

Allianz Multinational

Our vision is clear: we are committed to becoming the most trusted leader of Multinational programs in the market.

In 2021, Allianz Global Corporate & Speciality (AGCS) **delivered on its strategic goals and return to profitability**, to secure the basis for future sustainable growth. Now, in 2022 and beyond, we are ready and motivated to **build upon this strong foundation at speed**. Our Multinational program offering is a key driver of this growth strategy.

In order to meet our ambition:

- ✔ We are **evolving our multi-line product suite and network performance levels** to ensure we can deliver high quality, consistently serviced solutions, leveraging both traditional and alternative risk transfer as well as captive solutions.
- ✔ We know how important program delivery is to our customers, so we are **further strengthening our technical competences** and rolling out new digital platforms to enhance their experience.
- ✔ We have **optimized our organization mirroring the needs of our clients and brokers**, both on a global level and in our six regional units.

At a glance



2,400+ global programs including 20,000+ local policies.



9,500+ Multinational claims handled annually by 650+ experienced claims adjusters and 260+ risk engineers.



Market-leading capacity to handle the largest and most complex risks.



Broad global network to service clients and issue policies in 200+ territories.



4,250 employees in 70 offices worldwide with over 83 nationalities.



ESG integrated into our underwriting via industry-leading rules and tools.



Part of the wider Allianz Group, one of the leading integrated financial services providers worldwide.



Full range of captive solutions across unbundled and risk transfer fronting.



200+ territories

70 offices

Strengthened global network

Our network comprised of owned insurers and best-in-class network partners ensures that we can structure global programs matched to your needs:

Enhancements

- **ONE Network:** We are further investing in our capabilities by bringing together our regional and multinational network teams.
- **Expansion** into new growing markets further bolstering the largest insurer footprint in the world.

Customer Benefits:

This will allow us to improve the overall efficiency of our servicing as well expanding the breadth of coverage into new territories.



10,000+

corporate relationships across the Allianz Group

Integrated cross-Allianz solutions

We are more than AGCS. We are part of the Allianz Group which includes a multitude of global insurance, credit, investment and assistance entities.

Enhancements

As per our optimization we have embedded our **Global Captive Solutions** unit within our Multinational business, providing a full range of captive fronting offerings.

Customer Benefits:

An unmatched one-stop shop: a global network with an integrated solution.



2,400+

global programs, spanning

20,000+ local policies

Optimized customer journey

Our global team of multinational experts takes a holistic approach to customer service that ranges from understanding our clients' specific needs and risk profile to designing a tailor-made solution, implementing a service model, handling claims, and providing risk consulting services.

Enhancements

- Multinational has been revitalized and integrated fully within our **market-facing activities**.
- **Investing in our people** with several key new leadership appointments across the business, both globally and in the six regional units.
- **Enhancing service delivery** by simplifying processes including digital capabilities.

Customer Benefits:

In positioning Multinational as a core market segment, our customers will feel the service enhancements end-to-end, from implementation and delivery to risk consulting and claims.



650+ Claims adjusters

260+ Risk consulting engineers

165k+ Claims handled per year

17 Claims global practice groups

Expertise in risk & claims management

We are already renowned for our technical expertise and delivering to our clients in their moments of need.

Enhancements

Including this expertise **front and centre** to create a culture of excellence at all crucial points of the multinational service chain.

Customer Benefits:

Our knowledge and experience is a resource for our clients to better manage their risks within a global program context.

