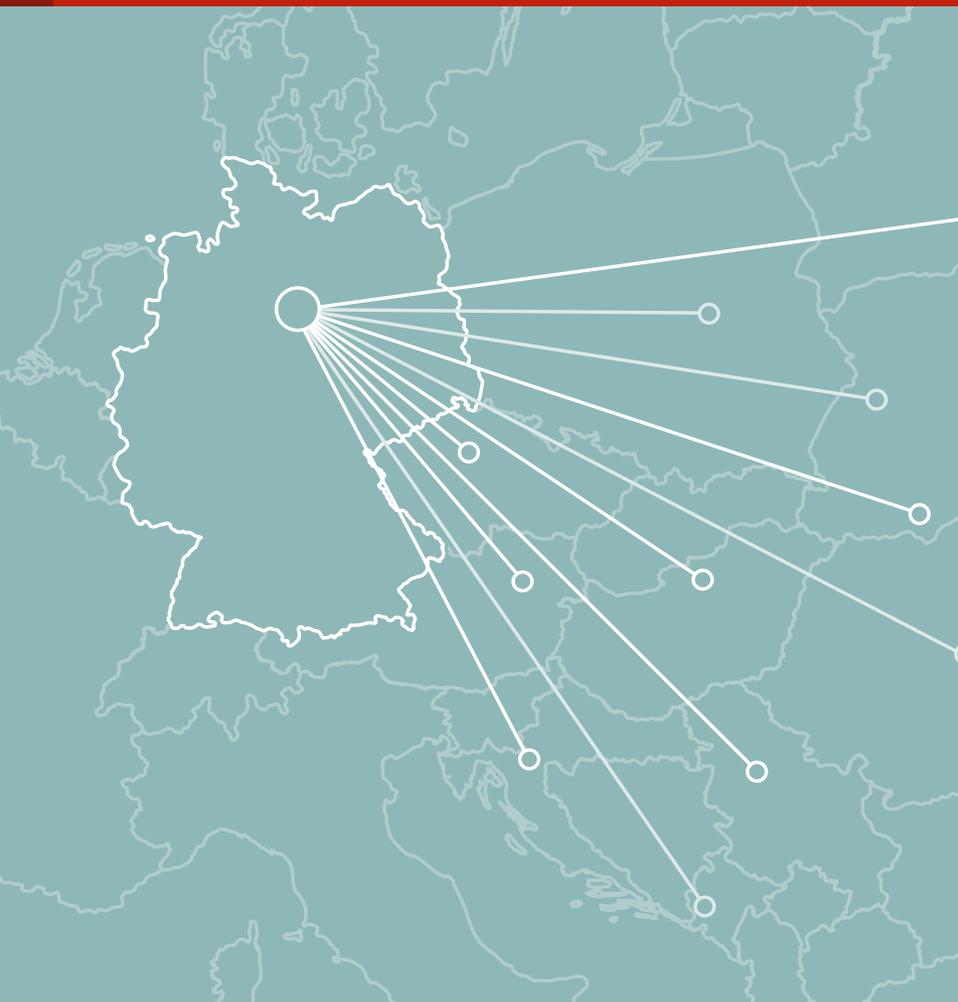


Global Corporate & Commercial

German Desk

We speak your language



Index

1 What's keeping you awake at night?

2 Our Mantras

3 **What is the German Desk?**

- What can the German Desk do for me?
- Who can benefit from the German Desk?

4 **Accessing the German Desk in 3 steps**

- Getting registered: How easy is it for German brokers and intermediaries to register to do business in the EU?
- What will I need to work with Generali in CEE countries?
- What do I need from my client?

5 **A simpler and smarter way to do business**

- Uncoordinated insurance
- Coordinated insurance
- The process
- The German Desk in a nutshell

6 Generali Group

7 Generali Global Corporate & Commercial

8 Generali CEE

9 Contacts

What's keeping you awake at night?



What's keeping you awake at night?

It's a question we ask our German clients every day...

The CEE (Central and Eastern Europe) includes roughly ten countries, each with its own economy, laws, language and culture. The region is a catalyst for German businesses, boasting highly qualified professionals and growing markets.

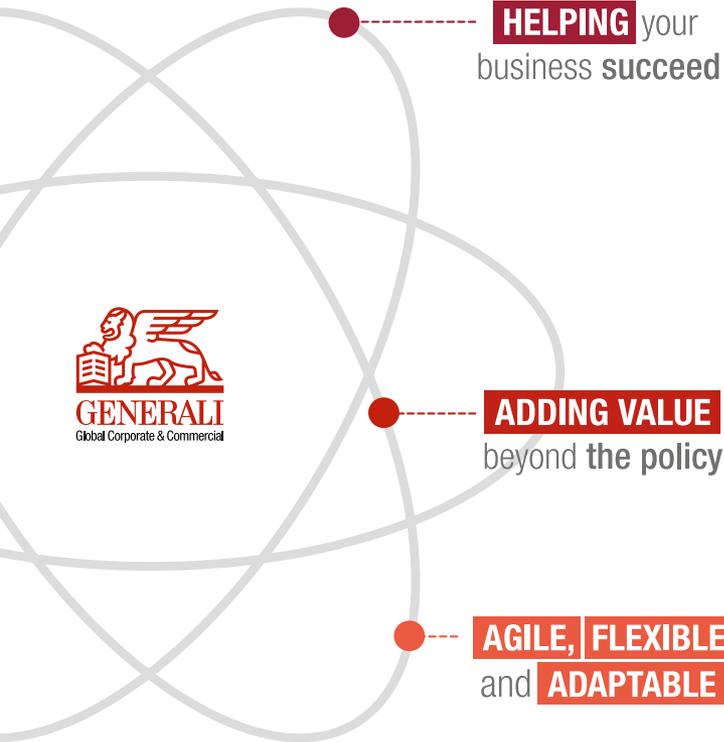
As your company expands in the CEE, you'll need to deal with numerous international and local regulations. Local compliance is no longer enough. Today risks are closely interconnected, and your international, diversified market presence can expose you to a domino effect. How can you be sure you have proper, seamless insurance coverage in different countries? What's the best approach for handling different languages, compliance requirements, laws and tax systems?

