



We are Allianz Commercial

One global strategy powered by local execution

Allianz Global Corporate & Specialty SE has joined forces with the commercial insurance business of local Allianz Property & Casualty (P&C) entities to offer insurance solutions for mid-sized businesses, large enterprises and specialist risks. Our commercial businesses have been brought together in ONE global model under a unifying name: **Allianz Commercial**. Powered by the employees, financial strength, and network of the world's #1 insurance brand, we work together to help our customers prepare for what's ahead.

What changes?



One commercial strategy, globally coordinated, locally delivered



One face to the market under a new trade name, one global model, and one local lead



One coherent underwriting appetite and target portfolio, with a cross-segment growth approach

What remains?



Market delivery remains local, ensuring customer proximity



Legal entities and ratings remain unchanged

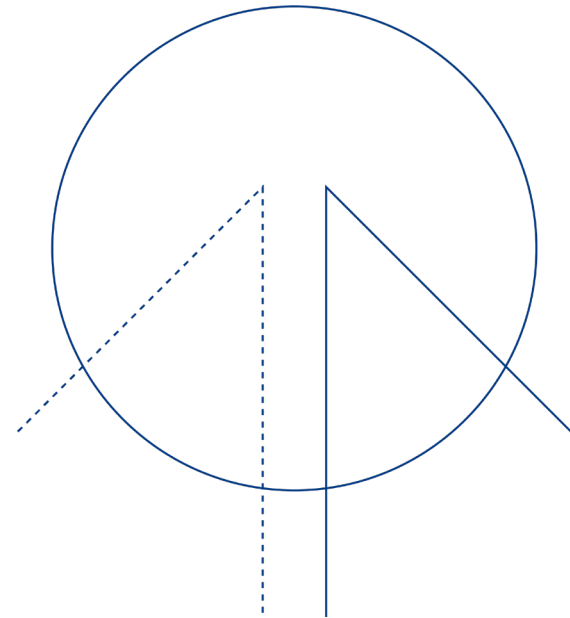


Full trading authority remains unchanged

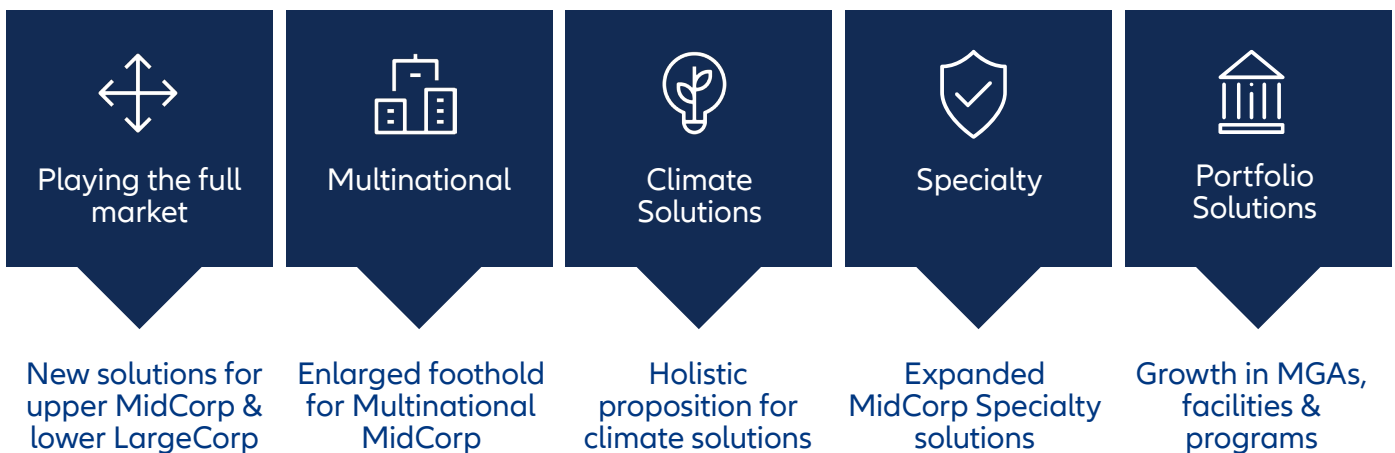
→ Visit our new website: commercial.allianz.com

