



**ALLIANZ**  
**MULTINATIONAL**  
**YOUR WORLD IS**  
**OUR BUSINESS**

**Allianz** 

# ABOUT ALLIANZ MULTINATIONAL

**In a world where business and trade opportunities are constantly evolving, companies large and small are broadening their horizons in pursuit of new markets and consumers. In turn, the changing global risk landscape means a sharper focus on tailored risk management and insurance solutions with related services for both commercial and corporate customers.**



Allianz Multinational draws on our considerable experience in insurance program design and management to deliver a range of global products and services which are sympathetic to clients of differing size, spread and risk profile. From coordinated stand-alone local placements to fully integrated International Insurance Programs, we adopt a modular approach to program design to ensure our clients are fully covered wherever their business takes them.

Our extensive global network comprising Allianz offices and carefully selected partners offers a wealth of underwriting, risk management, policy servicing and claims expertise. Together we strive to provide maximum peace of mind in the most flexible, cost-effective and efficient way – global service excellence backed by the established strength and stability of the Allianz Group.



# GLOBALIZATION IS A CHALLENGE....

## COMPLEXITIES FACED BY INTERNATIONAL COMPANIES

International business in the 21st century continues to undergo rapid change and the nature of risk is fundamentally evolving. Some of the key issues impacting strategic decision-making are:

- Mergers, acquisitions and joint ventures across diverse cultures
- Potential exposure from outsourcing activities
- Vertical and horizontal integration and accelerated supply chains
- Global interdependencies between suppliers, customers and business partners
- Increased regulation and the need for more transparency and corporate governance
- Inconsistencies and contradictions flowing from local insurance regulations and fiscal law
- Increased potential for international litigation stemming from new laws and enhanced consumer protection
- Pressure to improve the efficiency and effectiveness of risk management
- New and emerging risks, e.g. cyber, product recall, environmental impairment



## ...BUT ALSO AN OPPORTUNITY!

### FINDING THE BEST SOLUTIONS TO FIT BUSINESS NEEDS

As companies expand their footprints and as their risk awareness matures, many will move towards a more centralized approach to risk control, aligned with a clear strategy of insurance buying. In turn, global risk transfer solutions are becoming more popular and insurance carriers are expected to provide tailored solutions combining global protection with the ability to deliver locally.

This presents the opportunity for businesses to consider:

- How they wish to structure their risk management model
- What level of guidelines, practices and procedures they wish to adopt
- To what extent these should be integrated into the financial framework of a company

A well designed structure can complement the effective local delivery of a global risk management framework.

# COMPLIANCE WILL ALWAYS BE PARAMOUNT...

WITH MULTIPLE LEGAL, ACCOUNTING AND TAX REGIMES WORLDWIDE, DECISIONS ON AN ADEQUATE INTERNATIONAL INSURANCE STRUCTURE REQUIRE CAREFUL EVALUATION.

Many governments seek to regulate the purchase of insurance or supervise insurance markets as a matter of overall public interest in order to achieve the following objectives:

- Protection of policyholder interests
- Maintaining solvency and local insurance market stability
- Ensuring confidence in the insurance sector
- Securing availability of insurance and retaining premiums within the territory
- Allowing local markets to develop, so that they can compete with multinational carriers



Each country or state has its own regulatory requirements, which determine how a resident, domestic company or permanent establishment of that country or state is able to buy insurance. Regulations mandate, in almost all countries, that risks domiciled in a territory need to be insured with a carrier that is admitted or licensed there – although rare exceptions exist whereby insurance can be purchased on a cross border basis from insurers not licensed in a country, for example insurance for risks of special industries or hazards.

Another significant factor for companies to consider in a global insurance placement is the differing application of local accounting principles and tax laws. Not only must relevant insurance premium taxes, insurance pool levies and fees be applied, but insurance-related expenses and the proceeds of claims settlements also need to conform to established accounting principles and be incorporated into a company's income tax returns.

# ...BUT IS NOT THE ONLY CONSIDERATION.

THE AIM IS A COMPREHENSIVE, CONSISTENT AND COMPLIANT SOLUTION THAT COVERS ALL THE MAIN RISKS IN A COST-EFFECTIVE WAY.