At Generali, your challenges are our business.

Don't worry: we speak your language. Generali is a global insurer and top player in many CEE markets, and can offer you dedicated, bilingual experts and documents in almost every CEE country. We'll simplify your local requirements and unravel complexity, supporting you on the ground whenever and wherever you need us. We'll get under the skin of your company, using our global experience, local knowledge and sector insights to promote your interests. We'll work in close partnership with whomever you choose to handle your risk management and insurance needs, whether that person is a broker, consultant or intermediary advisor. We'll complement their expertise by developing proposals that drive your business upside and protect your downside. Our contingent capital and insurance solutions are as original, seamless and flexible as you require, and we aspire to add value far beyond resolving your immediate risk management needs.



Our Mantras



HELPING your
business **succeed**

ADDING VALUE
beyond **the policy**

AGILE, FLEXIBLE
and **ADAPTABLE**



Generali is already Germany's second insurer and a top player in most CEE countries. That's why we've established local German Desks that can offer you German- or English-speaking experts with extensive knowledge of both German and local markets, including regulations and local compliance requirements. You can ask us to quote:

- Property
- Casualty
- Engineering

We've prepared unique offers tailored specifically to the needs of German companies. We'll make everything easier for you, helping you do business in your own language. The offers complement and enrich existing multinational programs. In many cases, the simplest route involves coordinating a local offer in order to insert an appropriate, compliant insurance solution into the German mother company's existing insurance contract.

We're offering German clients a specific insurance program tailored to businesses in the CEE. This puts over 140 years of knowledge and expertise at your service, giving you sector-specific insights on local insurance laws and country market practices. A dedicated contact person will handle your needs from day one, becoming your point-of-reference within Generali. Our country guide will help you understand legal, tax and market issues for local insurance.

Your business is constantly changing and adapting to new countries and markets. We'll adapt along with it: thanks to our market position in the CEE we can provide flexible assistance for any needs you may have. You can rely on Generali's international network of insurance experts in any country where you do business. No matter where you're located, you'll enjoy the same consistent, reliable protection provided through Generali partners. In the event you need to deal with:

- Claims

our loss adjuster will get back to you within three days of loss notification.

What is the German Desk?

Are you a mid-size German company with total annual turnover of EUR 5 – 150 million*? Have you already invested or would you like to invest in the CEE (Central and Eastern Europe)?

The German Desk is dedicated to your needs, offering special insurance packages, sector insights and reports on commercial insurance markets in the CEE. We've set up a German Desk in each CEE country (Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Serbia/Montenegro, Slovakia and Slovenia) to provide you support, advice and insurance that can help you minimize risk exposure.

The German Desk lets you access services and facilities that were previously only available to large international corporations. You can request property, liability or engineering insurance. We've prepared special offers that focus on the specific insurance needs of Germany-based companies.

You can check our Country Guide for a short description of insurance services offered in each country, or review the German and/or English translations of general conditions available on our website: www.generali.de/germandesk. You can also request additional insurance services from our local Generali partners, who will be happy to provide answers and fulfill any local needs you may have.

* Clients with specific needs or higher turnovers may be serviced through integrated multinational insurance programs.

WHAT CAN THE GERMAN DESK DO FOR ME?

The German Desk package includes:

- German-or English-speaking staff
- Special insurance offers for German clients
- Sector insights like economic and insurance market reports for each country
- German translations (available in most countries)
- Bilingual insurance documents (local languages, plus German or English)
- Smooth, simple & streamlined insurance process

What is the German Desk?

WHO CAN BENEFIT FROM THE GERMAN DESK?

Our German desk is open to everybody – you can come to us as an insurance intermediary, but you can also contact us directly as a client. If you are a broker, we recommend you first notify the German financial supervisory that you intend to offer your service in a CEE country or countries.

If you are a broker for CEE markets working on a Freedom of Service basis, you can just contact our staff at the German Desk and send the submission form available on our website (www.generali.de/germandesk). The submission form is in German and English. You can complete it in German. The same principle applies if you choose to work via your local broker partner. In most cases we will need to see your mandate from your principal. You can use the simple German/English template available on our website and ask your client to sign it.



Accessing the German Desk in 3 steps

How easy is it for German brokers and intermediaries to register to do business in the EU?

1. OBTAIN CONFIRMATION FROM THE FINANCIAL SUPERVISORY IN GERMANY

The procedure is simple, and is born of the European Union's directives for Freedom of Service principles in the financial business. You can ask your German financial supervisory for additional details. Please note that you must

receive notification prior to doing business. More information about the laws and regulations for this process can be found in our Country Guide.

Reporting of German cross-border insurance mediation in respective EU member states



Accessing the German Desk in 3 steps

What will I need to work with Generali in CEE countries?

