

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 55 years of multinational experience. We partner with many of the world's leading employee benefits specialists and have a global presence in 80 countries serving more than 1,040 multinational clients with 4,500 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.

100%*



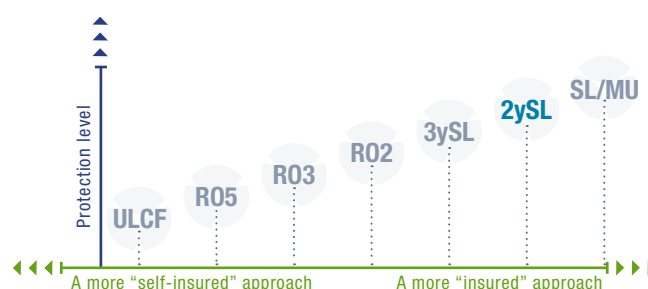
of **clients** would
recommend Insurope's
services to other
corporations.

** From Client Satisfaction Survey*

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!



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 80 countries worldwide One
of the top pooling networks in the world

More info? Contact us!

More than 1,040 clients and 4,500 pooled country plans
Over €920M pooled premium
Sales team to offer expert help with your queries

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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!

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.

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.

100%*



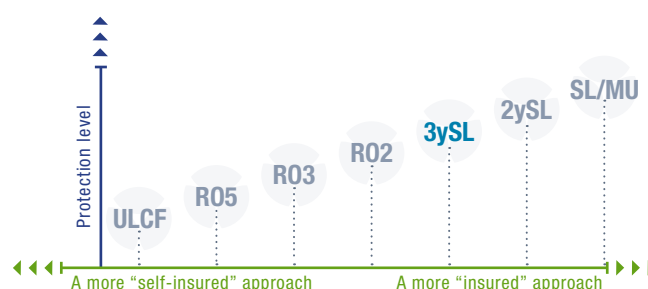
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Joining 3-year Stop Loss

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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

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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:

