

# MULTINATIONAL SOLUTIONS



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**Allianz** 

# OUR PROPOSITION

With increasing operational costs, competition and demands from shareholders, UK businesses are constantly evolving in order to deliver a profit. As a result, many take advantage of trading opportunities across borders. With this comes complexity in ensuring the right insurance solutions are in place to protect your client's international exposures.



A global business demands an insurer that combines technical expertise, excellent customer service and a far-reaching worldwide footprint. Whether your client's business has limited international dealings or operates in multiple territories, we can provide the right cover to protect your customer's overseas exposures.

**Spanning over 200 territories and 30 European Economic Areas (EEA), we've the right skills and knowledge, along with the best combination of product and service solutions to protect your client's business – wherever it may be.**

A core element that sets us apart is our global reach. As part of the Allianz Group, one of the world's foremost financial services providers, our international network of local Allianz offices and carefully selected service partners, creates one of the largest global footprints.

# THE IMPACT OF BREXIT ON MULTINATIONAL INSURANCE

**Withdrawal from the European Union (EU) is creating uncertainty. When the UK leaves the EU, UK insurers authorised under EU and European Economic Area (EEA) legislation may no longer be able to issue policies covering EU/EEA on a Freedom of Services (FOS) basis. We've the great advantage of already having a strong global network, enabling us to service the general insurance needs of your clients across the EU post-Brexit.**

## HOW WILL ALLIANZ PLC RESPOND TO A NO-DEAL BREXIT SCENARIO?

In the event that the UK leaves the European Union on 29 March 2019 with no transitional period, we will continue to honour our contractual commitments, including the payment of valid claims to ensure the fair treatment of our customers. When the policy comes up for renewal, policyholders with existing Freedom of Services policies will be offered an alternative policy solution written through one of our European offices.

## COMPLIANCE WILL ALWAYS BE PARAMOUNT

Many governments seek to regulate the purchase of insurance or supervise insurance markets as a matter of overall public interest. Each country has its own regulatory requirements determining how a company of that country is able to operate and buy insurance. These often make it complex when considering placing insurance outside the UK.