2. NOTIFICATION OF THE INTERMEDIARY/BROKER-GENERALI COLLABORATION AGREEMENT

Generali and the intermediary/broker must sign a collaboration agreement for cooperation, as well as for commission payment. This fast flow procedure based on the aforementioned authorization. This contract is the basis can be carried as part of the offer request to a respective CEE country.



**Intermediary
and/or Broker**



Contract



**Generali CEE
Country**

Accessing the German Desk in 3 steps

What do I need from my client?

3. AUTHORIZATION FROM A GERMAN OR LOCAL CLIENT

You must obtain authorization from your German or local client allowing you to cooperate on the clients behalf.

In most cases the offer will be prepared based on the provided questionnaire, but in some cases our staff may ask for additional information about your client's risk.

Our goal is to **reply to your request within 5 working days of submission**, or by providing answers to our questions. Local staff in the relevant CEE country may ask to review risks prior to providing a quote. In this case they will have a **professional risk engineer** conduct a survey and send you a copy of the risk report.

Once you have received your offer, feel free to come back to us with any remarks, questions or comments. A cover note or policy reflecting the latest version of the offer can be issued immediately after your confirmation of the offer. Policies are produced **within 10 days**. If you'd prefer, the offer and policy can be prepared in **bilingual versions (local languages plus German or English)**. **Your initial contact at the German Desk will remain available to you every step of the way.**

Premiums are payable in local currency. If you wish, we can provide euro equivalents on the policy, but amounts in local currency will remain binding for payments.

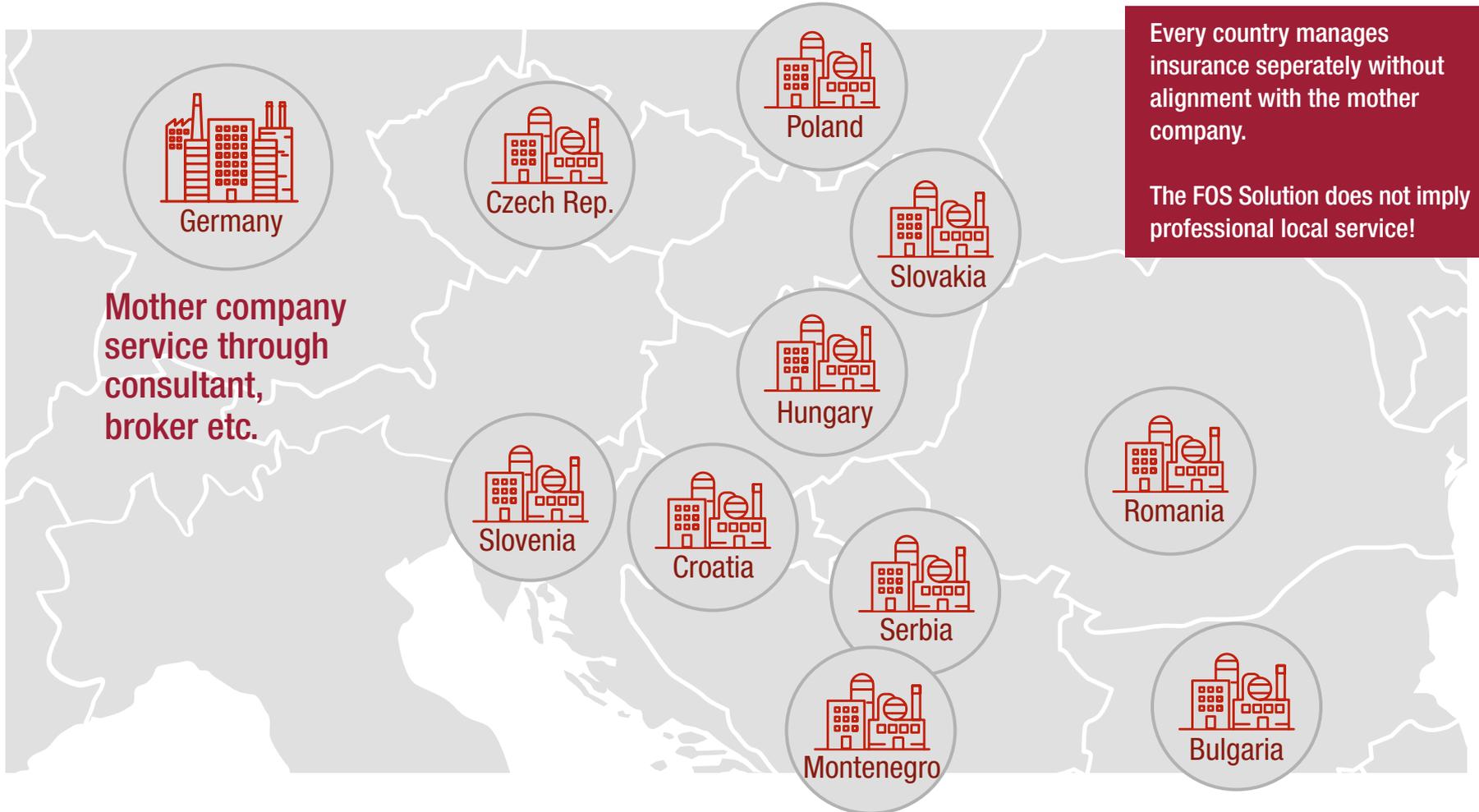
Along with the policy you will receive information on what to do in the event of losses. Our loss adjuster will contact you within 3 days after we've received your loss notification. You'll have access to the GC&C (Generali Global Corporate and Commercial) network of professional loss adjusters. If you'd like, you can receive the loss report in the local language and English (also available in German in some countries).

