

ABOUT INSUROPE

A great opportunity with no additional charge and no additional risk



We are one of the longest established global pooling networks with over 50 years of multinational experience. We partner with many of the world's leading employee benefits specialists and have a global presence in over 100 countries serving 780 multinational clients with 4,400 pooled country plans.

What is Multipool?



Insurope has been pioneering solutions for international corporations for the last 30 years.

Multipool is a multi-employer pooling arrangement that spreads risk among the participating employers and brings together economies of scale.

Our 'Multipool' solution was the first in which a percentage of each local plan surplus was paid annually as multinational dividend and it remains the market leading small groups pooling product – serving 480 multinational companies and 1,500 subsidiaries covering 325,000 employees.

With Multipool, smaller multinational corporations combine the results of their global insurance contracts.

In countries with a local plan surplus, a multinational dividend is paid to the client.

Any loss in the overall multinational profit and loss account in any year is automatically cancelled by the Insurope Network under a stop loss arrangement.

Multipool performance



Since 1984, Multipool clients who have had a positive pooling experience have received, on average, a multinational dividend equal to 34% of the local plan surplus (8.4% over the last 5 years).

75% of pooled plans on average are positive and return a dividend and 88% of Multipool clients receive dividends back.

Multipool has a **proven track record** and **excellent client service**.

98%

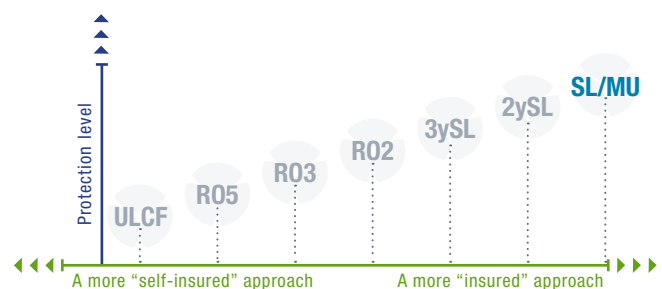
of **clients** would **recommend** Insurope's services to other corporations.



Joining Multipool



To be a Multipool client, a corporation must have an international presence in at least two countries and have plans covered by an Insurope Network Member in at least one country (to start with).



If you are not already enjoying the benefits of pooling, get in touch today. Send us an email at info@insurope.com. We will get in touch to discuss the benefits of setting up a pooling arrangement with a possible dividend return and the wider benefits of multinational pooling.

INSUROPE NETWORK FACTS

Established in 1968
 Represented in over 100 countries worldwide
 One of the top pooling networks in the world

More than 780 clients and 4,400 pooled country plans
 Over €770M pooled premium
 Sales team to offer expert help with your queries

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ABOUT INSUROPE

Single employer solution with the highest pool protection level



We are one of the longest established global pooling networks with over 50 years of multinational experience. We partner with many of the world's leading employee benefits specialists and have a global presence in over 100 countries serving 780 multinational clients with 4,400 pooled country plans.

What is pooling?



Multinational pooling offers clients the potential to realize economies of scale and reduce the cost of their employee benefits provision through the payment of multinational dividends.

The multinational company places their insurance policies with the Insurope Network Members in each country. These policies are then combined to form the Insurope pool. Importantly, in each country these policies remain insured with local insurers and so benefit from local terms and conditions, administration and claims settlement. At

the end of each accounting period, the local results are consolidated, where claims and expenses for each country within the pool are offset against premiums, to calculate the overall multinational account result.

Insurope offers seven standalone pooling systems, which provide different levels of protection. The most suitable type of pool is determined based on size and attitude towards risk.

What is Stop Loss?



Stop Loss provides full protection of your multinational account result. It is a single employer pooling system in which a multinational dividend is paid annually. Any loss in the multinational account in any year is automatically fully cancelled by the Insurope Network. Stop Loss offers the greatest benefit to multinational organisations that are more likely to experience greater volatility in claims or are more risk averse.