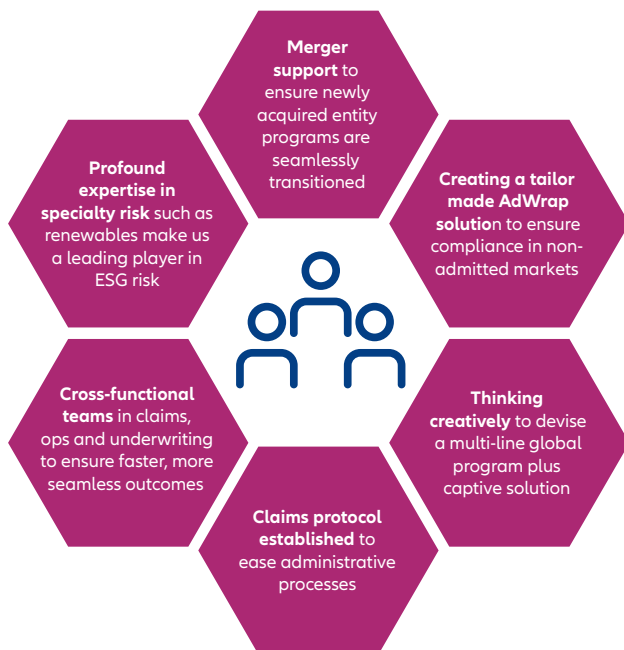
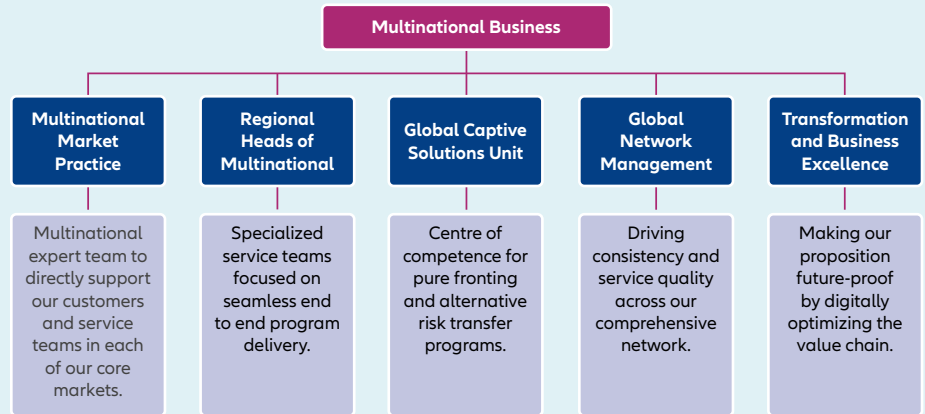
A new organization

A new organizational set up and leadership team focused on enhancing all aspects of our offering:

“This is a very exciting time for Multinational, as we revamp our capabilities with a focus on delivering best in class products and services to meet and exceed our clients’ expectations.”

Guy Money

Global Head of Multinational Business



Client-centric innovation

We take pride in going above and beyond for our Multinational customers.

We know how to deploy our expertise to think creativity and act flexibility in the development and servicing of our global programs.

Trusted by our partners

Our Multinational customers value the breadth and depth of our services, as expressed by these direct quotes from global risk managers:



We experienced increased efficiencies in global program execution which is the key expectation of a risk manager while opting for a global program.

Efficiency in execution



AGCS can provide a multitude of global solutions within their international programs.

Multi-solution capabilities

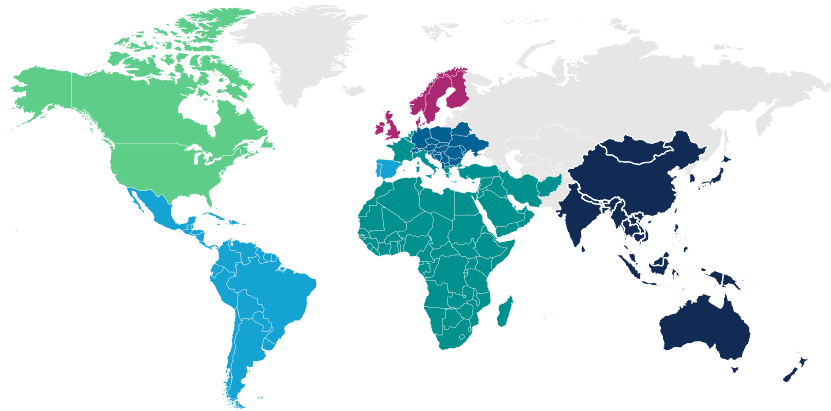


Professional risk management capabilities and a sound global network.

Global technical competence

A global presence

AGCS is truly global. When you partner with us, you partner with Allianz Group. We are there, wherever and whenever you need us.



- Regional Unit North America
- Regional Unit Ibero/Latam
- Regional Unit Mediterranean & Africa
- Regional Unit London & Nordics
- Regional Unit Central & Eastern Europe
- Regional Unit Asia Pacific

Financially strong

AGCS continues on the right path to delivering sustainable growth and remains one of the highest rated global Property & Casualty insurers as affirmed by our **AA S&P rating** and **151% solvency ratio as at Q4 2021**.

€Mn/Percent	FY 2021	Q1 2022
Gross Premiums	€9,486mn	€3,025mn
Operating Profit	€366mn	€134mn
Combined Ratio	97.5%	95.0%

Allianz Group in numbers



100+ mn
customers¹



70+
countries served



150,000+
employees



€ 140.5 bn
total revenues



€ 1,712 bn
total third-party assets
under management



€ 10.8 bn
operating profit



7%
increase in brand value
(USD 12.9 bn for 2020)



No. 1
insurer in the 2020 & 2019 Interbrand
Best Global Brand Rankings

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