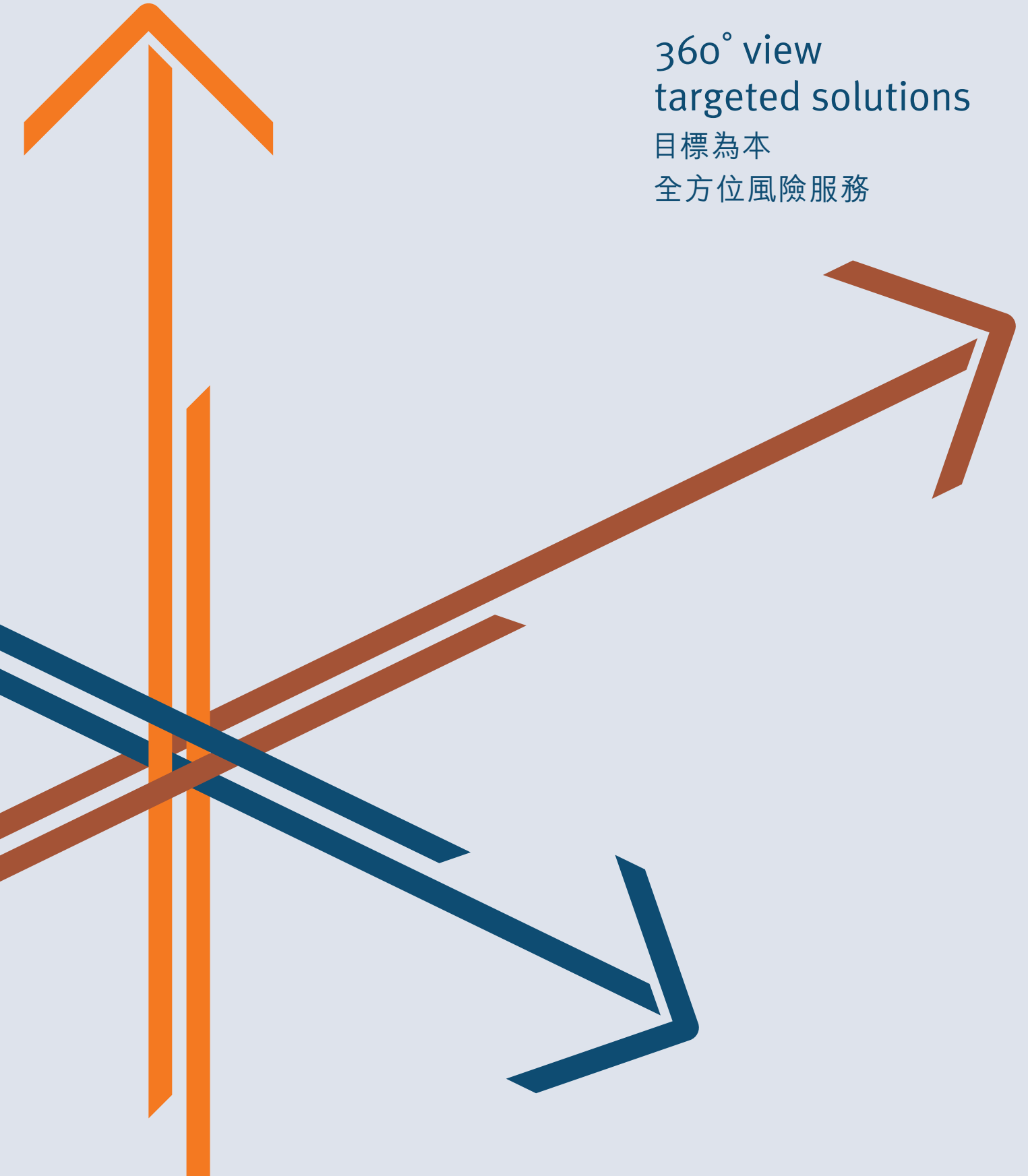


360° view  
targeted solutions

目標為本  
全方位風險服務



# Innovative, dynamic, experienced

## 創新、活力、專業

### Professional Services

### 專業服務

- Global and Regional Insurance Management Services  
全球及區域保險管理服務
- Insurance Management  
保險管理
- Risk Management  
風險管理
- Alternative Risk Financing  
另類風險管理
- Reinsurance Broking  
再保險經紀業務