Stop Loss performance over the last 5 years:

- 38.6% of our SL clients on average produce a positive result each year
- 100% of these clients received a dividend
- 4.8% of premiums returned as dividend in the last 5 years

Stop Loss solutions have a **proven track record** and **excellent client service**.



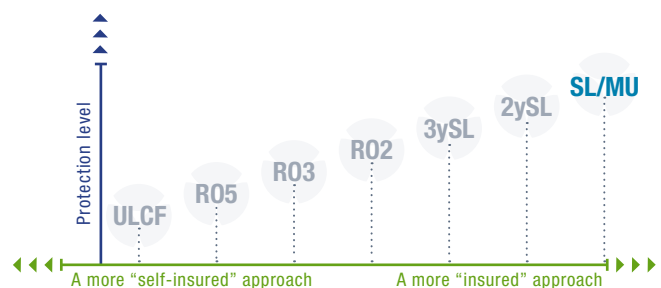
98% of clients would **recommend** Insurope's services to other corporations.

Joining Stop Loss



Are you a multinational company with at least 2 countries and 1,000 employees insured for death or disability by Insurope Network Members and want to enjoy the highest protection level?

Join Stop Loss!



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What is a Stop Loss?

Stop Loss provides full protection of your multinational account result. It is a single employer pooling system in which a multinational dividend is paid annually. Any loss in the multinational account in any year is automatically fully cancelled by the Insurope Network.

Protection

Full Stop Loss
Rating limits (equal to FCL)
Catastrophe cover

Requirements

- Poolable group death/disability benefits plans in at least two countries
- Minimum 1,000 lives (death/disability)
- No minimum annual premium

Is there a financial risk or additional charge?

Local schemes are priced independently of the pool results. The client will not be required to contribute to a deficit.

No additional charge to be paid!

NO RISK TO THE CLIENT

NO ADDITIONAL CHARGES

Free Cover Limits (FCL)

Network free cover limits (*)

- < 5000 lives (L): € 1,000,000
- < 5000 lives (D): € 75,000/p.a.
- > 5000 lives (L): € 1,350,000
- > 5000 lives (D): € 90,000/p.a.

(*) If local FCL is higher, then these are applied. For Brazil there is a special arrangement in force.

Will the client receive a dividend?

25% of our Stop loss clients on average produce a positive result each year
100% of these clients received a dividend
4.8% of premiums in the last 5 years

Treatment multinational account result

POSITIVE

– Annual pay-out of a multinational dividend

NEGATIVE

– Losses are fully cancelled

Multinational dividends

Clients with positive experience received on average a multinational dividend

- 3.5% of premiums in 2018
- 4.8% of premiums in the last 5 years
- 5.3% of premiums in the last 10 years

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ABOUT INSUROPE

Single employer solution with a Stop Loss after 2 years



We are one of the longest established global pooling networks with more than 50 years of multinational experience. We partner with many of the world's leading employee benefits specialists and have a global presence in over 100 countries serving 780 multinational clients with 4,400 pooled country plans.

What is pooling?



Multinational pooling offers clients the potential to realize economies of scale and reduce the cost of their employee benefits provision through the payment of multinational dividends.

The multinational company places their insurance policies with the Insurope Network Members in each country. These policies are then combined to form the Insurope pool. Importantly, in each country these policies remain insured with local insurers and so benefit from local terms and conditions, administration and claims settlement.

At the end of each accounting period, the local results are consolidated, where claims and expenses for each country within the pool are offset against premiums, to calculate the overall multinational account result.

Insurope offers seven standalone pooling systems, which provide different levels of protection. The most suitable type of pool is determined based on size and attitude towards risk.

What is 2-year Stop Loss?



2-year Stop Loss provides full protection of your multinational account result after 2 years. It is a single employer pooling system in which a multinational dividend is paid annually.

50% of positive results are paid out in the 1st year (50% carried forward) and at the end of the 2nd year the accumulated result is paid out after loss compensation. Accumulated losses are cancelled by the Insurope Network after 2 years.

2-year Stop Loss is a benefit to multinational organisations that are more likely to experience greater volatility in claims or are more risk averse.