Questions or problems with a claim? Your contact at the German Desk will be happy to help!

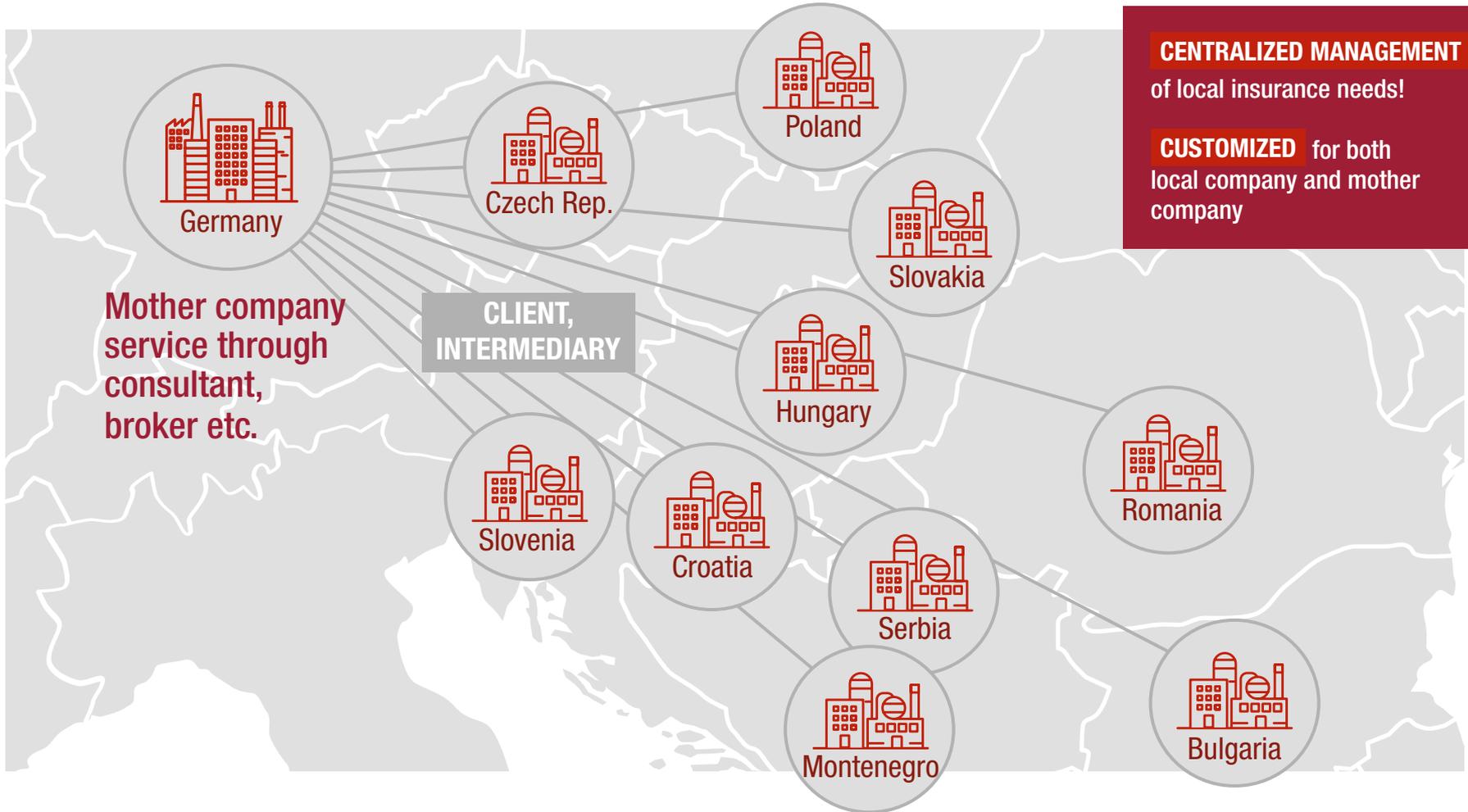


A simpler and smarter way to do business

Uncoordinated Insurance

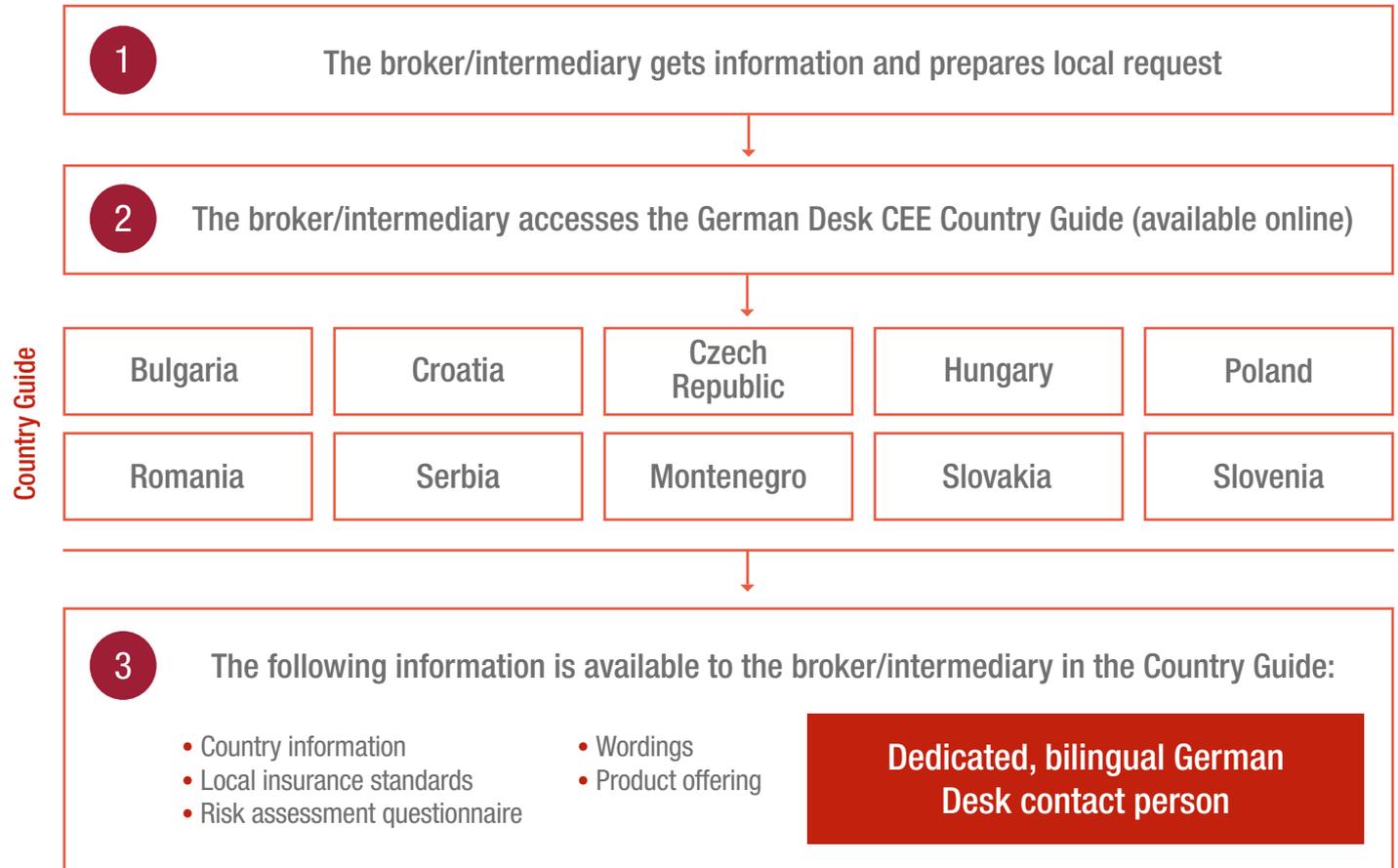


Coordinated Insurance



The process

STEP 1



The process

STEP 2



Any intermediary and/or broker involved must register locally

The German Desk in a nutshell



German Client's Mother Company

- Receives an offer from CEE Generali in German or English
- Gets full transparency for local activities and coverage, including local legal compliance



Intermediary and/or Broker

- Has to be notified in the CEE country
- Organizes risk assessment and RFP with local Generali company in the CEE
- Accompanies the entire offer and commitment process
- Aligns coverage with German insurance policy



Generali CEE Country

- Offers insurance coverage and service
- Pays brokerage fee
- Alternatively net quoted premium
- Issues local policy
- Handles local claims