#### 關於新域保險

自1988年起新域保險（前身為新世界保險）已經是一個充滿活力且備受尊崇的保險經紀集團的成員。1991年新域保險顧問有限公司正式成立。作為香港最具規模的獨立保險經紀公司之一，新域保險為個人及企業客戶提供一站式風險管理及保險解決方案。我們擁有一支資深的經紀及專家團隊，服務的客戶多為業內翹楚，其中包括國際酒店集團、上市公司、地產發展商、公共交通公司、製造商、貿易公司、電訊商、政府部門和機構以及非牟利團體等。我們安排的險種包括財產及責任險、建築工程險、金融險、水險、航空險及僱員福利計劃等。新域保險獲香港保險業監管局（「保監局」）發牌成為持牌保險經紀公司，而新域澳門分公司則獲澳門金融管理局發給保險經紀人牌照。新域同時在積金局註冊為強積金中介人。新域於2021年獲保監局邀請成為「香港特殊風險平台」的夥伴，支持保監局的倡議，為參予「一帶一路」項目的企業保駕護航。通過環球保險經紀公司網絡，我們更可服務世界各地客戶的保險需要。

#### 豐盛生活成員

新域保險為豐盛生活服務有限公司旗下全資附屬公司，為香港聯交所上市公司(股份代號：0331.HK)。

#### About Nova Insurance

Nova Insurance (formerly known as New World Insurance) has been a member of a dynamic and respected insurance broker group since 1988. In 1991, Nova Insurance Consultants Ltd was incorporated. Being one of the largest independent brokers in Hong Kong, we offer one-stop-shop risk management and insurance solutions to both corporate and individual clients. With a highly professional team of brokers and specialists, we serve many clients who are leaders within their industries including international hotel chains, publicly listed companies, property developers, public transportation companies, manufactories, trading companies, telecommunication companies, governmental departments / organizations and non-governmental organizations etc. Types of insurance we handle include Property & Casualty, construction, financial lines, marine, aviation and employee benefits. Nova holds an Insurance Broker Company License granted by the Insurance Authority (“IA”) while our Macau branch office is a licensed broker under AMCM (Monetary Authority of Macao). We are also a registered MPF Intermediary under MPFA. In 2021, Nova was invited by IA as a Partner of the Hong Kong Specialty Risks Consortium to support IA the Belt & Road Initiative. Through our global broker networks, we can serve our clients’ insurance needs all over the World.

#### A Member of FSE Lifestyle

Nova Insurance is a wholly owned subsidiary of FSE Lifestyle Services Limited, a listed company in the Hong Kong Stock Exchange (Stock Code: 0331.HK).

# Vision 願景

Better Life, Better Home,  
Better Quality to You Everyday.  
為您提供更優越的生活及  
建立更美好的家園。



# Mission 使命

We offer superior service, we create an  
integrated, convenient and safe living environment.  
我們提供優質服務，建立一個完備、便捷和安全的環境。

We are devoted to serve:

## Our CUSTOMERS

We provide  
customized service  
and maintain long  
term partnership.

我們真誠地為各界服務：

### 顧客

我們為客戶提供度身  
訂造服務，維繫長久  
互信夥伴關係。

## Our STAFF

We promote work-life  
balance and create  
a strong sense of  
belonging.

### 員工

我們崇尚工作及生  
活平衡，強化員工  
的歸屬感。

## Our COMMUNITY

We maintain  
sustainable  
development  
and contribute to  
community.

### 社區

我們力求持續  
發展，關愛社群。



# Core Values 核心價值

- |              |                      |        |               |
|--------------|----------------------|--------|---------------|
| • Quality    | We pursue Quality.   | • 優質服務 | 我們對大小事情，追求卓越。 |
| • Teamwork   | We work as a Team.   | • 團隊合作 | 我們群策群力，上下一心。  |
| • Integrity  | We pursue Integrity. | • 專業操守 | 我們秉持誠信及操守。    |
| • Caring     | We Care.             | • 關懷備至 | 我們包容、關懷備至。    |
| • Passion    | We are Passionate.   | • 窩心熱誠 | 我們對工作熱誠、力求完美。 |
| • Innovation | We are Innovative.   | • 創意創新 | 我們銳意創新。       |



# Global and Regional Insurance Management Services

全球及區域保險  
管理服務

## Protecting your interests globally

全球性計劃 保障您的利益 →

Through tailor-made insurance programmes, NOVA looks after your needs and protects your interests around the world. We use our extensive global network and bargaining power to secure the best combination of coverage, price and service for you.

**Mainland China** – our wholly owned subsidiary was established in 2003 to help broaden our business reach in China.

**Worldwide** – we are a member of Brokerslink ([www.brokerslink.com](http://www.brokerslink.com)), an active network with international brokerages in five continents to provide advanced solutions and effective management.

