

Press release

AGCS launching suite of services to complement traditional insurance offering

- AGCS starts offering new value-added services around risk consulting, captive fronting and crisis management solutions
- AGCS Board Member Hartmut Mai at FERMA Forum 2019 in Berlin: “We now can support and protect businesses across all stages of risk.”
- Initial launch of “AGCS Services” in AGCS regions Central & Eastern Europe and Mediterranean

Berlin/Munich/Paris – November 18, 2019: Allianz Global Corporate & Specialty (AGCS), the corporate insurance carrier of Allianz Group, is establishing a new business initiative, “AGCS Services”, providing value-added services to its corporate clients. The offering includes risk consulting, captive fronting and crisis management solutions. AGCS is initially launching the new services offering in two core markets, Central & Eastern Europe (CEE) and the Mediterranean region.

AGCS offers [traditional Property & Casualty insurance products for businesses](#) across a wide range of lines of business as well as alternative risk transfer and capital market solutions. As of today, [risk consulting and insurance services](#) are often only available as part of insurance covers or programs. Now AGCS is responding to customer demand by moving into offering ‘unbundled’ services on a complementary ‘pay as you go’ basis. Depending on their individual needs, clients can access a comprehensive and growing portfolio of risk services – either unbundled or bundled into an insurance program – to optimize their companies’ Enterprise Risk Management strategy and become more resilient.

“Corporate risk managers need much more than traditional risk transfer in today’s complex and fast-changing environment. By introducing a suite of value-added services we enhance our offering and allow our clients a broader choice as they can now opt for specific service solutions. We can support and protect businesses across all stages of risks helping them predicting, monitoring and mitigating risk to covering financial losses and enabling an effective crisis response when disaster strikes”, says Hartmut Mai, AGCS Board Member and responsible for AGCS’s regional units CEE, Mediterranean and Africa, when launching AGCS Services at the [FERMA Forum 2019](#) in Berlin.

AGCS offers a variety of risk services leveraging its own expertise, technologies and data-driven insights in the area of risk management. The AGCS Services range will initially provide services focusing on risk mitigation, captive fronting and crisis management solutions through its separate entity, Allianz Risk Consulting GmbH. The services are delivered through AGCS experts and engineers complemented by third-party providers. Furthermore,

AGCS is also developing services around Industrial IoT (Internet of Things) technologies and supporting clients to manage their supply chain risks.

Initially these services will be available in the two pilot regions Central & Eastern Europe and Mediterranean with immediate effect:

- **Risk consulting services** will include predictive risk analytics and monitoring, risk visualization or risk mitigation and prevention. Examples are [remote risk assessment](#) leveraged by a digital platform, bespoke [natural catastrophe analysis](#), [cyber security and resilience reviews](#), in-door 3-D mapping of facilities creating [virtual factories](#), technical [loss analysis or damage prevention](#) through the Allianz Center for Technology, [drone surveys and inspections](#) for construction or loss sites. Other services include **ESG risk consulting**, helping companies to better [manage environmental, social and governance risks](#) of their own operations or within their supply chains.
- **Captive fronting**: Managers of corporate self-insurance programs face a number of challenges in today's market, from Solvency II regulations to ensuring that their financing and reinsurance can absorb an array of risks. With dedicated [fronting services](#) AGCS's Alternative Risk Transfer experts can reduce complexity, enhance control and compliance for captive insurance programs and improve cash flows and transactions.
- **Crisis management solutions** enable companies to respond effectively and quickly to any claims or crisis scenario thereby mitigating financial losses and reputational damage. AGCS crisis management solutions include [geographical risk alerts](#) for a broad range of events that can critically affect business operations – such as transportation or infrastructure incidents, natural catastrophes or terrorism attacks.

“We are able to provide a holistic services suite, from traditional to innovative offerings, and we are launching them in an agile way – working closely with clients to explore and develop new initiatives. First feedback from our clients is very encouraging and we welcome customers who are interested to explore or even co-create new services with us”, explains Tina Baacke, Global Head of AGCS Risk Consulting and project lead for AGCS Services.

A comprehensive overview of AGCS Services is available [here](#).

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About Allianz Global Corporate & Specialty

Allianz Global Corporate & Specialty (AGCS) is a leading global corporate insurance carrier and a key business unit of Allianz Group. We provide risk consultancy, Property-Casualty insurance solutions and alternative risk transfer for a wide spectrum of commercial, corporate and specialty risks across 12 dedicated lines of business.

Our customers are as diverse as business can be, ranging from Fortune Global 500 companies to small businesses, and private individuals. Among them are not only the world's largest consumer brands, tech companies and the global aviation and shipping industry, but also wineries, satellite

operators or Hollywood film productions. They all look to AGCS for smart answers to their largest and most complex risks in a dynamic, multinational business environment and trust us to deliver an outstanding claims experience.

Worldwide, AGCS operates with its own teams in 33 countries and through the Allianz Group network and partners in over 200 countries and territories, employing over 4,400 people. As one of the largest Property-Casualty units of Allianz Group, we are backed by strong and stable financial ratings. In 2018, AGCS generated a total of €8.2 billion gross premium globally.

For more information please visit <http://www.agcs.allianz.com/> or follow us on Twitter @AGCS_Insurance and LinkedIn.

Cautionary Note Regarding Forward-Looking Statements

The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, the words "may", "will", "should", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions identify forward-looking statements.

Actual results, performance or events may differ materially from those in such statements due to, without limitation, (i) general economic conditions, including in particular economic conditions in the Allianz Group's core business and core markets, (ii) performance of financial markets, including emerging markets, and including market volatility, liquidity and credit events (iii) the frequency and severity of insured loss events, including from natural catastrophes and including the development of loss expenses, (iv) mortality and morbidity levels and trends, (v) persistency levels, (vi) the extent of credit defaults, (vii) interest rate levels, (viii) currency exchange rates including the Euro/U.S. Dollar exchange rate, (ix) changing levels of competition, (x) changes in laws and regulations, including monetary convergence and the European Monetary Union, (xi) changes in the policies of central banks and/or foreign governments, (xii) the impact of acquisitions, including related integration issues, (xiii) reorganization measures, and (xiv) general competitive factors, in each case on a local, regional, national and/or global basis. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

The matters discussed herein may also be affected by risks and uncertainties described from time to time in Allianz SE's filings with the U.S. Securities and Exchange Commission. The company assumes no obligation to update any forward-looking statement.