

# Press Release

For immediate release  
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## **Manulife Indonesia and Bank DBS Indonesia Launch MIWealthLink Optimax with an Extensive Range of Investment Fund Options**

**Jakarta**, Manulife Indonesia and Bank DBS Indonesia today announced the launch of a new unit-linked insurance product called MIWealthLink Optimax, a specially designed premium investment and insurance solution that addresses the customer need for all-round protection.

Public interest in insurance has continued to grow during the course of the pandemic, a trend highlighted in the Manulife Asia Care Survey released in early 2021. The survey found 43% of Indonesian respondents to be proactively looking for information on insurance products and services in response to the pandemic, a percentage substantially higher than in other Asian countries, for which the average was 32%.

Indonesia Life Insurance Association (AAJI) data confirm the strong appetite for such products: during the first half of 2021, the premium income of unit-linked insurance products totaled Rp64.44 trillion, representing 17% growth year-on-year. These products contributed 62% to the total premium income of life insurance, showing that unit-linked products are still in demand.

“We understand our customers’ growing and varying needs for protection and investment solutions. For that reason, Bank DBS Indonesia and Manulife Indonesia are offering a solution that can help customers achieve their financial goals. The product complements our line of bancassurance products that meet the needs of Bank DBS Indonesia’s customers in facing future uncertainties,” said Paulus Sutisna, President Director of PT Bank DBS Indonesia.

“Through our collaboration with Bank DBS Indonesia, we designed MIWealthLink Optimax, a comprehensive life insurance solution. This product offers the opportunity to grow cash value, as we are aware that the inflation rate rises year by year, including in Indonesia where the inflation rate has increased almost 5 percent per year on average since 2010.<sup>1</sup> We hope that through MIWealthLink Optimax our customers can have more options to meet their needs for protection solutions from Manulife and DBS,” said Ryan Charland, President Director & CEO of Manulife Indonesia.

MIWealthLink Optimax offers additional options as protection against inflation, whereby the insured amount is adjusted in line with the annual inflation rate. This solution also provides investment options in a variety of industry sectors, such as property and technology, including

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<sup>1</sup> 2020 inflation data, Statistics Indonesia (BPS)

health technology. With MIWealthLink Optimax, customers can enjoy the flexibility of adjusting their fund allocation according to their needs, risk profile, and financial goals.

MIWealthLink Optimax also offers the following benefits:

- Maturity Benefit in the accumulated policy value
- Loyalty Benefit
- Death benefit:
  - Death due to causes other than an accident: 200% of the premium paid and accumulated policy value
  - Death due to an accident: 400% of the premium paid and accumulated policy value

The variety of benefits enables customers to enjoy financial peace of mind, protection from life's risks, and be able to prepare their financial future to make every day better.

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### **About DBS**

DBS is a leading financial services group in Asia with a presence in 18 markets. Headquartered and listed in Singapore, DBS is in the three key Asian axes of growth: Greater China, Southeast Asia and South Asia. The bank's "AA-" and "Aa1" credit ratings are among the highest in the world.

Recognised for its global leadership, DBS has been named "[World's Best Bank](#)" by Euromoney, "[Global Bank of the Year](#)" by The Banker and "[Best Bank in the World](#)" by Global Finance. The bank is at the forefront of leveraging digital technology to shape the future of banking, having been named "[World's Best Digital Bank](#)" by Euromoney. In addition, DBS has been accorded the "[Safest Bank in Asia](#)" award by Global Finance for 13 consecutive years from 2009 to 2020.

DBS provides a full range of services in consumer, SME and corporate banking. As a bank born and bred in Asia, DBS understands the intricacies of doing business in the region's most dynamic markets. DBS is committed to building lasting relationships with customers, and positively impacting communities through supporting social enterprises, as it banks the Asian way. It has also established a SG50 million foundation to strengthen its corporate social responsibility efforts in Singapore and across Asia.

With its extensive network of operations in Asia and emphasis on engaging and empowering its staff, DBS presents exciting career opportunities. The bank acknowledges the passion, commitment, and can-do spirit in all of our 29,000 staff, representing over 40 nationalities. For more information, please visit [www.dbs.com](http://www.dbs.com).

### About Manulife

Manulife Financial Corporation is a leading international financial services provider that helps people make their decisions easier and lives better. With our global headquarters in Toronto, Canada, we provide financial advice and insurance, operating as Manulife across Canada, Asia, and Europe, and primarily as John Hancock in the United States. Through Manulife Investment Management, the global brand for our global wealth and asset management segment, we serve individuals, institutions and retirement plan members worldwide. At the end of 2020, we had more than 37,000 employees, over 118,000 agents, and thousands of distribution partners, serving over 30 million customers. As of September 30, 2021, we had CAD\$1.4 trillion (US\$1.1 trillion) in assets under management and administration, and in the previous 12 months we made CAD\$31.6 billion in payments to our customers. Our principal operations are in Asia and Canada, and the United States, where we have served customers for more than 155 years. We trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong. Not all offerings are available in all jurisdictions. For additional information, please visit [www.manulife.com](http://www.manulife.com)

### About Manulife Indonesia

Established in 1985, PT Asuransi Jiwa Manulife Indonesia (Manulife Indonesia) is part of Manulife Financial Corporation Group, a Canadian financial services group that operates in Asia, Canada and the United States. Manulife Indonesia offers a wide range of financial services, including life insurance, accident and health insurance, investment and pension plans to individual customers and group clients in Indonesia. Through a network of almost 11,000 employees and professional sales forces spread across 25 sales offices, Manulife Indonesia serves more than 2 million customers in Indonesia.

PT Asuransi Jiwa Manulife Indonesia is registered and supervised by the Otoritas Jasa Keuangan (OJK). To learn more about Manulife Indonesia, follow us on Facebook, Twitter, Instagram, YouTube, or visit [www.manulife.co.id](http://www.manulife.co.id).

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