通過度身訂造的全球性保險計劃，新域保險全面照顧您的需要，保障您的利益。我們以強大的環球網絡及議價能力，確保您享有完善的保障、合理的價格和優質的服務。

**中國內地**—我們的全資附屬公司於2003年成立，為中國內地的廣大客戶和跨國企業提供服務。

**世界各地**—我們是Brokerslink全球保險經紀聯盟的會員（網址為[www.brokerslink.com](http://www.brokerslink.com)），在全球五大洲，我們已經和國際保險經紀公司建立網絡，提供創新的方案及卓有成效的管理。



Construction  
建築

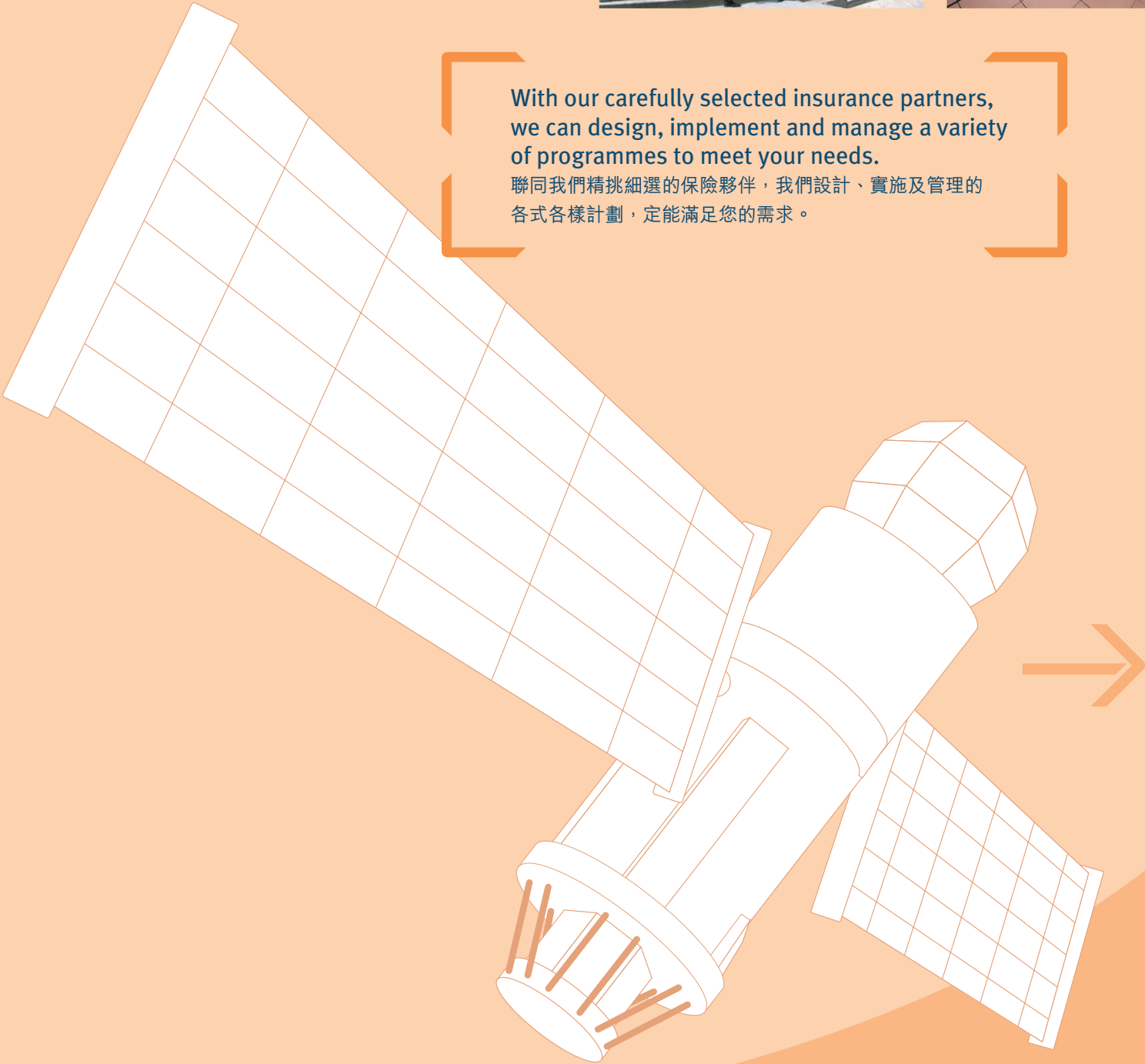


Laundry  
洗衣



With our carefully selected insurance partners,  
we can design, implement and manage a variety  
of programmes to meet your needs.