98%

of clients would recommend Insurope's services to other corporations.

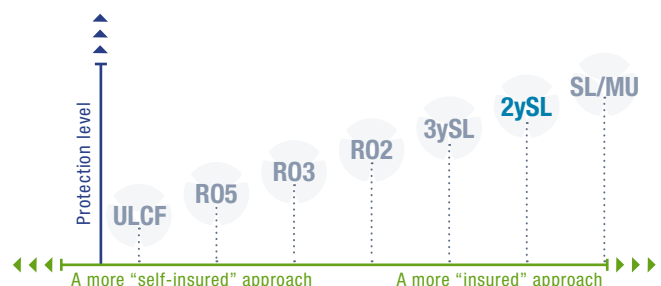


Joining 2 year Stop Loss



Are you a multinational company with at least 2 countries and 1,000 employees insured for death or disability by Insurope Network Members and want to enjoy a high protection level?

Join 2-year Stop Loss!



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What is a 2-year Stop Loss?

2-year Stop Loss provides full protection of your multinational account result after 2 years. It is a single employer pooling system in which a multinational dividend is paid annually. A first year loss in the multinational account is carried forward. An accumulated loss is automatically fully cancelled by the Insurope Network every 2 years.

Protection

Full Stop Loss after 2 years
 Rating limits (equal to FCL)
 Catastrophe cover

Requirements

- Poolable group death/disability benefits plans in at least two countries
- Minimum 1,000 lives (death/disability)
- No minimum annual premium

Is there a financial risk or additional charge?


Local schemes are priced independently of the pool results. The client will not be required to contribute to a deficit.

No additional charge to be paid!

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(*) If local FCL is higher, then these are applied. For Brazil there is a special arrangement in force.

Treatment multinational account result

POSITIVE

- 1st year: 50% pay-out of a multinational dividend
- 2nd year: 100% pay-out of a multinational dividend after loss compensation

NEGATIVE

- 1st year: 100% loss carried forward
- 2nd year: accumulated losses cancelled by Insurope Network

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Single employer solution with a Stop Loss after 3 years



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What is 3-year Stop Loss?



3-year Stop Loss provides full protection of your multinational account result after 3 years. It is a single employer pooling system in which a multinational dividend is paid annually.

50% of positive results are paid out in the 1st year (50% carried forward), 50% in the 2nd year (after loss compensation) and in the 3rd year the accumulated result is paid out for 100% after loss compensation. Accumulated losses are cancelled by the Insurope Network after 3 years.

3-year Stop Loss is a benefit to multinational organisations that are more likely to experience greater volatility in claims or are more risk averse.

98%

of clients would recommend Insurope's services to other corporations.

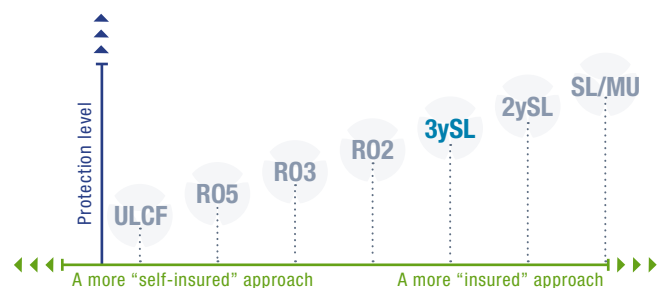


Joining 3-year Stop Loss



Are you a multinational company with at least 2 countries and 1,000 employees insured for death or disability by Insurope Network Members and want to enjoy a high protection level?

Join 3-year Stop Loss!



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What is 3-year Stop Loss?

3-year Stop Loss provides full protection of your multinational account result after 3 years. It is a single employer pooling system in which a multinational dividend is paid annually. Any cumulative loss at the end of the first 2 years in the multinational account is carried forward. An accumulated loss is automatically fully cancelled by the Insurope Network every 3 years.

