

MISSION 2021

Multiple Challenges · Unique Opportunities

We also offer

NO CURE NO FEE

Improve your bottom line without impacting your operating costs!



CONSULTANCY ASSIGNMENTS

- For Direct & Reinsurance Companies
- Health Check & Improved Profitability
- RI Program Review
- UW Risk Assessment
- Technical Operation Manuals:
Finance, Technical Accounts, Underwriting etc.
- Internal Audit



IT SOLUTIONS

- State of The Art & Cost Effective Solutions
- Comprehensive Reinsurance System
- Core Direct Insurance
- Front-End
- Health Insurance PHR & Plan Piper



TRAINING COURSES

- Reinsurance Accounting
- Financial Analysis & Profitability Management
in (Re)Insurance
- Workshop on CAR, EAR, IAR, MB, CECR, EEI,
Boiler, etc.
- Smart use of MS Excel
- Legacy Management
- Tailor-Made Courses

**ACT SMART
ACT NOW**



LEGACY MANAGEMENT

- Setting up Legacy Management Department &
Procedure Manual
- Debt Collection
- Commutation of Legacy Portfolio
- Exploring Various Cost Effective Solutions

Arom Grips Ltd

(Formerly known as Asian Runoff Management (L) Ltd)

8-7-11 Menara Mutiara Bangsar, Jalan Liku, 59100 Kuala Lumpur, Malaysia

Ph: +603 2284 8660 | Fax: +603 2284 8770 | 3s@aromgrips.com

www.aromgrips.com



Our Clients Speak for Us

Asian Grips (Part of Arom Grips) conducted On the job training for technical accounting and credit control departments; drafting comprehensive operations manuals comprising Underwriting, Technical Accounts, Credit Control, Claims Management and Legacy Management; Carrying out claims management on case reserves, claims processing review and claims management policy; Setting up legacy department.

The team headed by Mr. Natarajan Murali, is highly professional and always has taken proactive measures to resolve the challenges faced by our Company staff on operational issues. We are happy with their meticulous attention and dedication given to their assignments.

Zainudin Ishak, President & CEO, Malaysian Reinsurance

Arom was engaged by ARIL to assist in its runoff administration and later placed into members' voluntary liquidation where EY were appointed as liquidators of ARIL. Arom's Services were retained by the liquidators throughout the liquidation administration. Arom had performed diligently and effectively to meet all deadlines in a challenging environment.

Arom's experience in the re-insurance industry has helped ARIL to reduce its overall liabilities resulting in financial savings, thus allowing the liquidator to remit higher returns to ARIL's shareholders in the form of dividend distributions. We do recommend Arom to their peers in the reinsurance industry for their value added as well as variety of niche services.

Leong May Lee, Senior Executive Director, EY

We are delighted to write about Grips Reinsurance system which we have been using since Jul 2014. As a startup, we approached a number of system developers for an efficient and cost-effective system, during which exercise we engaged Arom for their system. We are pleased to note that Arom's Grips solution has met our expectations as a reliable and efficient application. We further commend the team of Arom for their professional and speedy support for the time we have dealt with them. We would highly recommend the system to any reinsurer.

H.M. Motara, (Former) Chief Executive/Principal Officer, Uganda Re

I have had the privilege and fortune of closely working & interacting with the CEO of AROM, Mr. N. Murali. He possesses one of sharpest and intuitive mind in the area of Reinsurance and has developed an impeccable reputation in providing his skills and innovative mind to a vast array of services in the areas of Insurance & Reinsurance Accounting. Mr. Murali & AROM has assisted me in resolving a number of legacy and accounting issues. His vast contacts and reach in the Asian & African markets have helped us in dealing with difficult clients and solving knotty issues.

I was also fortunate to have participated in a training session conducted by him in ARIG on Reinsurance Accounting concepts & techniques and my entire department benefitted a great deal from these sessions. It was an eye opener to several of my younger colleagues and a fantastic refresher course for some of the more experienced members including myself.

I have no hesitation in strongly recommending AROM and Mr. Murali to Insurance & Reinsurance Companies.

Roy Abraham Idicula, (Former) Director, Arab Insurance Group

It was a great learning/refresher course for me as far as the Technical Accounting is concerned. In fact, with the limited time, Mr. Murali could take us through the entire Technical Accounting and the interaction was truly useful.

Thank you for conducting the course. It was very professional and varied with good examples.

Reinsurance and Technical Accounting course participant