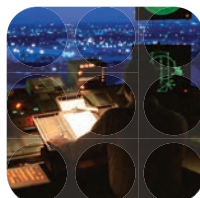
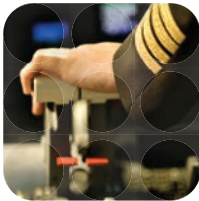


ZURICH MULTINATIONAL INSURANCE APPLICATION

Helping you take control in a constantly changing regulatory world





ZURICH MIA **BROADENING HORIZONS**

Zurich Multinational Insurance Application (Zurich MIA) is our award-winning tool that provides you with a constantly updated view of the widely different insurance and premium tax laws and regulations that apply in countries around the world where you operate. By making it quicker and easier to access this crucial information, Zurich MIA provides the know-how you need to help ensure your insurance solutions are sustainable and your global interests are protected.



"We are pleased that Zurich developed such a highly sophisticated tool. 'Zurich MIA' allows us to make better informed decisions in the complex regulatory and insurance tax environment".

Guenther Droese
Global Head of Corporate Insurance, Deutsche Bank Group



As businesses expand globally, their complexity increases. Your company may have opened new subsidiaries, office networks and outlets in different countries. Every new facility that opens or complicated logistics operation that is set up and every entry into an emerging market adds further challenges as insurance and tax regulations remain local and change constantly. This complexity is mirrored in your insurance requirements. While your insurance program may provide the expected cover today, it won't necessarily do so tomorrow.

At the same time, the risk of punishment for non-compliance is growing. The current economic environment is changing the focus of

attention of local country regulators and tax authorities. Not only are they reviewing existing regulations to ensure breaches are identified early and dealt with swiftly, but they are also tightening controls and increasing their audit activity around international insurance. Tax audits, in particular, are reaching into new areas in an attempt to identify and generate additional income streams.

Whatever sources you use to decide which insurance solution is best for your company and how to ensure its sustainability, you need to rely on expert know how. For every business opportunity you consider, such as entering a new market, for each insurance claim you deal with and for all your regulatory concerns, you

want to be confident you can access comprehensive and regularly updated information about local insurance and tax laws.

This is challenging because there are many sources of information, that are not always available when you need it, and the information may be subject to different interpretations. But being able to rely on relevant, clear, up-to-date and consistent information is more critical than ever. As a global insurer, we face the same difficulty. That's why we developed the Zurich Multinational Insurance Application (Zurich MIA).

Zurich MIA keeps you up to date with local insurance within a single platform. It provides clarity about what is permitted in situations where the insurance carrier doesn't have a license or isn't otherwise authorized to do business locally in a particular country. This is usually referred to as non-admitted insurance.



ZURICH MIA **PRIVILEGED ACCESS**

Zurich MIA gives you straightforward answers to fundamental questions, including the following:

- Is it mandatory by local law for a local subsidiary to purchase insurance coverage from a locally licensed carrier?
- Which options do you have to enhance the cover offered by the local policy to meet the global standard you have defined for your company?
- Which taxes or parafiscal charges are due on your cross-border coverage per country?
- Will your company's local subsidiary be able to rely on the expertise of a global insurer's Risk Engineering team to assist them during a claims adjusting process?
- Can a claim be paid directly to the local subsidiary?

Zurich MIA is one of the most comprehensive tool of its kind available in the market and includes information on:

- local insurance laws for 41 risk categories, for example business interruption, property material damage, non-products liability, directors & officers, inland marine
- insurer premium taxes, like, Insurance Premium Tax (IPT) and stamp duty for the non-admitted coverage
- insurance-related activities, such as, claims payment, risk engineering services and loss adjustment activities.

Zurich MIA covers over 180 countries and territories.

The information is compiled from over 140 independent external legal experts globally and a global tax advisor, and as data is interpreted you receive clear answers to your questions. We update information as soon as we are notified by our network of local experts and consistency is ensured by a dedicated team of lawyers, based in Zurich, Switzerland

By supporting you in gaining a clear overview of both the limitations and options for your insurance solution, Zurich MIA helps you ensure your company's assets are protected the way you want in full alignment to local regulations, without any gaps in coverage, and that the insurer tax requirements are being met. This gives you the confidence that your company's financial interests, and ultimately its reputation, are protected.

Now available as Zurich MIA App

Enjoy the benefits of Zurich MIA when in client meetings, during off-site visits or while travelling.



How Zurich MIA works

Information is provided based on the five most frequently used types of insurance cover for non-admitted insurance*. This unique approach in the market makes it very easy to use. You simply select the countries, risk category, and one of the five types of insurance cover and the Internet-based application displays whether risk coverage and other subsequent insurance activities are permitted or not.