Protection

Full Stop Loss after 3 years
Rating limits (equal to FCL)
Catastrophe cover

Requirements

- Poolable group death/disability benefits plans in at least two countries
- Minimum 1,000 lives (death/disability)
- No minimum annual premium

Free Cover Limits (FCL)

- Network free cover limits (*)
- < 5000 lives (L): € 1,000,000
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(*) If local FCL is higher, then these are applied. For Brazil there is a special arrangement in force.

Is there a financial risk or additional charge?


Local schemes are priced independently of the pool results. The client will not be required to contribute to a deficit.

No additional charge to be paid.

NO RISK TO THE CLIENT

NO ADDITIONAL CHARGES

Treatment multinational account result

POSITIVE

- 1st year: 50% pay-out of a multinational dividend
- 2nd year: 50% pay-out of a multinational dividend after loss compensation
- 3rd year: 100% pay-out of a multinational dividend after loss compensation

NEGATIVE

- 1st year: 100% loss carried forward
- 2nd year: 100% accumulated loss carried forward
- 3rd year: accumulated loss cancelled by the Insurope Network

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Single employer solution moving toward a more self-insured approach 

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What is Limited Loss Carry Forward? 

The Limited Loss Carry Forward system is a single employer pooling system in which a multinational dividend is paid annually after loss compensation. Any annual loss in the multinational account is carried forward for a limited time to the next years' account and offset by future surpluses. The maximum loss carried forward is equal to two times the rated death and disability premium. The Limited Loss Carry Forward system may suit very large multinational companies who would expect to have a reasonably stable claims rate as it offers them a solution closer to self-insurance whilst protecting them against high value claims.

Limited Loss Carry Forward performance over the last 5 years:

- 61.8% of our LLCF clients had a positive year
- 55.6% of these clients received a dividend
- 5.2% on premiums in the last 5 years

Limited Loss Carry Forward solutions

have a **proven track record** and **excellent client service**.

98%

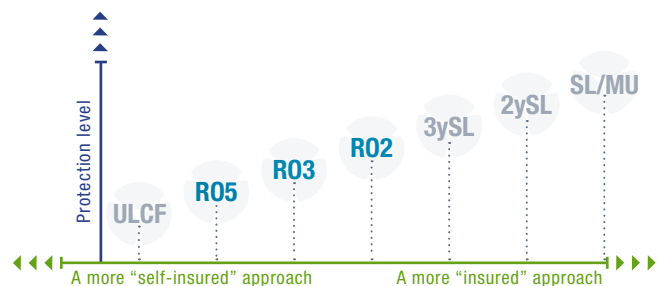


of **clients** would **recommend** Insurope's services to other corporations.

Joining Limited Loss Carry Forward 

Are you a multinational company with at least 2 countries and 1,000 employees insured for death or disability by Insurope Network Members and want to have a more self-insured approach?

Join Limited Loss Carry Forward!