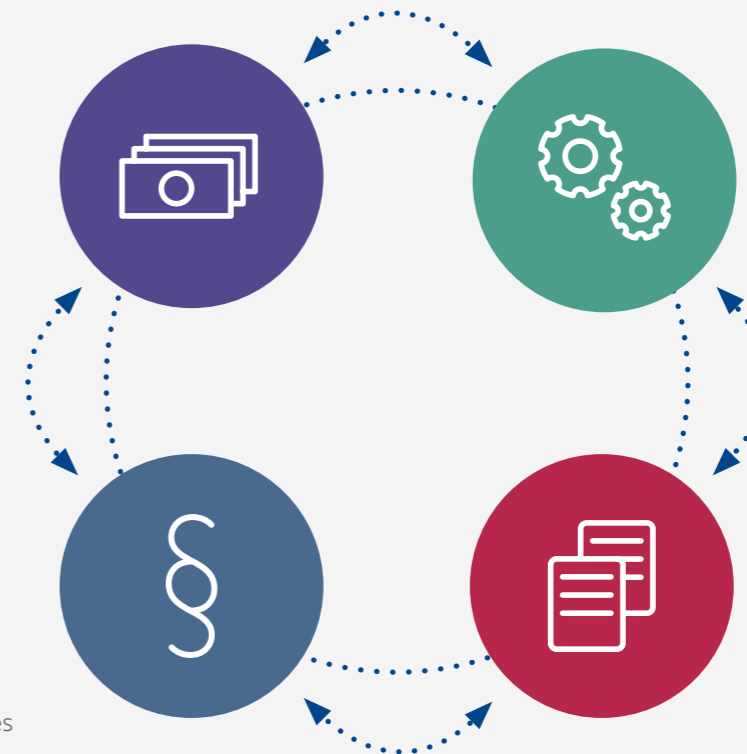


## COST

Improving efficiency and effectiveness through economies of scale and scope by way of central purchasing and administration

## CONTROL

Delivering a holistic insurance placement, claims and management process across all locations which is centrally coordinated and provides transparency and oversight to ensure effective quality control



## COMPLIANCE

Ensuring that local policies and centrally provided services comply fully with local regulatory and tax considerations

## COVERAGE

Ensuring comprehensive coverage of relevant risks through a combination of a master program and locally aligned policies



# A RANGE OF TAILORED INSURANCE SOLUTIONS AND SERVICES...

**ALLIANZ MULTINATIONAL SOLUTIONS FOR COMMERCIAL AND CORPORATE CUSTOMERS. ALLIANZ IS AT YOUR SIDE AS YOUR BUSINESS GROWS.**

Allianz has an established reputation as a leading provider of tailor-made programs for multinational clients. It builds on decades of competence and utilizes expertise from around the globe.

Allianz Multinational offers a client centric approach which responds to the cross border exposures of our clients while taking into account the regulatory and fiscal framework in which they are operating. Our solutions range from stand-alone local policies that can be enhanced via DIC/DIL (Difference in Conditions & Difference in Limits) to a centrally coordinated and fully integrated International Insurance Program.

Moreover, by maintaining a comprehensive and clear understanding of local insurance laws and practices, we ensure that compliance is front and center of every program solution.

## ...DESIGNED TO DELIVER THE ULTIMATE SECURITY FOR YOUR BUSINESS.



**It is possible to adopt different program designs depending on how clients structure their business and their insurance buying priorities. The options are:**

### **Stand-alone local policies worldwide**

Locally admitted policies are issued by Allianz offices or our strategic service partners. The premium calculation and allocation responds to local exposure, and specific legal and regulatory market features are fully embraced. Local handling requirements for taxes, levies and fees are followed but there is no pooling by way of reinsurance agreement to optimize the scope of cover. This approach may be considered by clients that have opted for less financial integration or less central control of cost and risk management.

### **International Insurance Program (IIP)/ Controlled Master Program**

At the other end of the scale is a centrally coordinated and integrated IIP. In compliance with relevant insurance regulations, locally admitted policies are arranged in all countries, responding to a client's specific risk and exposure. A global Master Cover, providing umbrella DIC/DIL (Difference in Conditions & Difference in Limits) protection is then designed to absorb or leverage coverage gaps at the local level, again with due deference to local regulations. The worldwide scope of coverage as well as the detailed structure is always developed jointly with the client.