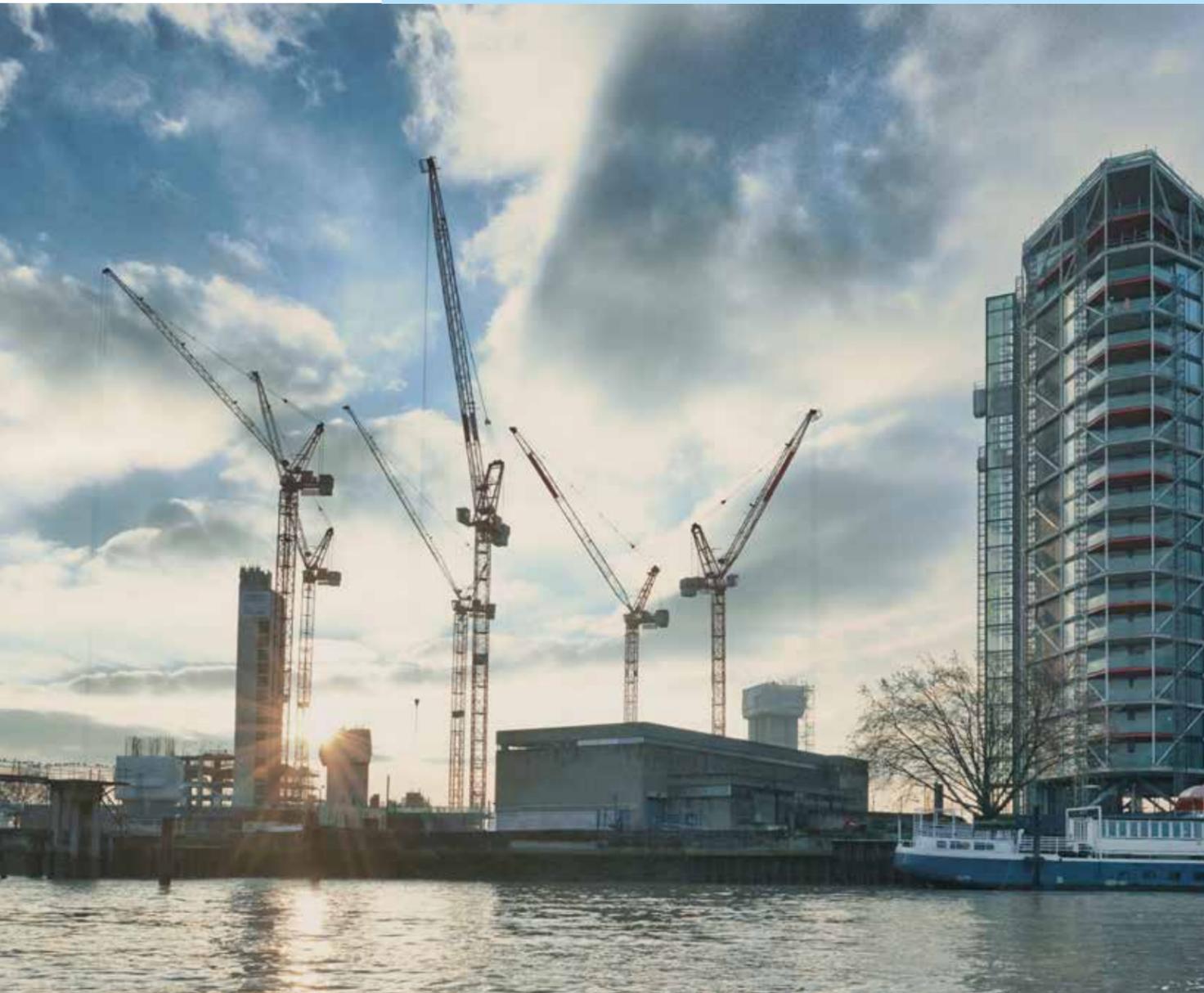
Key considerations for your clients include:

- most countries require risks that are domiciled in their territory to be insured with an insurer that is admitted or licensed there
- some countries have compulsory insurances, such as third-party motor liability and workers compensation
- some countries have compulsory or state Pools or Schemes, such as Consorcio for natural catastrophes
- tax rates and rules of tax liability vary dramatically from country- to- country
- insurance-related expenses, such as insurance premium taxes, insurance pool levies and proceeds of claims settlements need to conform to local accounting principles.

**We understand these complexities and have the knowledge and experience to ensure our Multinational Solutions adhere to the regulatory and fiscal framework of the countries in which they operate.**



# OUR TAILORED INSURANCE SOLUTIONS AND SERVICES



## SOLUTIONS VIA ALLIANZ INSURANCE PLC

**Local Policy** – utilising our global network, we can arrange separate policies in each country where your client has exposure, enabling you to place cover alongside their primary UK insurance. Local policies are written according to ‘good local standards,’ meaning they’re tailored for industry practices and regulatory requirements, provide access to local reinsurance pools, fulfil contractual obligations and provide local claims servicing, premium and tax payments.

In addition to the local policy, Difference in Conditions / Difference in Limits (DIC/ DIL) cover can be added to the UK contract to bridge the gap between the limits and/ or terms and conditions between the primary UK policy and the local policy.

• **Freedom of Service (FOS)** – we’re currently authorised under EU/EEA legislation to issue policies covering EU/EEA risks from a UK insurance contract under the rights of Freedom of Services (FOS). However, when Brexit occurs it’s highly likely that this legislation will no longer apply to the UK.

If a transition period is granted as part of our EU withdrawal deal, Freedom of Services policies may still continue if a transition period is agreed, giving everyone time to put alternative procedures in place should the need arise.

If this is not the case, we’re well prepared and will provide continuity of existing contracts. At renewal, we will offer an alternative quote for an admitted local policy solution that fully meets all legal and regulatory requirements to all customers.