聯同我們精挑細選的保險夥伴，我們設計、實施及管理的  
各式各樣計劃，定能滿足您的需求。

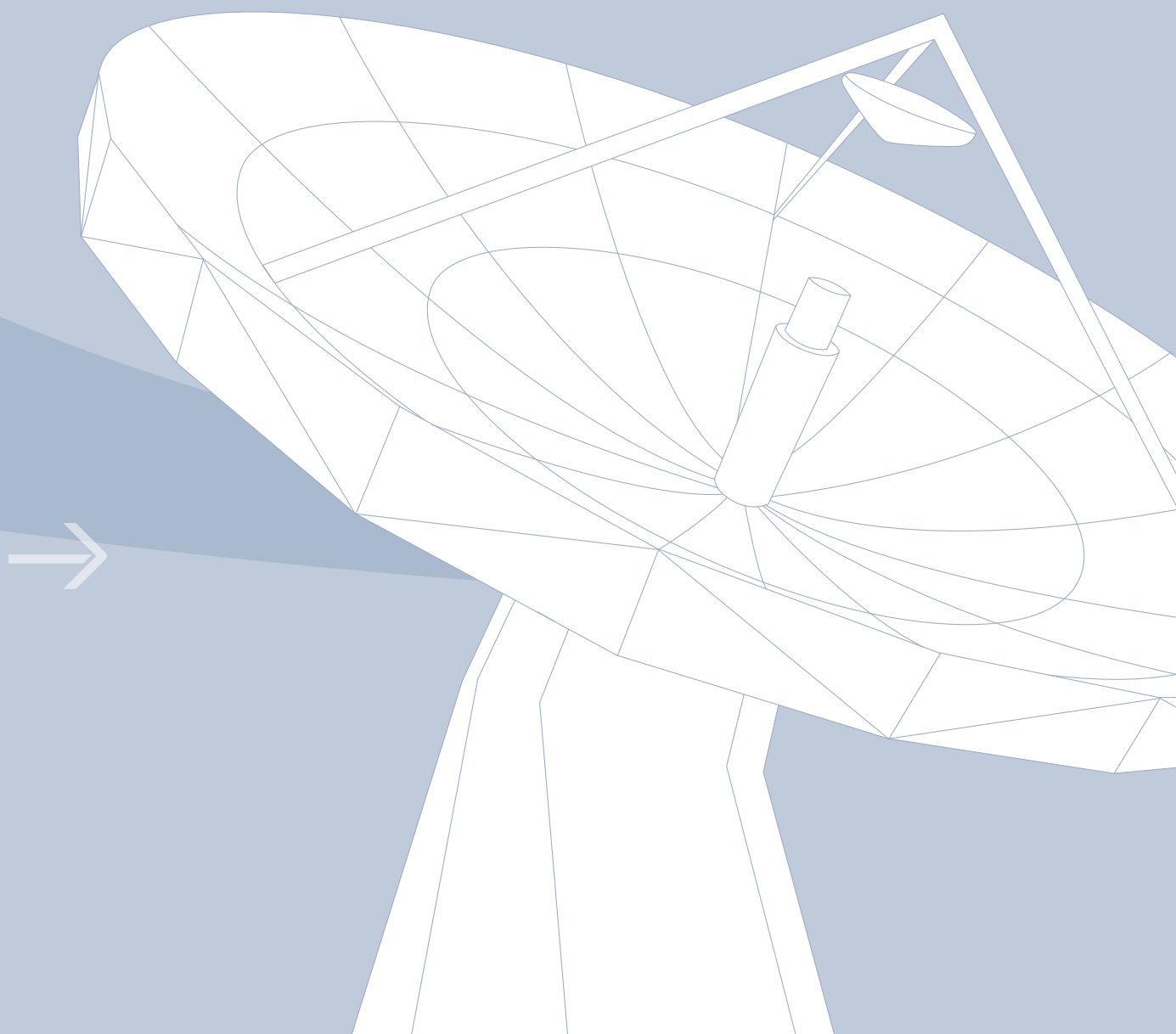


Insurance Management

保險管理

Sourcing the  
coverages you need

全力滿足您的保障需求 →



Logistic  
物流



Import and Export  
進出口



You can rely on NOVA to help you find the best insurance coverages at the most favourable rate. But that's not only part of the story; we also guide you every step of the way:

新域保險承諾讓您以優惠的價格，享有最佳保障。我們並且全程照顧您的需求：

1

### Invite 邀請

Invite quotations from a panel of qualified insurance companies  
邀請多家符合資格的保險公司提供報價

