

 HONG KONG

# Best Broker



Since its establishment in Hong Kong in 1988, Nova Insurance has always been focused on delivering the best risk and insurance solutions to its clients.

To cope with the business of its clients as more of them started investing outside Hong Kong, Nova expanded further into Macau and China. While people are talking about the opportunities in the Greater Bay Area in recent years, Nova is in fact a pioneer and had already set up Beijing Nova Insurance Services in China in 2003.

Beijing Nova has just received approval from the National Financial Regulatory Administration to add a new branch in Suzhou in Jiangsu province, which will be its fourth office in China in addition to Beijing, Shanghai and Guangzhou.

Nova Insurance Consultants in Hong Kong has a professional team with a good track record of handling large corporate risks and mega construction projects. The broker offers a one-stop shop for all types of insurance and it has handled numerous mega projects such as Victoria Dockside, 11 Skies and Kai Tak Sports Park.

It was ranked the largest local general insurance broker by Frost & Sullivan in 2023, out of 808 licensed brokers in the city.

In 2021, Nova was invited by the Hong Kong Insurance Authority (IA) as a partner of the Hong Kong Specialty Risks Consortium to support the Belt & Road Initiative.

Through global broker networks, Nova can serve its clients' insurance needs all over the world. This is a unique selling proposition for the broker, and it can handle both inward referral business from overseas broker partners and the overseas investments of its clients in Hong Kong and China.

Nova Insurance Consultants has enormous support from its parent company FSE Lifestyle Services, a service conglomerate listed on the Hong Kong Stock Exchange with 25,000 employees and an annual revenue of over HK\$7 billion.

Patrick Chan, managing director of Nova Insurance Group, said: "We are honoured to receive the recognition from InsuranceAsia News for the Best Broker of Hong Kong under the Country Awards for Excellence 2024, in particular, as this is the first year the category of "Best Broker" has been added."

"Hong Kong is a very competitive market with a large number of insurers and brokers and clients here are very demanding as it is indeed the world's 16th largest insurance market by gross premiums. For sure, the Nova team will always strive for excellence and offer the best services our clients deserve," he said.



**"We are honoured to receive the recognition from InsuranceAsia News for the Best Broker of Hong Kong under the Country Awards for Excellence 2024, in particular, as this is the first year the category of "Best Broker" has been added. Hong Kong is a very competitive market with over 800 licensed insurance brokers. It has never been easy for a local broker to have this achievement. A big thank you to the strong support from our clients, business partners and our parent company FSE Lifestyle Services Ltd!"**



**Patrick Chan**  
Managing Director