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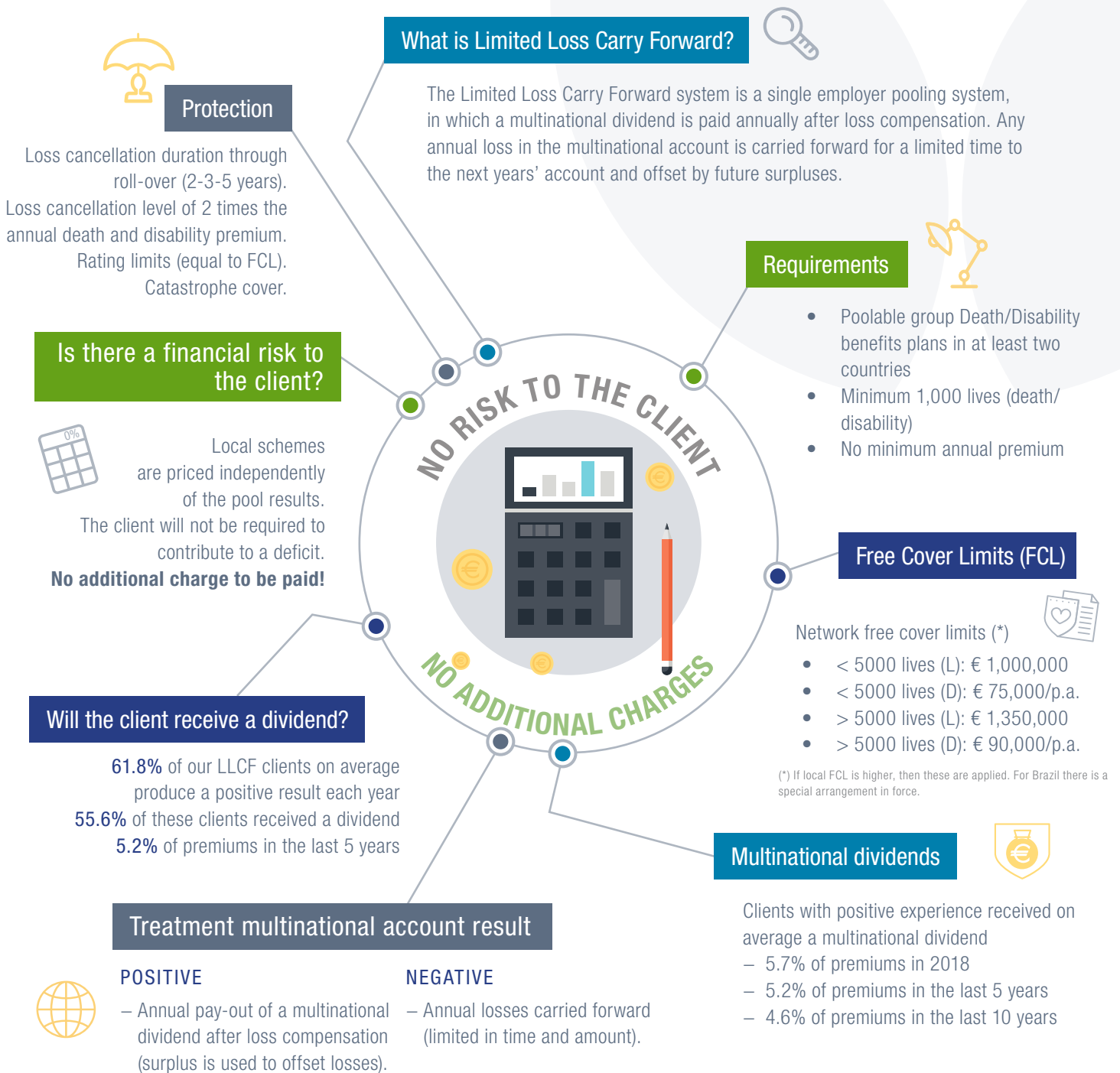
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What is Unlimited Loss Carry Forward? 

The Unlimited Loss Carry Forward system is a single employer pooling system in which a multinational dividend is paid annually after loss compensation. Any accumulated loss in the multinational account is carried forward for an unlimited time to the next years' account and offset by future surpluses. The maximum loss carried forward is equal to two times the rated death and disability premium. The Unlimited Loss Carry Forward system may suit very large multinational companies who would expect to have a reasonably stable claims rate as it offers them a solution close to self-insurance whilst protecting them against high value claims.

Loss Carry Forward performance over the last 5 years:

- 72.7% of our LCF clients had a positive year
- 56.3% of these clients received a dividend
- 7.1% on premiums in the last 5 years

Unlimited Loss Carry Forward solutions

have a **proven track record** and **excellent client service**.