Key benefits for our clients and brokers

- **One commercial lead** per region to represent the business, simplifying your experience
- **Clarity** in our approach and offering will drive **efficiency, time to market and execution speed**
- **Commercial experts** focused on trading, underwriting, and customer delivery **bundling expertise**
- **Simplified access** through **coordinated distribution, client management teams and empowered underwriting**
- **Consistent global underwriting appetite and approach** with market-leading solutions across the full spectrum of traditional and alternative risks transfer solutions
- **Specialty and wholesale business** delivered with **one global approach** via **hubs for large and complex risks**
- Playing the full market from **national mid-sized companies** to the **largest multinationals** with a **comprehensive and dynamic range of solutions**



Targeted growth strategy and risk appetite

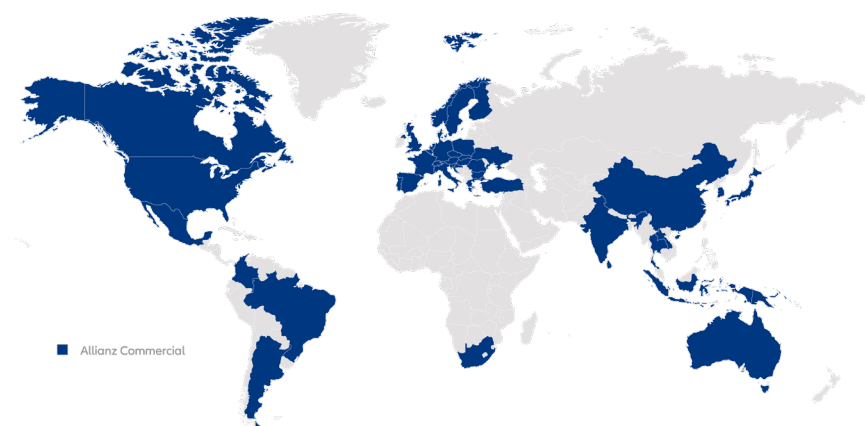


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Allianz Commercial regional set-up

11 new regional units of Allianz Commercial

Allianz Commercial is moving to a new structure with 11 new regions which brings together the current six regional units of AGCS with Allianz's national commercial businesses. Each region is led by one Commercial Managing Director representing the integrated Allianz Commercial business to customers and distribution partners with a more consistent trading approach and a wider set of solutions. These regions have been designed to reflect market characteristics, broker and distribution practices, and geographic proximity and work with Allianz offices or network partners in over 200 countries and territories to service clients worldwide.



Asia: China, Hong Kong, India, Indonesia, Japan, Malaysia, Sri Lanka, Singapore, South Korea, Laos, Thailand
Australia: Australia
Benelux & Nordics: Belgium, Netherlands, and Nordic countries
Central Europe (CE): Austria, Poland, Hungary, Czech Republic, Slovakia, Bulgaria, Romania, Croatia, Slovenia, Ukraine
France: France, South Africa
Germany & Switzerland: Germany, Switzerland, Liechtenstein
Iberia: Spain, Portugal
Latin America: Argentina, Brazil, Colombia, Mexico
North America: Bermuda, Canada, USA
Southern Europe: Greece, Italy, Turkey
United Kingdom: United Kingdom

Allianz Commercial Regional Managing Directors



Christian Sandric
Asia



Phuong Ly
Australia



Elke Vagenende
Benelux & Nordics



Stefanie Thiem
Central Europe (CE)



Patrick Thiels
France



Michael Furtschegger
Germany & Switzerland (GER/SUI)



Agustin de la Cuerda
Iberia



David Colmenares
Latin America



Tracy Ryan
North America



Marco Vincenzi
South Europe



Nadia Côté
United Kingdom