Local policies are placed within the Allianz owned office network or with our strategic service partners, based on the following principles:

- Accurate reflection of local risk and exposure
- Scope of cover related to best market standard and local market capacity
- Maximum possible alignment to global cover
- Compliance with local compulsory insurance or special requirements
- Adherence to local rules for taxes, levies and fees

Local covers are aligned to the Master Cover via a reinsurance agreement (with due regard to any local retention rules), resulting in the optimization of the overall scope of terms and conditions to achieve the desired corporate protection.

### **Freedom of Services (FOS)**

Our Allianz entities established in the European Union (EU), can offer insurance coverage within these markets and the European Economic Area (EEA) in accordance with the "Passporting Principles" of Home Country Control/ Supervision.

Under these principles, insurers can offer cross border insurance provided that they have applied for and obtained a FOS license via their home state regulator.

- Availability of admitted cover for 28 EU and 3 EEA countries
- Compliance with country specific tax and compulsory insurance rules
- Adoption of local tax legislation, with central coordination of insurance premium tax transfer

# A COMPREHENSIVE SERVICE PROPOSITION...

## ...DELIVERED BY OUR MARKET-LEADING NETWORK.

- ALLIANZ OFFICES IN MORE THAN 70 COUNTRIES
- GLOBAL SERVICING NETWORK COMPRISING OVER 200 COUNTRIES AND TERRITORIES

### Claims

Allianz Group has an established market reputation as a claims leader, but more than this we aim to stand out by making claims a key service differentiator. Our claims experts across the globe include technically qualified engineers, lawyers and industry specialists fully equipped to handle all claims – from the simple to the most complex. We can also count on long established relationships with leading external legal and loss adjusting firms. What's more, we always encourage a full dialogue with clients and agree on tailored "Claims Protocols" which define our bespoke claims delivery and support three-way communication.

Our multidisciplinary team of engineers and experts is able to provide clients with tailor-made solutions across all industry sectors, covering the full range of expertise from Property Damage and Business Interruption to Construction and Civil Engineering to Health and Safety, as well as quality control aspects of Public, Products and Environmental Liability. Services are backed by IT systems which collate survey information and monitor risks.

### Risk Consulting & Loss Control Engineering Services

We believe that only by striving to understand each client's individual requirements we can help them to reduce and manage risk.