The five main types of insurance cover you find in Zurich MIA

Example – For an Australian company with global operations:

1: Non-admitted ground-up insurance

The Australian company has a plant in China and wants to know whether it is required to purchase local insurance.

2: Non-admitted DIC/DIL insurance in addition to local ground-up insurance

The company decides to purchase local cover in China but the limits are lower than on the master contract in Australia. Can it bridge the gap by including a difference in limit insurance?

3: Non-admitted excess layer insurance on top of primary layer and/or local policy

The company would like to spread its risk across multiple insurers and so has agreed to an excess line construct. What non-admitted implications does it need to take into consideration for the excess line coverage?

4: Non-admitted insurer covering risk in another country

The company purchases a warehouse in Malaysia with the function of storing goods for short periods of time. There are no employees at this warehouse and the company has no legal entity present in Malaysia.

5: Cross-border insurance

The company believes its insurance requirements could be better met by purchasing insurance from the Hong Kong insurance market. Is this permissible?

*An insurer that is not licensed or otherwise authorized to conduct insurance business in the country where the risk is located or where the insuring activity occurs.



ZURICH MIA **ESSENTIAL SUPPORT**



Helps identify the best insurance solution for your needs

When structuring your international program, Zurich MIA provides information about local legal requirements so you know the options available to enhance the cover provided by your local policy, and reduce any gaps in coverage to help meet the standard level of coverage defined centrally within your company.



Helps determine level of insurer premium taxes to be paid

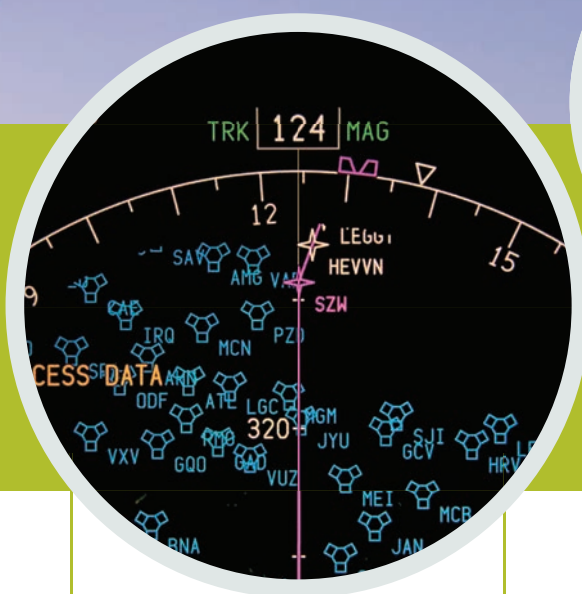
Depending on which country you have exposure in and which risk category you want to cover, the premium may be subject to local taxes, such as Insurance Premium Tax (IPT), Fire Brigade Tax (FBT), stamp duty or you may be required to contribute to a local insurance pool. With Zurich MIA you will know if, and what percentage you need to pay for the insurer taxes related to your coverage.



Helps minimize the impact of a claim on business continuity

Zurich MIA gives you essential insights about loss adjustment and claims activities permitted in a specific country. This enables you to define central and local processes upfront about what to do should an incident occur or if a claim is made. This means your headquarters and local operation will know exactly how to react and initiate the appropriate measures quickly.





Helps ensure a sustainable insurance solution

When you review your policies at renewal, you will want to know if your coverage still aligns to local regulations or how you could improve the current set-up. With Zurich MIA you simply select the country of risk and the risk category related to your policy and instantly you'll be updated on any significant change to insurance laws or tax regulations. Zurich MIA enables you to access the history of legislative changes going back to 2010 for comparison and analysis.



Helps provide recommendation

Zurich MIA puts at your fingertips the answers to key questions that impact business development and expansion. If you are entering new markets or starting new business ventures, you can assess if there are any issues regarding coverage or claims payments that could have a significant financial impact or even endanger a business operation should an incident occur.

It is quick and easy to view all the relevant information within Zurich MIA, see what types of coverage and insurance-related services are allowed or not, then analyze different options and make better informed recommendations that help the business decision making process.



Helps respond rapidly to regulatory or tax authorities enquiries

With the increased focus of attention from local country regulators and tax authorities, you may have experienced an increase in the number of requests relating to your company's insurance solutions or insurer premium tax. Zurich MIA helps you to quickly find answers to enquiries, which can demonstrate to the authorities that you understand local laws and are in control of your insurance portfolio.



ZURICH MIA **RIGHT FOR YOU**

Why it's important to get it right

As the case studies show, errors in the way an international insurance solution is set up can have serious consequences.

