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PRESS RELEASE

## With ‘German Desk’ Generali provides midsize companies with new insurance solutions

- **Generali Global Corporate & Commercial unit thanks to its sound international network and capabilities caters now the needs of German companies with subsidiaries and operations in CEE-Countries**
- **‘German Desk’ allows access to services and facilities that were previously only available to large international corporations**
- **Dedicated experts, individual services, sector insights and reports on commercial insurance markets for mid-sized companies**
- **Continued expansion of strong market position of the international Generali Group in Central and Eastern Europe**

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Munich – Generali expands its industrial business in Germany: With ‘German Desk’ Generali Global Corporate & Commercial (GC&C) Germany provides mid-sized companies with comprehensive advice and high-performance insurance solutions previously only available to large international corporations. ‘German Desk’ consists in providing dedicated experts, country-specific insurance offerings, sector insights and reports on the commercial and local insurance markets in the CEE.

**Hans-Peter Klebe, Head of Global Corporate & Commercial Germany,** explains: *“In addition to international insurance solutions the ‘German Desk’ enables the German Mittelstand to gain a direct access to specialists and experts in Central and Eastern Europe for the first time. We are convinced that we provide German companies with pragmatic and high quality solutions.”*

With ‘German Desk’ Generali addresses B2B (exclusive agents, brokers) as well as B2C-customers (companies with a total turnover of up to € 150 m). Thanks to ‘German Desk’ customers in the free movement of services can directly receive insurance covers from P&C, general liability and engineering in 10 Central and Eastern European countries. ‘German Desk’ also includes industry information and reports on the economic and insurance markets of the respective country as well as the offering of bilingual insurance documents (in the respective national language plus German or English). Through branch offices in the CEE countries Generali offers other insurance covers such as motor or accident insurance or corporate pensions. This unique offer for German companies allows clients to have optimum protection and fast claims settlement when operating in the CEE countries.

Thanks to ‘German Desk’ Generali continues to expand its strong position in industrial and commercial business in Central and Eastern Europe. Generali with the Generali Global Corporate & Commercial unit expanded its footprint to serve the German market last year completing the offer of Generali Versicherungen and widening the industrial business to mid and large companies with turnover up to € 5 bln and strategically to larger companies on



a case by case basis. At the same time, the GC&C unit thanks to its sound international network and capabilities thanks to the “German Desk” caters the needs of German companies with subsidiaries and operations in Eastern Europe where Generali already holds a market leading position.

**Mario Carini, Head of Global Corporate & Commercial CEE and Reinsurance, Generali CEE Holding B.V.** explains: *“After the successful launch of GC&C in Germany in 2016, which is particularly important for the Central and Eastern Europe region, considering the large and visible presence in the area of subsidiaries and investments of German companies – both in the large corporates and the mid-market arena – we are now entering a concrete phase of delivery where, with the GC&C teams in CEE working closely with GC&C Germany, we are offering a differentiating value proposition for German mid-sized companies, and their intermediaries, with presence in CEE”.*

Further information about the ‘German Desk’ is available on the internet under [www.generali.de/germandesk](http://www.generali.de/germandesk)

#### **GENERALI IN GERMANY**

In Germany, Generali has a premium income of about € 16.2 bln and over 13.5 million customers and is the second-largest primary insurance group in the German market. The German unit of Generali includes Generali Versicherungen, AachenMünchener, CosmosDirekt, Central Krankenversicherung, Advocard Rechtsschutzversicherung, Deutsche Bausparkasse Badenia and Dialog.

#### **GENERALI GLOBAL CORPORATE & COMMERCIAL (GC&C)**

GC&C is the Generali Group unit that develops the P&C business and insurance services for medium and large companies. Generali Global Corporate & Commercial acts on a global scale and deploys an integrated approach at Group level with a central management team and specialized teams active in individual countries. GC&C draws on a worldwide network of professionals to offer a seamless approach towards global risks and deliver what matters to clients. With a client-centric approach, GC&C provides a full range of property, casualty and specialty lines protection to corporate and commercial clients and their brokers worldwide.

Today more than 1,000 professionals work in the nine main offices of GC&C in Milan, London, Madrid, Paris, Prague, Sao Paolo, Hong Kong, New York and Munich. GC&C serves clients and brokers in more than 100 countries, generating an overall Gross Written Premium (GWP) of approximately € 2.0bln.

#### **THE GENERALI GROUP**

Generali is an independent, Italian Group, with a strong international presence. Established in 1831, it is among the world’s leading insurers and it is present in over 60 countries with total premium income exceeding €70 billion in 2016. With over 74,000 employees in the world, and 55 million clients, the Group has a leading position in Western Europe and an increasingly significant presence in the markets of Central and Eastern Europe and in Asia. In 2017 Generali Group was included among the most sustainable companies in the world by the Corporate Knights ranking.