



LABUAN OFFSHORE FINANCIAL SERVICES AUTHORITY

Dr. Awang Adek Hussin  
Director-General

1998/1/INS

1 July 1998

TO ALL OFFSHORE INSURANCE  
AND INSURANCE RELATED COMPANIES

Dear Sir/Madam,

**Physical Presence Requirement for Offshore  
Insurance and Insurance Related Companies**

This is to inform that all offshore insurance and insurance related companies in Labuan are required to establish a **Management Office** in Labuan if they wish to open a Marketing Office in Kuala Lumpur. In addition, the number of staff in the Management Office in Labuan must balance the number of staff in the Marketing Office in Kuala Lumpur.

2. However, the above requirement is not applicable to offshore insurance captives in Labuan. It is also not applicable to offshore insurance brokers subject to a review at a later stage.

3. Nevertheless, due to their nature of business, offshore insurance managers and underwriters are required to establish a Management Office in Labuan even though they do not open a Marketing Office in Kuala Lumpur.

Please be guided accordingly.

Yours sincerely,