2

### Analyse 分析

Analyse the responses, terms and conditions  
仔細分析報價內容、條款及細則

3

### Advise 建議

Advise on the best choice  
建議最佳選擇

4

### Compile 編制

Compile an insurance manual for your company to follow  
編制保險手冊，以便貴公司查閱詳情

5

### If necessary 如有需要

If necessary, we can help you negotiate claims  
如有需要，我們可協助您索償

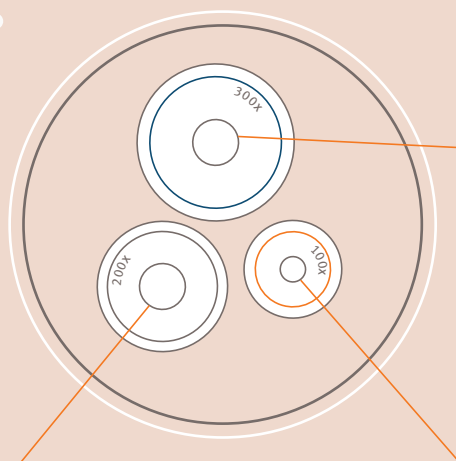
We spend a lot of time understanding your business so we can fully identify and coordinate your insurance requirements.

我們投放大量的時間去瞭解您的業務，確保全面評估和迎合您的保險需求。

# Customer by customer focus 專注客戶需要 →

Every business is different and so are the risks. That is why NOVA takes a focused look at your business from every angle applying the most sophisticated international business practices. It is our aim to:

隔行如隔山，風險亦千差萬別。因此我們運用成熟的國際商業經驗，從不同角度深入瞭解您的業務，我們致力於：



## Identify 識別

Identify the risks your company faces every day  
識別貴公司日常面對的風險

## Evaluate 評估

Evaluate the seriousness of the risks and potential for losses  
評估風險的嚴重性及潛在的損失

## Reduce 減低

Recommend ways to prevent, reduce or avoid the risks  
建議措施，以預防、減低和避免風險的出現

## If any risk remains

### 如風險仍然存在

Develop risk financing strategies (including risk retention and transfer) for the residual risks  
設立風險融資方案，包括風險自留及轉嫁策略



Electrical and Mechanical Engineering  
機電工程



Security  
保安服務



Property Management  
物業管理



In today's world, you have to guard against many threats to your business and try to reduce or eliminate any vulnerability.

在現今的世界，您須要防範於未然，為業務做好防護工作，以減少或消除任何潛在威脅。

# Alternative Risk Financing

## 另類風險管理

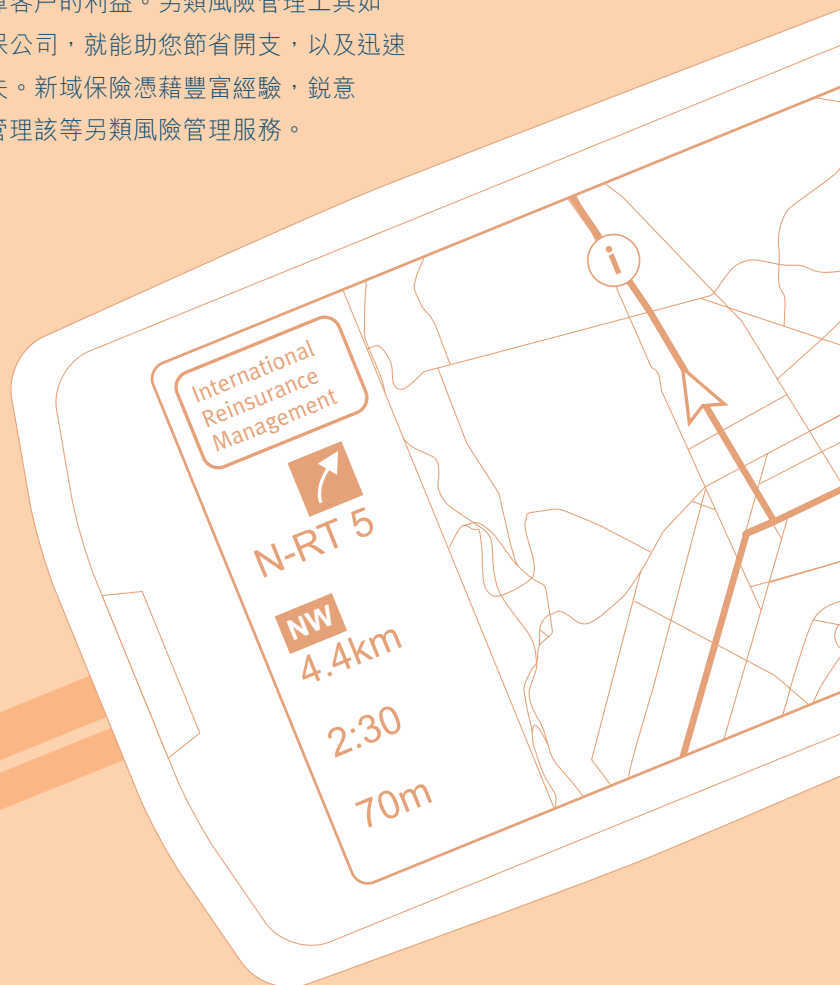
# Seeing beyond the usual 跨越傳統服務 →

The complex nature of business today means finding innovative solutions that are beyond the ordinary. Alternative risk financing vehicles, such as captive insurance companies, are designed to save your cost and speed up your recovery from loss. NOVA has a wealth of experience in creating and managing these entities.