57% of our LLCF clients had a positive year

67% of these clients received a dividend

5% on premiums in the last 5 years

Limited Loss Carry Forward solutions

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

100%*

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

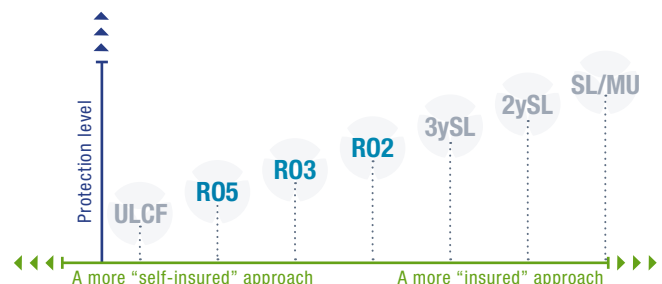


* From Client Satisfaction Survey

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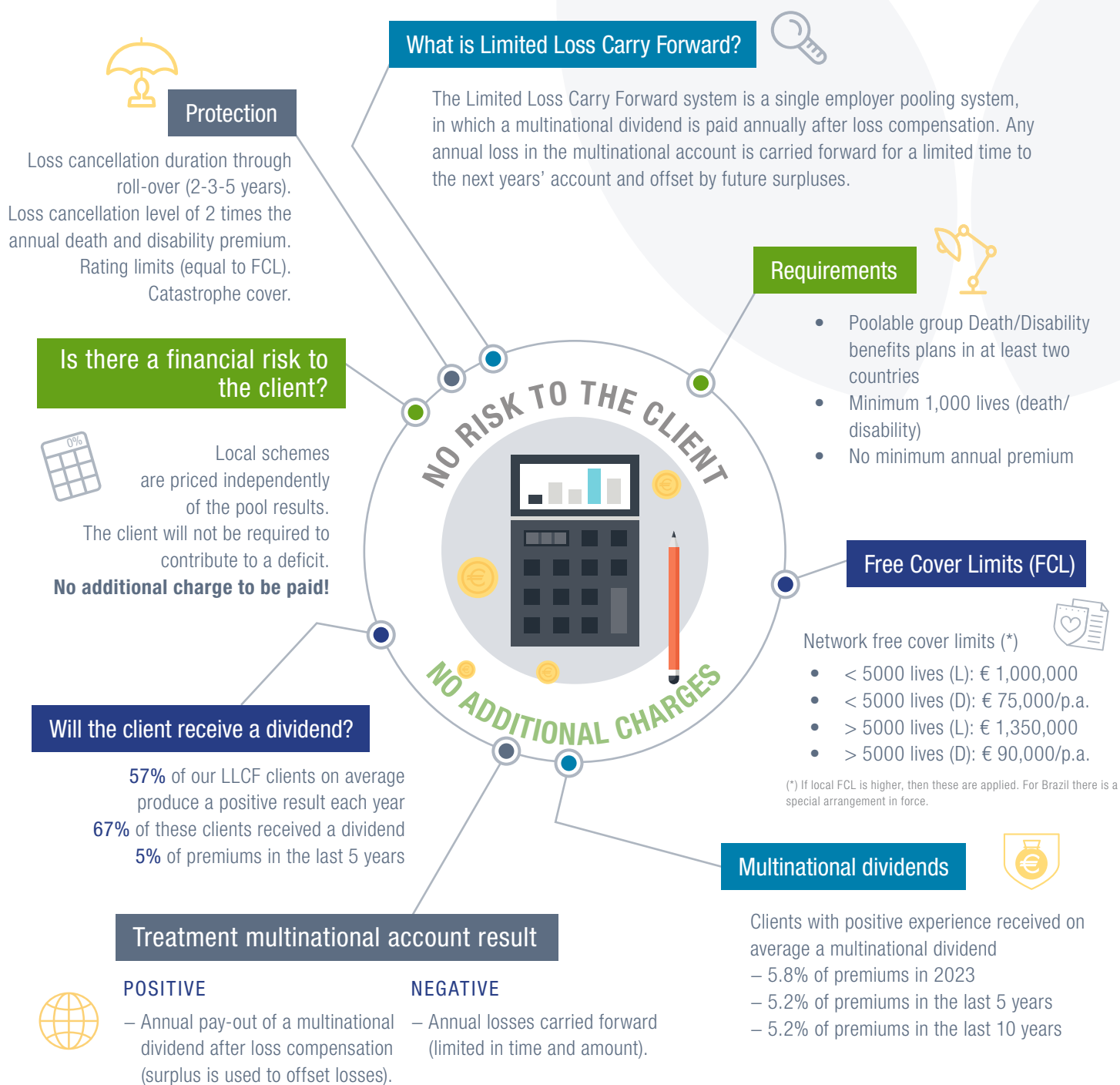
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Insurope offers seven standalone pooling systems, which provide different levels of protection. The most suitable type of pool is determined based on size and attitude towards risk.

What is 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:

70% of our LCF clients had a positive year

57% of these clients received a dividend

6% on premiums in the last 5 years

Unlimited Loss Carry Forward solutions

have a **proven**
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100%*

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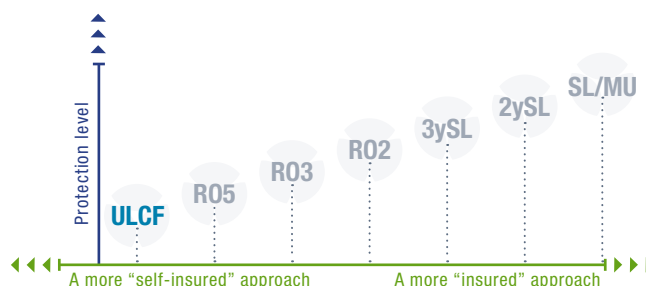