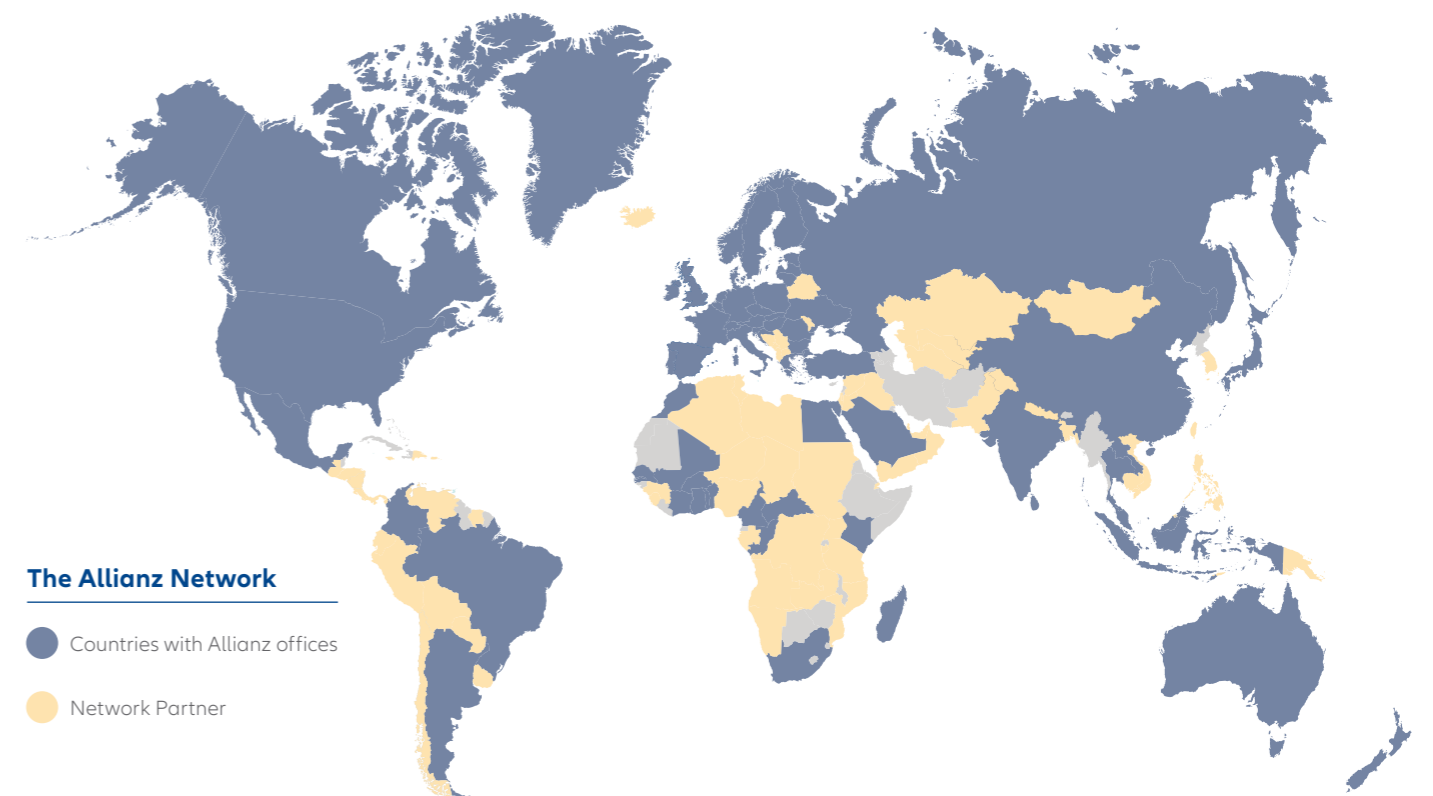
When risk consultancy is included as part of the international proposal, an Allianz loss-control engineer provides a single point of contact and facilitates access to a global network of risk consultants.



**A core element which sets Allianz apart is our worldwide reach. Our network of owned entities is combined with carefully selected service partners to create one of the largest global footprints.**

The right choice of network partners is critical and we adhere to a very strict set of selection criteria which includes:

- Experience in commercial and corporate lines insurance
- Recognized local market profile and expertise
- Commitment to high performance standards and claims service
- Compliance with minimum financial security threshold
- Passing due diligence checks



# MAKING MULTINATIONAL SERVICES WORK REQUIRES COOPERATION...

STRUCTURED IMPLEMENTATION AND COMMITMENT TO COMMUNICATION



The successful set-up and management of an Allianz Multinational solution relies upon a strong bond among the three parties to the agreement, i.e. client, intermediary and insurer, and each has the responsibility to exchange or share key data and program information. We are committed to bringing all parties together at an early stage to agree the roles and responsibilities of each and to set the agenda for future interaction. Understanding the key program drivers and setting defined team expectations up front brings clarity, consistency and quality to Allianz Multinational.