• **International Insurance Programmes (IIP)** – suitable for UK domiciled companies with significant exposure outside the UK, this can be arranged via your local Allianz branch. The programme is based on a master policy written with UK terms and conditions. Underlying the Master policy are admitted local policies that comply with local laws.

For large corporates, IIPs can be provided by our sister company in the UK, Allianz Global & Corporate Speciality.

• **Fleet International Insurance Programmes (FIIP)** – suitable for UK domiciled companies with motor fleets outside the UK. This can be arranged via our UK branch network.

## MULTINATIONAL SOLUTIONS ARE AVAILABLE FOR THE FOLLOWING LINES OF BUSINESS:

- Property
- Casualty
- Motor Fleet
- Motor Trade
- Speciality Lines (Director & Officers, Professional Indemnity, Accident & Health and Marine Cargo)
- Engineering, Construction & Power.



# OUR PREFERRED APPROACH – LOCAL POLICY SOLUTION



## Cover

- The overseas risk will be covered on a ground-up local policy providing the widest cover available in the local market
- Cover fulfils regulatory requirements, including access to mandatory local reinsurance pools and catastrophe arrangements
- Difference in Conditions (DIC) and/or Difference in Limits (DIL) cover can be added to the primary UK policy, harmonising cover across all territories.

## Claims

- Claims should be notified to the local Allianz office where the incident occurred via the overseas intermediary
- The Allianz UK claims team will be informed by their overseas counterpart if there are any claims that may result in a claim under the DIL/DIC part of the cover
- We have a global loss adjuster network to support your client
- Claims will be settled in accordance with local laws and claims payments can be made locally.

## Local Premium Payments

- Premiums will be paid to the local Allianz office and in the local currency
- Local premium payment provides efficient and easy settlement of local pool premiums, charges, taxes and levies and allows speed payment of premium in “cash before cover” territories
- Your local Allianz office will also arrange payment of pool arrangement and local taxes on the client’s behalf.

## Placing Cover

An insurance broker will be needed in the territory where cover is required to arrange local premium payment, policy documentation and support the client as required. If you don’t have a broking office in the territory where cover is required, our Allianz network can help establish a partnership intermediary arrangement.



## BENEFITS FOR YOUR CLIENTS:

- local service, on-site advisory and risk management services with local skills and best market practice
- cover according to good local standard; local legal and market terms and conditions
- potential tax advantages – in some countries, locally paid premiums are tax deductible and loss payments are tax exempt
- settlement of claims in accordance with local laws and claims payments can be made locally
- policy is written in local currency, so there’s no need to deal with different currency rates in determining the policy limits or premiums
- easier for your client to charge overseas insurance premium to local subsidiary.

**We can offer local policy solution on a standalone basis, local contracts in place with a local Allianz insurer, or reinsured basis, local contracts are reinsured back to the UK and a Master policy is issued as part of an IIP.**



# LOCAL EXPERTS GLOBAL REACH

## GLOBAL SERVICING NETWORK COMPRISING OVER 200 COUNTRIES AND TERRITORIES

Our dedicated UK based Multinational insurance underwriting team has experience in coordinating and implementing the arrangement of local policies via our global Multinational network. Your local branch underwriter will work closely with you, your client and our Multinational team to provide the best quote, cover and service for all aspects of your client's business in the UK and overseas.

**Quotes and further information about our range of Multinational Solutions are available from your local Allianz representative.**

## WHY ALLIANZ

Allianz Insurance plc is one of the largest general insurers in the UK and part of the Allianz Group. We're financially strong, with an AA- Standard & Poor's rating. With over 100 years of experience, we're confident we know our business and have the technical expertise to provide your clients with the cover, tailored risk management and claims service that gets them back to business as quickly as possible.



**allianz.co.uk**

Allianz Insurance plc.  
Registered in England number 84638  
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Allianz Insurance plc is authorised by the Prudential  
Regulation Authority and regulated by the Financial  
Conduct Authority and the Prudential Regulation Authority.

Financial Services Register number 121849.  
and Allianz Engineering Inspection Services Ltd.