* From Client Satisfaction Survey

Joining Unlimited Loss Carry Forward

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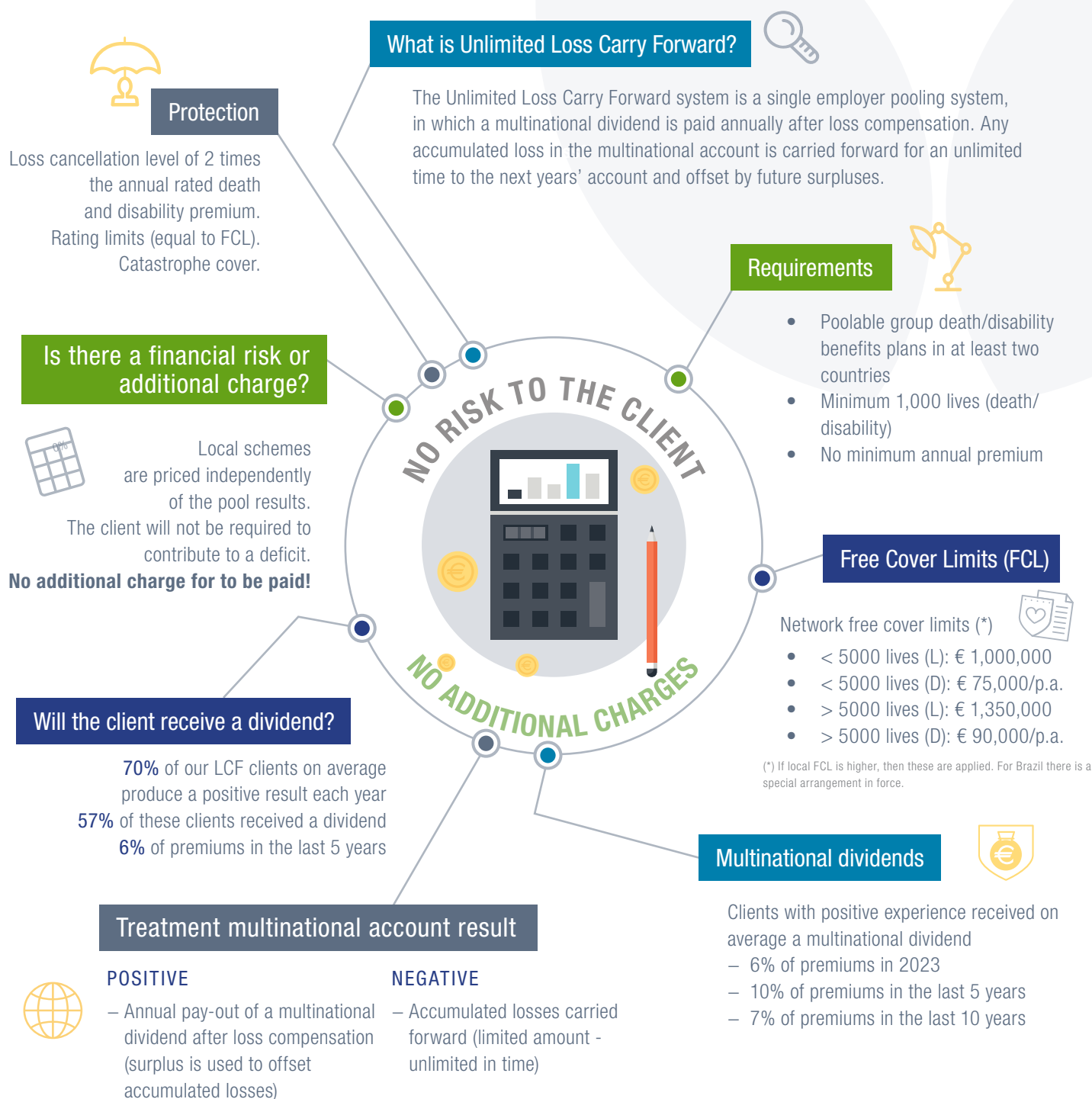
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What is Stop Loss?

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:

52% of our SL clients on average produce a positive result each year

97% of these clients received a dividend

7% of premiums returned as dividend in the last 5 years

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?

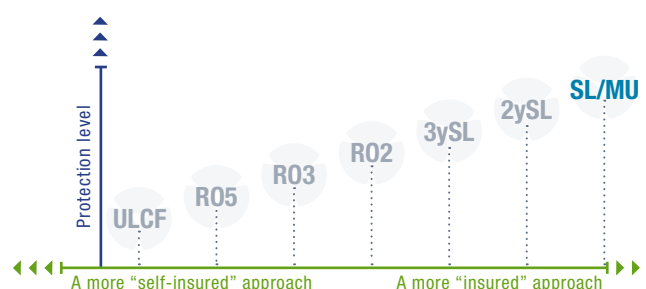
Join Stop Loss!