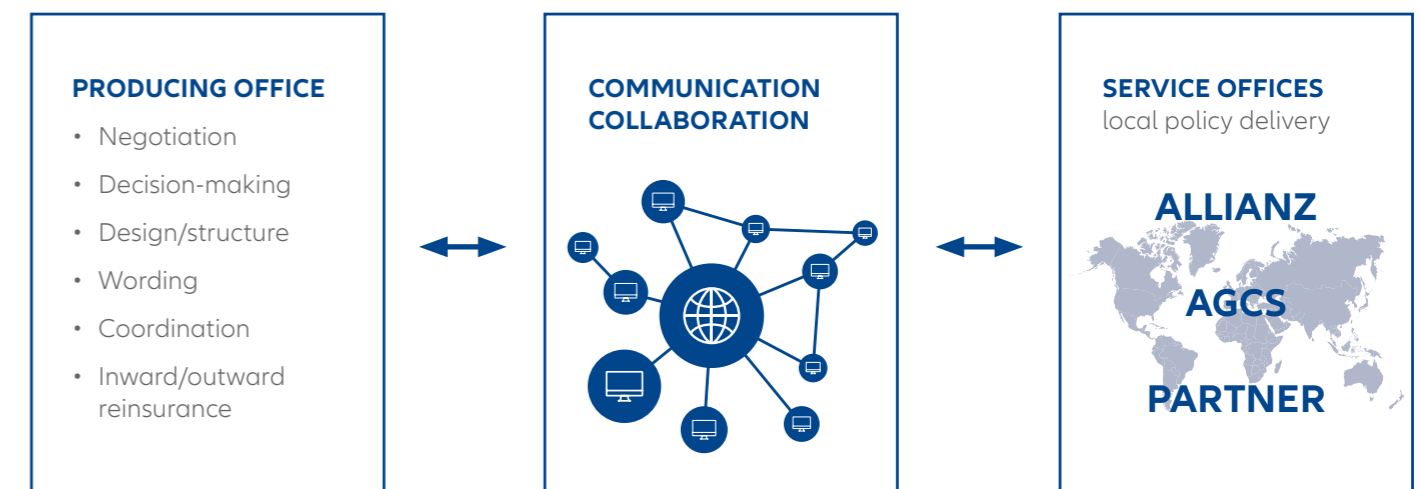
### Imperatives for success in an Allianz Multinational solution:

- Agreement and monitoring of implementation milestones
- Clear communication of results
- Scheduling of regular three-way engagement

# ...BACKED BY A STRONG ALLIANZ TEAM AND ROBUST SYSTEMS.

DEDICATED PROCESSES THAT SUPPORT EFFECTIVE DELIVERY ACROSS OUR INTERNATIONAL NETWORK

- Central process control of coordinated programs (quote, initial set-up, renewal)
- Records of information on policies and claims in one central system
- Global overview of communication related to contracts and claims
- Comprehensive information about country contacts and regulations
- Local Service Coordinators and Best Practice Standards measurement





# ABOUT ALLIANZ

## Allianz Group

In partnership with our clients and intermediaries Allianz has created one of the world's strongest financial communities. Over 86 million retail, commercial and corporate clients have put their trust in Allianz to provide the technical insurance expertise, global reach and financial stability that helps them to identify, mitigate and manage their changing risks and to make the most of emerging and sustainable business opportunities. The goal of our 140,000 employees is to ensure that we put the customer at the heart of everything we do, thereby delivering superior value throughout the customer journey.

- Over 86 million customers
- 140,000 employees
- Comprehensive global servicing network comprising over 200 countries and territories
- Allianz entities in more than 70 countries



**Allianz Multinational solutions are offered by AGCS for large corporate & specialty risks and by local Allianz offices for small and medium-sized companies.**

**Allianz Global Corporate & Specialty (AGCS) – our center of expertise for large corporate and specialty risks within Allianz Group.**

AGCS provides global business insurance for more than half of the Fortune Global 500 companies and for most leading marine and aviation enterprises. Our market-leading capacity allows us to underwrite the largest risks in corporate and specialty insurance.

AGCS offers clients specialized global insurance solutions across all major lines (Property, Liability, Financial Lines, Engineering, Marine, Energy, Aviation and Entertainment) and is supported by expert Claims and Risk Consulting teams. AGCS also has a long history in providing captive and fronting services, as well as alternative risk transfer programs.

**Local Allianz entities – strong expertise around commercial insurance needs for small and medium-sized businesses**

As a leader in business insurance, Allianz has a deep understanding of technical requirements and customer needs.

Our knowledge and expertise has been developed through many years of experience providing insurance solutions in markets around the world.

Our products are specifically designed to suit the needs of small and medium-sized businesses and give our clients the flexibility to choose from a wide range of covers, providing tailored protection that any organization conducting business may require.

**To find out how Allianz Multinational can benefit you and your business please contact your local Allianz representative or contact: [allianzmultinational@allianz.com](mailto:allianzmultinational@allianz.com)**



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