Argentina punishes unlicensed intermediary and its client

An Argentinian company and its intermediary contracted life insurance policies with insurers in the US and the Isle of Man. Neither insurer was licensed in Argentina, where the insurance regulatory laws not only penalize the non-licensed insurers but also the insured and any intermediaries involved. As a result, the company was fined eight times the premium and the broker 15 times the premium.

Broker barred for breaking Swiss rules

Professional indemnity insurance was contracted with a foreign insurer, which is not permitted in Switzerland. The country's Federal Office of Private Insurance did not accept the insurance contract and refused to admit the broker to the central federal register of insurance brokers.

Brazil clamps down on illegal insurance sales

A US insurer was prosecuted for selling life insurance policies in Brazil without the necessary license to do so. The Brazilian regulator fined the US insurers \$6.2 billion for selling insurance illegally and intends to be more attentive in future regarding financial service providers who act in the country without being properly registered.



Why you should use Zurich MIA

COMPREHENSIVE One of the most comprehensive tools on local insurance regulatory laws and insurance premium taxes for non-admitted insurance. Contains information not only on risk category but also on insurer premium taxes, claims payment, loss adjustment and risk engineering activities.

CLEAR ANSWERS Data is interpreted by a specialist and dedicated team of lawyers so you receive clear and consistent answers to your questions.

EASY TO USE Information is arranged based on the five most frequently used international program structures for non-admitted* insurance.

UP-TO-DATE Information is immediately updated to include local country regulatory changes notified by our network of over 140 independent external legal experts globally and a global tax advisor.

BROAD Covers over 180 countries and territories and 41 risk categories.

MOBILE Also available as a mobile app so you can access the database while you're travelling or at customer meetings.

COMPLIMENTARY Available to Zurich Corporate customers and brokers as part of our commitment to share knowledge and support the insurance industry. This includes our comprehensive two-hour introductory course.

AWARD WINNING Business Insurance 'Innovation award 2012' in North America. 'Highly Commended Insurance Innovation of the Year', Insurance Times Awards 2012.





Zurich is a worldwide leader in providing insurance solutions to commercial customers with over 5,000 international programs managed in more than 180 countries and territories around the world.

INTRODUCING **INTERNATIONAL PROGRAMS**

International Programs from Zurich are based on our global network – one of the largest and broadest in the industry today – that helps to achieve a consistent standard of service everywhere in the world for you. Our local professionals have the skills and knowledge that you require to help meet your insurance needs in any territory, including familiarity with local languages.

Zurich MIA is an essential tool in the innovative suite of cutting edge technology-based services that power your international insurance programs.

With International Programs from Zurich you will also benefit from:

- A unique customer relationship approach.
- An international program system that integrates customer data into one worldwide platform.
- A global team of more than 8,000 claims specialists.
- The expertise of 900 risk engineering professionals with various industry knowledge.
- Comprehensive reporting capabilities that go well beyond market standard.

"Zurich has done exceptional work with their MIA tool. By utilizing MIA, brokers and clients will be better able to understand how and why Zurich structures compliant international programs. While insurance laws and regulations are seldom crystal clear, MIA has done a very good job in articulating today's important issues."

Claude F. Gallelo, Managing Director, Willis International



THIS WAY FOR MORE

We would be delighted to tell you more about our Multinational Insurance Application and how it can help you and your clients.

For more information, please speak to your Zurich representative, visit www.zurich.com/mia or email us at contactmia@zurich.com.

Disclaimer:

This is intended as a general description of certain types of services and tools available to customers and brokers through subsidiaries within the Zurich Insurance Group including, in the United States, Zurich American Insurance Company, 1400 American Lane, Schaumburg, Illinois 60196, and, in Canada, Zurich Insurance Company Ltd, 400 University Avenue, Toronto, Ontario M5G 1S7, and, outside the US and Canada, Zurich Insurance Plc, Ballsbridge Park, Dublin 4, Ireland, Zurich Insurance Company Ltd, Mythenquai 2, 8002 Zurich, Switzerland, Zurich Australian Insurance Limited, 5 Blue Street, North Sydney, NSW 2060, Australia and further legal entities, as may be required by local jurisdiction. Zurich does not guarantee a particular outcome and further assumes no liability in connection with the provision of services. Nothing herein should be construed as a solicitation, offer, advice, recommendation, or any other service with regard to any type of insurance product available at Zurich Insurance Group. Certain coverages are not available in all jurisdictions or locales.

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Further information is available at www.zurich.com. In case you may have questions, on any of these entities, please contact us at webdesk@zurich.com.

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