現今商業營運錯綜複雜，唯有推陳出新才能全面保障客戶的利益。另類風險管理工具如專屬自保公司，就能助您節省開支，以及迅速彌補損失。新域保險憑藉豐富經驗，銳意創造及管理該等另類風險管理服務。



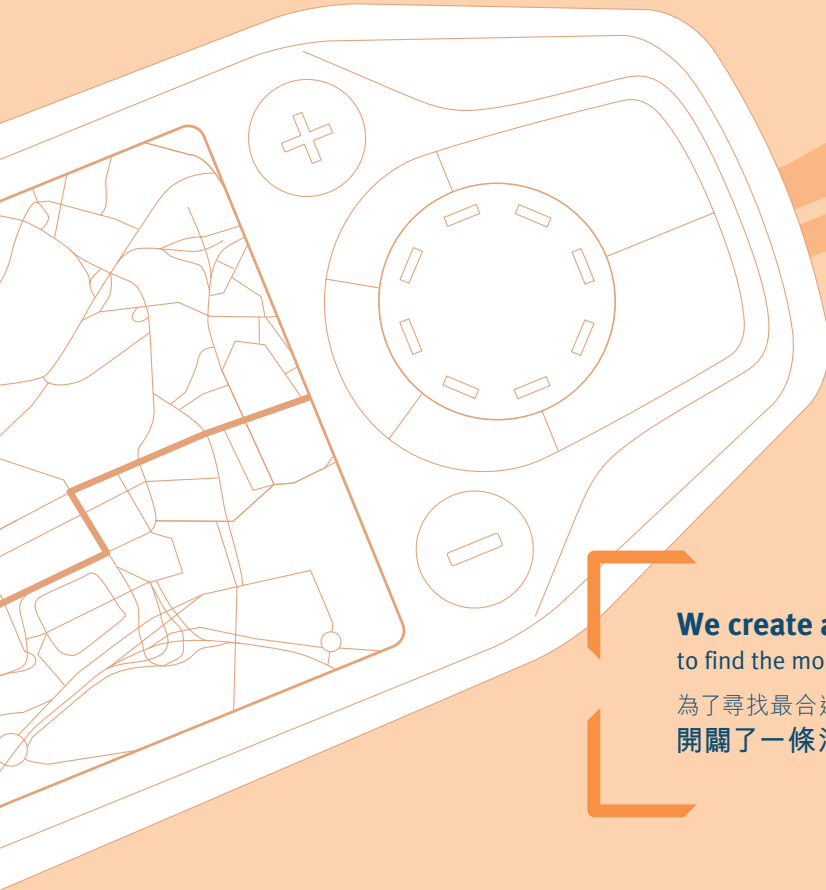
Roads  
道路



Marine Hull & Cargo  
海洋運輸貨物



Tunnel  
隧道



**We create a clear path**  
to find the most suitable solutions.

為了尋找最合適的方案，我們  
開闢了一條清晰的路徑。

## Reinsurance Broking

## 再保險經紀業務

# Maximising the economic benefit

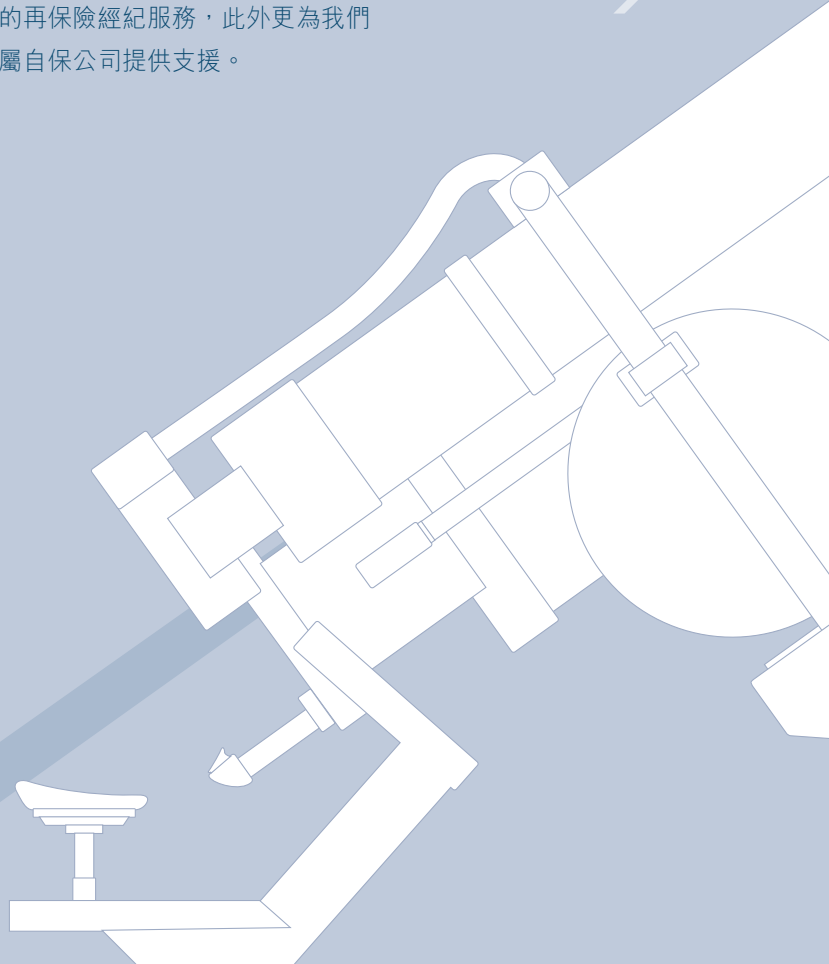
## 謀求最高經濟效益 →

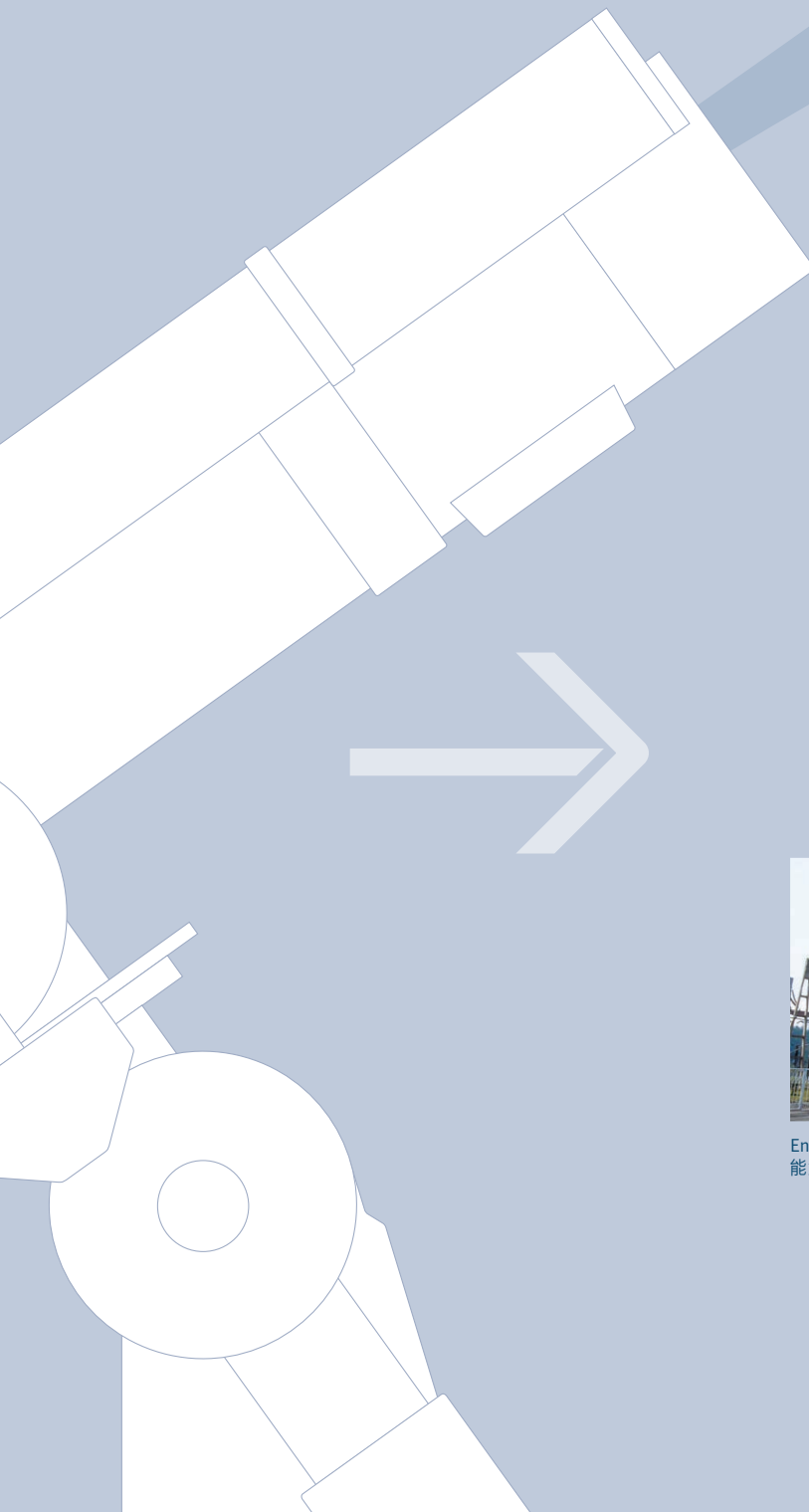
Another specialised area of our expertise is reinsurance, which is an agreement between insurance and reinsurance companies to apportion the risk of loss and maximise your economic benefit. We offer a full range of reinsurance services through our subsidiary – International Reinsurance Management Limited. It provides reinsurance broking for insurers and reinsurers, and also supports the captive insurance companies we manage.