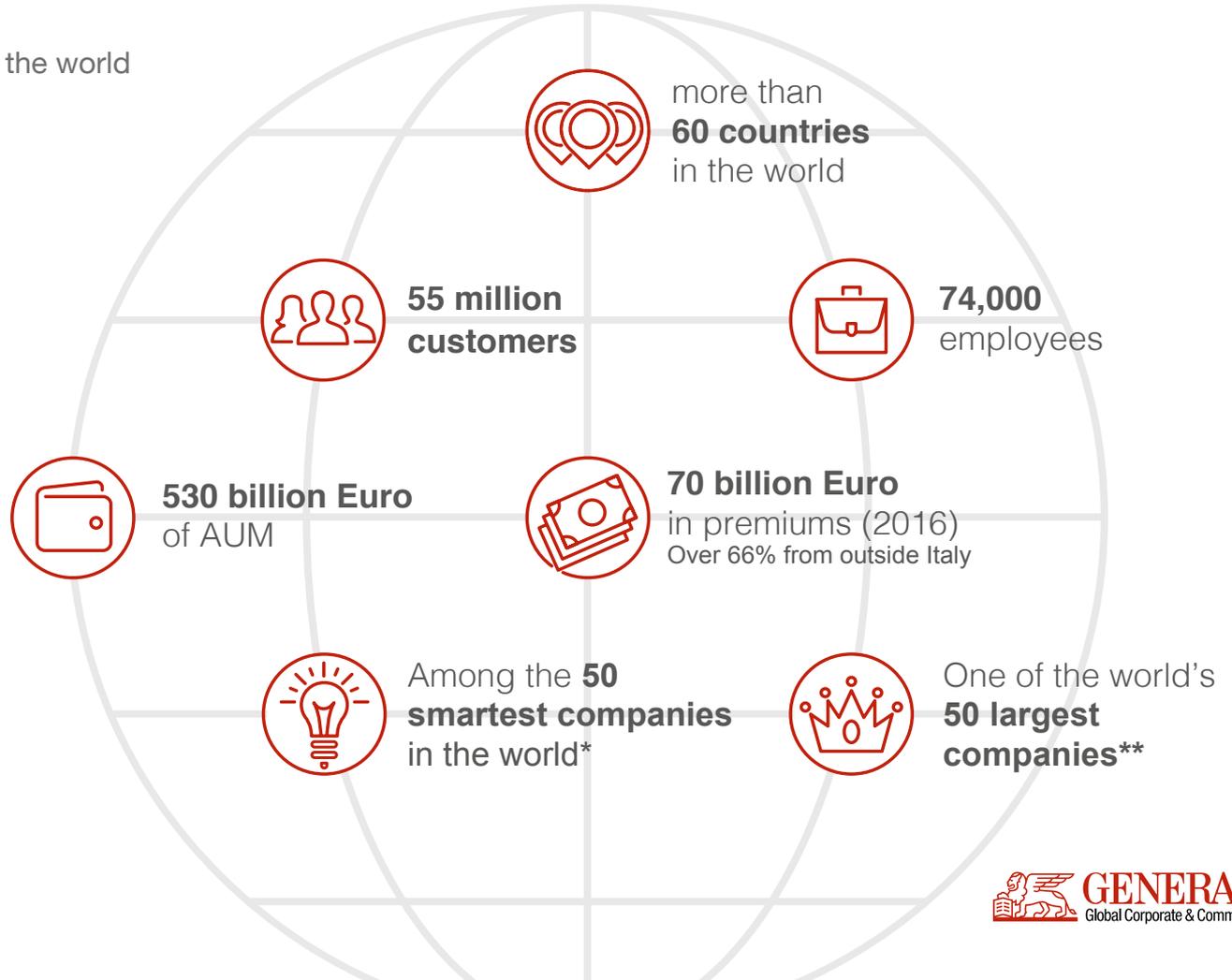
Client CEE Country

- Independent local, legal entity
- Accepts insurance offer
- Pays premium to the local CEE Generali company
- Is fully aligned with mother company's insurance and risk management needs

Generali Group

Generali Group at a glance

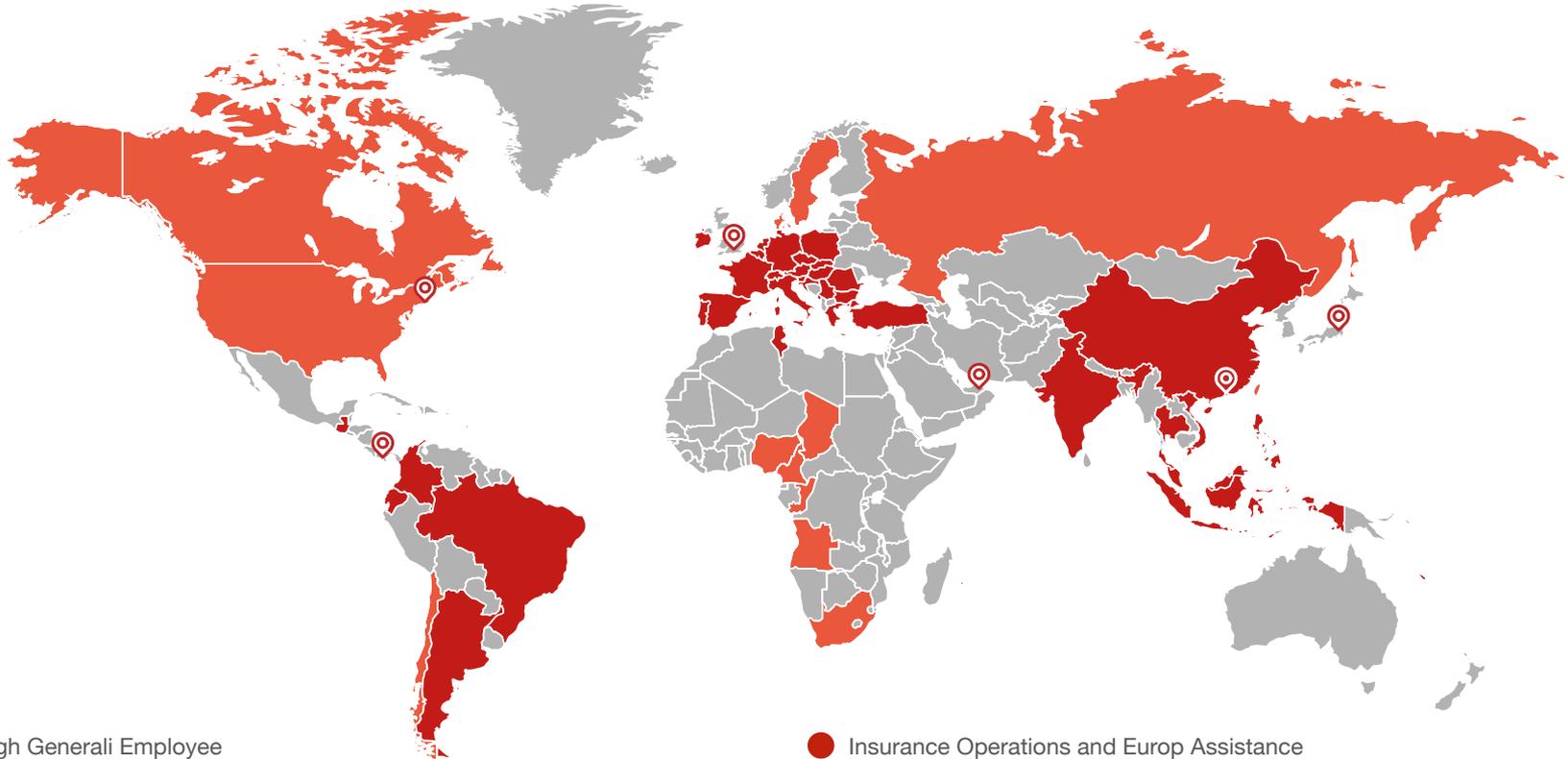
One of the leading insurers in the world



