partnership with **TA Associates**, a leading global growth private equity firm which invests in profitable, growing companies with opportunities for sustained growth. When asked about the partnership, **Andrew Fluitsma**, our Chief Executive Officer put it perfectly:

*"The opportunity to bring aboard a long-term, well-respected growth-oriented global investor such as TA, that is fully-aligned and supportive of our business model, is very exciting".*

### 5 An evolution in global leadership

Our global clients and partners require an increasingly unique and tailored service, and we've adapted our global structure to enable this. We're proud to welcome **Steve Pappas** to his new role as Head of Global & Networks and **Alexandra Slimming** as Head of Global Benefits.

Alexandra Slimming, commenting on Honan's presence in the region said *"Honan remains deeply committed to our global partners and clients. The strong relationships and quality partnerships we have built over many years is a cornerstone of the Honan culture. We are excited to continue this as we move forward"*.

Steve and Alexandra's expertise and stewardship will see Honan continue to provide exemplary value and solutions to our global clients.

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