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



100%* of clients would **recommend** Insurope's services to other corporations.

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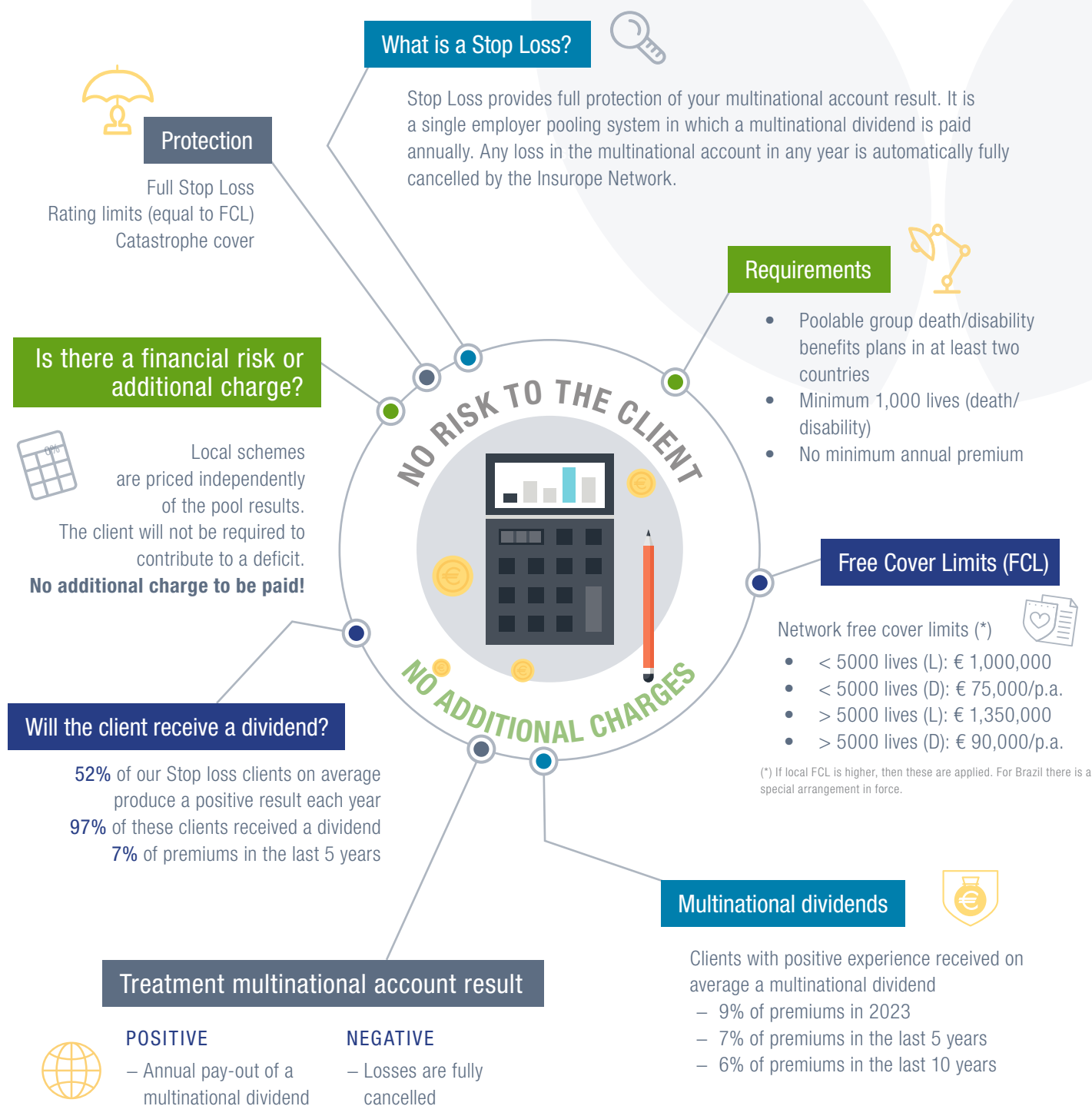
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