* MIT Technology Review
** Fortune Global 500

Updated to March 2017

Generali Group at a glance



Through Generali Employee Benefits, the Group operates in more than 100 countries

- Insurance Operations and Europ Assistance
- 📍 Insurance Branches
- Europ Assistance

Key Figures

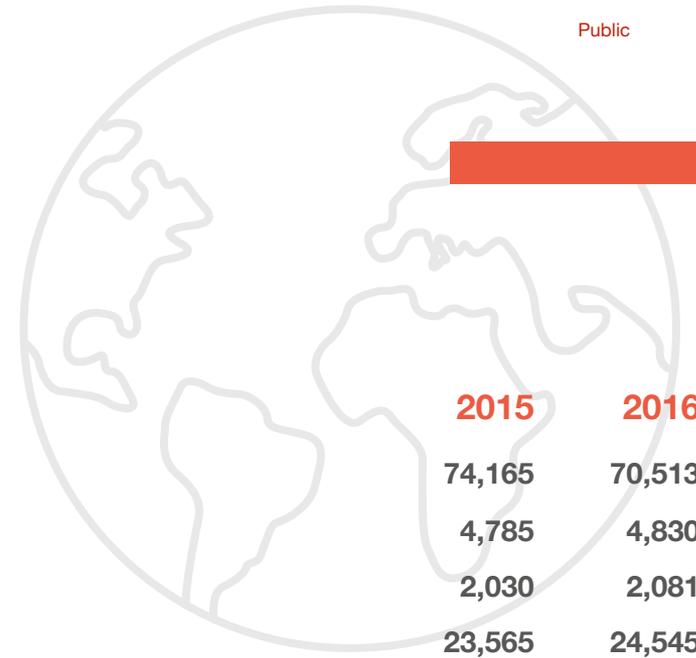
GROUP'S KEY FIGURES (€ MLN)

Gross Written Premiums

Operating Result

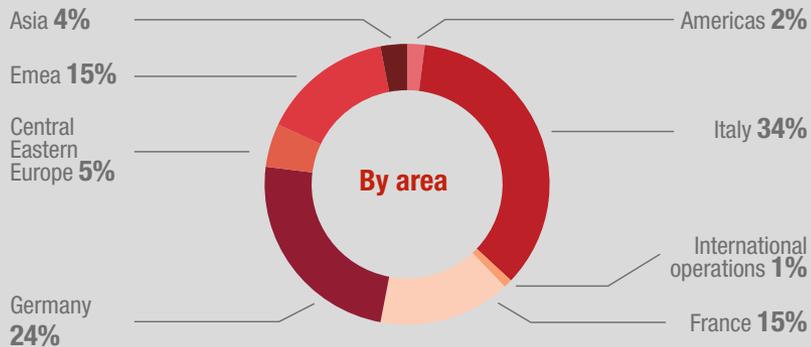
Net Result Of The Period

Shareholders' Equity At Book Value

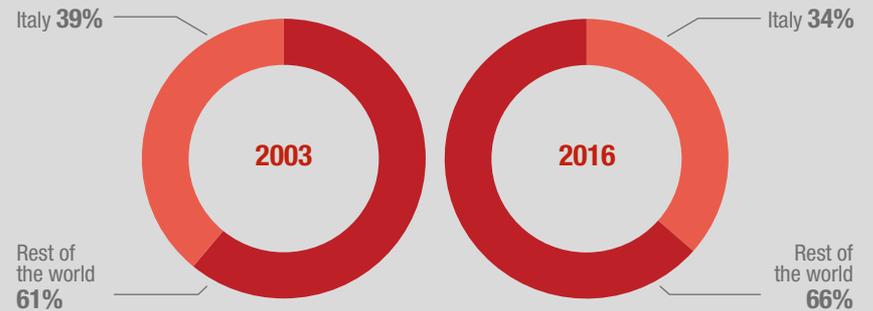


	2015	2016
Gross Written Premiums	74,165	70,513
Operating Result	4,785	4,830
Net Result Of The Period	2,030	2,081
Shareholders' Equity At Book Value	23,565	24,545

2016 GROSS WRITTEN PREMIUMS: €70 BLN



PREMIUM INCOME EVOLUTION BY GEOGRAPHIC REGION



Updated to March 2017

Generali Global Corporate & Commercial

Generali Global Corporate & Commercial

What's
keeping you
AWAKE at night?



It's a question we ask our clients every day.

Today's commercial world is increasingly global, complex and unpredictable. Recognized operating risks are compounded by new and even unknown threats, any of which can impact long-term growth and success. But businesses increasingly face new challenges to growth, innovation and productivity – they need the confidence to make bold strategic decisions; to invest in new technology, to enter new markets and sectors while ensuring that existing operations continue to thrive.

At Generali, your challenges are our business.

We speak your language, inhabit your company's skin, and use our global experience, local knowledge and sector insights to promote your company's interests. We're as interested in driving the upside as we are in protecting the downside. Our contingent capital and insurance solutions are as original, seamless and flexible as your business demands, and we aspire to add value far beyond resolving your immediate risk management needs.