再保險是保險公司和再保險公司共同分擔風險的協議，是我們另一項專長的服務，旨在為您謀求最大的經濟效益。我們透過附屬公司——國際再保管理有限公司，為保險及再保險機構提供全面的再保險經紀服務，此外更為我們管理的專屬自保公司提供支援。



Mining  
礦業





Ports  
港口



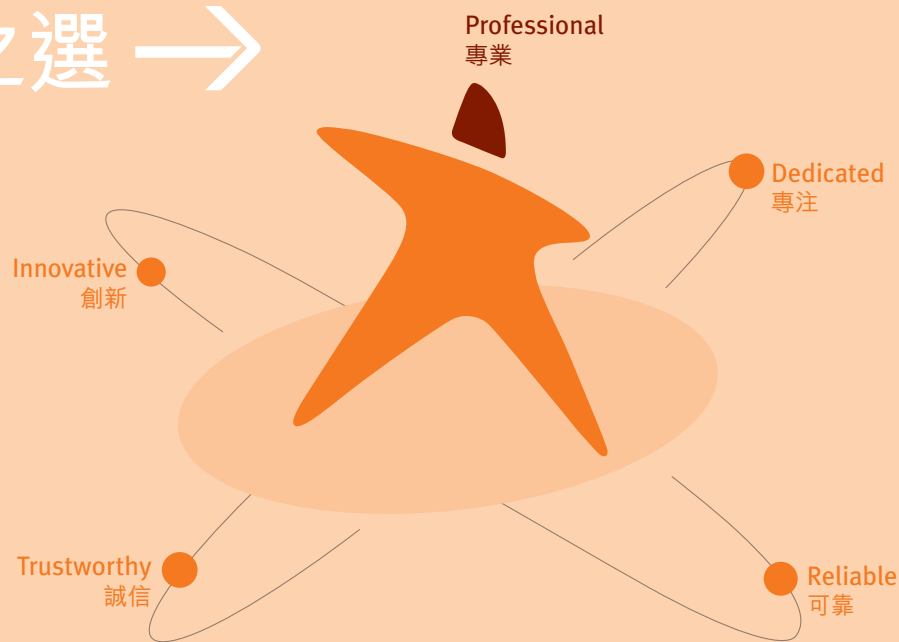
Energy  
能源



Water Plant  
水廠

# People you can trust

信心之選 →



Few businesses are more focused around people than insurance. Much of our success is due to the dedicated team of professionals who serve you. They combine the best of experience and knowledge with energy and motivation.

Everyone is committed to nurturing close client relationships so we can deliver innovative solutions and top-notch service.

At the same time, NOVA is very serious about nurturing the careers of its people. We provide regular training and peer mentoring to help them learn, grow and reach their potential. We are proud of our staff and value each one's contribution.

我們一向以人為本，所取得的成功完全有賴於專注為您服務的資深隊伍，他們擁有豐富經驗及專業知識，充滿活力和熱誠，與客戶建立密切的關係，提供創新方案及頂級服務。

新域保險重視培育人才，讓他們事業有所成就。我們提供定期培訓，同事間互相指導，讓員工從中學習、成長、發揮潛能，盡展所長。我們重視他們對公司所作的貢獻，並為此而感到驕傲。



360° view  
targeted solutions

目標為本  
全方位風險服務