98%

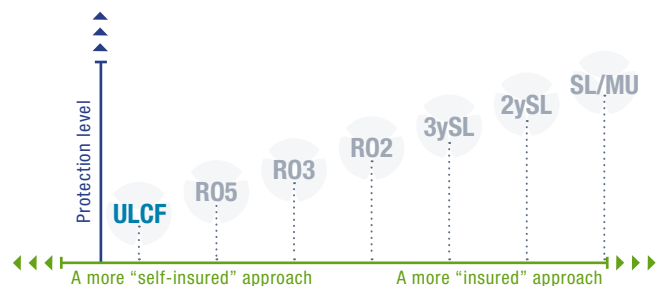
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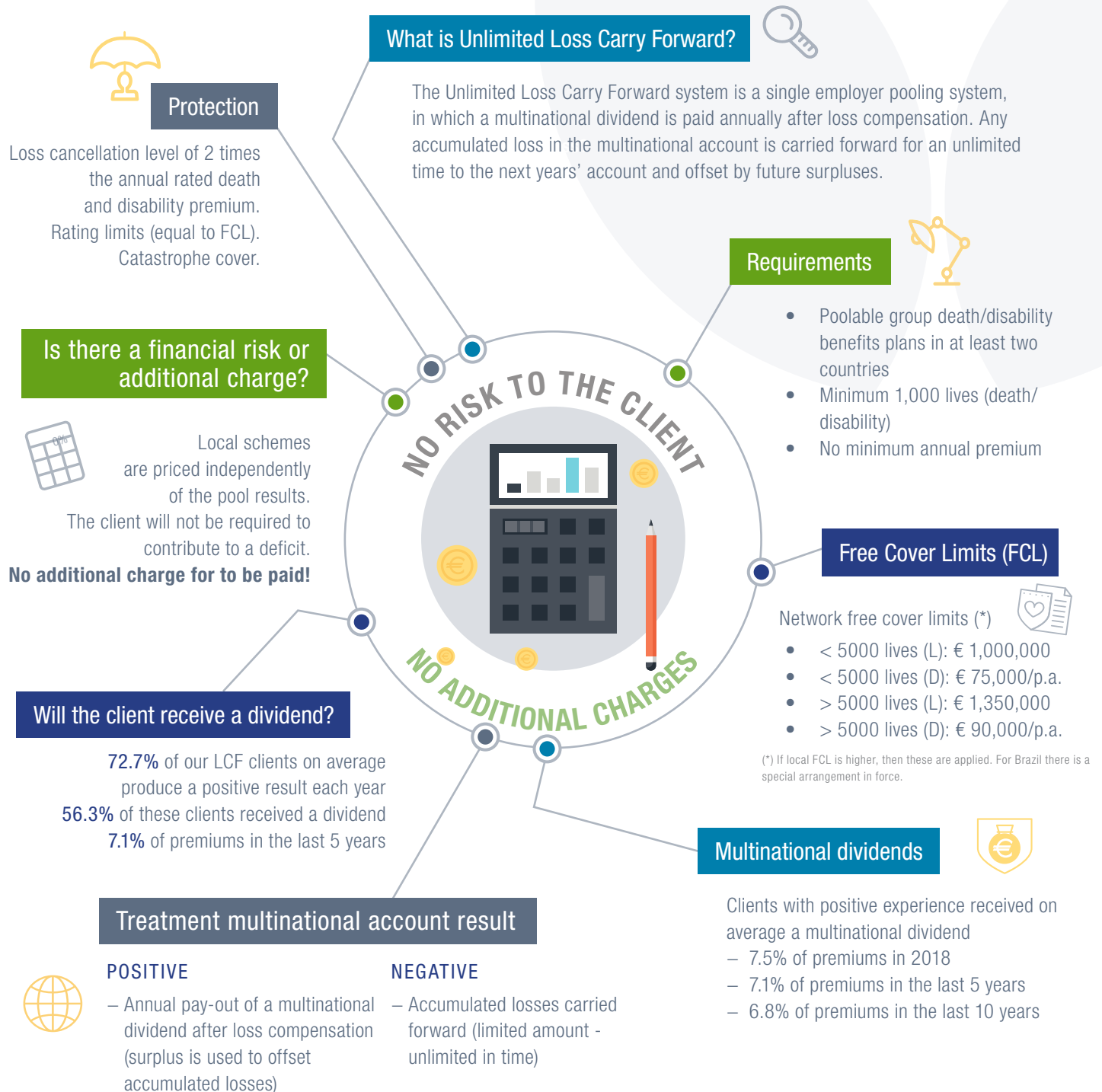
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