You need a seamless approach

More than **1,000 professionals**
with **9 main offices** in:

to global risks



Milan



London



Madrid



Paris



Prague



Munich



New York



São Paulo



Hong Kong

At **Generali**,
your **Challenges**
are our
Business

Generali in CEE

Central Eastern Europe



- Main Companies**
- Generali CEE Holding
 - ▲ Generali Investments CEE

- GENERALI CEE HOLDING
- ▲ ASSET MANAGER

In recent years

<p>1832 Start operating</p>	<p>1989 Expansion plan launched in the area</p>	<p>2008 Creation of Generali PPF Holding, a joint venture between Generali and PPF Group</p>	<p>2015 Full control of GPH. Company name changed into Generali CEE Holding</p>
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€ 3.5 bln premium income in 2016



2,100 salaried sales professionals and 11,000 agents



GENERALI LEADER IN CEE

The Group is an undisputed leader in the CEE in terms of profitability, with a combined ratio among the best in the sector.

MARKET RANKING

Hungary	#1
Czech Republic	#2
Serbia	#2
Slovakia	#3
Poland, Romania, Bulgaria, Croatia, Slovenia, Montenegro	Among Top 10

GENERALI IN CEE 2007 VS 2016



Key Figures / Generali CEE

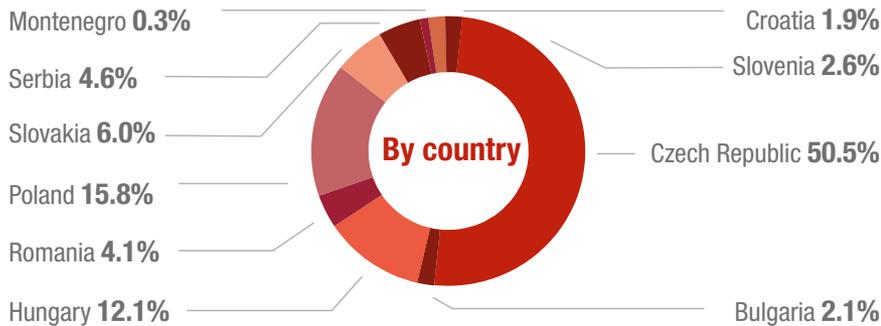


GENERALI CEE KEY FIGURES (€ MLN)¹

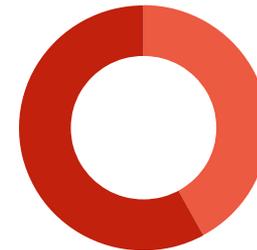
	2015	2016
Gross Written Premiums	3,578	3,490
Operating Result	441	461
Net Profit of the Year	262	301

¹ Historical figures 2015 based on average FX rates at 31.12.2015 and 2016 based on average FX rates at 31.12.2016

2016 GROSS WRITTEN PREMIUMS: € 3.5 BLN²



Life
(€ 1.4 BLN)
41.5%



P&C
(€ 2.0 BLN)
58.5%

² Romania also includes Fata Asigurari

Generali CEE Holding



Companies in 10 markets

Bulgaria
Croatia
Czech Republic
Hungary
Montenegro
Poland
Romania
Serbia
Slovakia

In recent years

2007

Agreement between Assicurazioni Generali and PPF Group to establish joint venture Generali PFF Holding (shareholders Generali 51%, PFF 49%)

2008

Launch of GPH - transfer of the insurance assets of both groups in the CEE to new joint venture

2013

Generali begins minority buyout, increasing its stake in the joint venture to 76% - Generali assumes managerial control

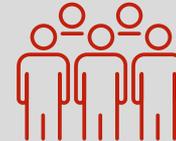
2015

Final Step of minority buyout with Generali taking full control and changing the company's name to Generali CEE Holding

The parent company of a group of **leading insurance companies** in Central and Eastern Europe



11 million clients



A P&C segment that includes **mass-market coverage** such as motor, home, accident & health as well as sophisticated commercial and industrial risk coverage.

Integrated **insurance and assistance solutions** provided through the Group's Global Business Lines: Global Corporate & Commercial, General Employee Benefits, General Global Health and Europ Assistance.

Offering **insurance and financial products** ranging from saving plans and family protection policies to unit-linked products and complex plans for multinationals.

Contacts

BULGARIA

Mariana Zareva

mariana.zareva@generali.com

+359 882 003 880

+359 2 92 67 122

CROATIA

Sasa Reljic

sasa.reljic@generali.com

+385 914 501 377

CZECH REPUBLIC

Lucie Rezkova

lucie.rezkova@ceskapojistovna.cz

+420 224 557 808

Kamila Lipárová

Kamila.liparova@ceskapojistovna.cz

+420 224 555 917

HUNGARY

Zsuzsanna Magyarovics

zsuzsanna.magyarovics@generali.com

+36 1 301 7117

POLAND

Monika Wielogorska

monika.wielogorska@generali.com

+48 510 004 545

ROMANIA

Alexandra Nica

alexandra.nica@generali.com

+40 729 600 774

SLOVENIA

Emil Vamberger

emil.vamberger@generali.com

+386 41 675 043

SLOVAKIA

Tibor Lengyel

tibor.lengyel@generali.com

+421 2 5857 2171

Important note:

The represented details in connection with the Generali German Desk are for general non-binding information only and cannot provide advice in specific cases. No guarantee is given for the correctness, completeness or up-to-dateness of the provided information . For further advice please contact the local contact person mentioned at the German-Desk .