

User Group

# »Internationalization of Insurance Companies«

29 and 30 November 2012

6<sup>th</sup> Work Meeting

Members of the User Group



Deutsche Rück  
Deutsche Rückversicherung AG

DEVK  
VERSICHERUNGEN

ERGO

ERGO Direkt

Gothaer

HanseMerkur  
Versicherungsgruppe

inpact



nobisCum

Schutz und Sicherheit im Zeichen der Burg  
NÜRNBERGER  
VERSICHERUNGSGRUPPE

R+V

SIGNAL IDUNA  
Versicherungen und Finanzen

steria mummert  
consulting

tal anx.

VHV  
VERSICHERUNGEN

 **Versicherungsforen Leipzig**

[www.versicherungsforen.net/international](http://www.versicherungsforen.net/international)

## THE USER GROUP

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Not only the biggest insurance groups are dealing with the strategic option to internationally align their companies. But also smaller insurance companies increasingly develop foreign insurance markets, on the one hand due to follow their international moving customers and give them the coverage they need. On the other hand they open up new markets to grow in these like the bigger companies.

In this context challenges for these companies are for example

- development of strategies for a successful market entry and its realization,
- identification of and work with relevant laws and the latest and upcoming judicature in the chosen foreign insurance markets or
- international risk management.

We used these tendencies of insurance companies and replies of the insurance industry which signalized the need to discuss these topics and exchange experiences as an opportunity to establish the User Group »Internationalization of Insurance Companies« to accomplish a durable comprehensive network. Within which a continuous exchange of ideas and experiences around the topic internationalization takes place.

We invite leader and coordinator of projects in foreign countries or an employee for operative departments or for a staff position which is tangent to the topic of internationalization to be a part of the work meetings of this User Group. Other employees from insurance companies are more than welcome to join the User Group as well.

## USER GROUP CONCEPT

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- Discussions and exchange of experiences
- Joint determination of the topics for the meetings
- Culture of openness
- Biannual meetings á two days
- Joint dinner for bilateral talks
- Limitation of maximal 30 companies resp. maximal 40 persons per meeting
- Quota of Non-Insurer max. 25%
- »Code of honour« for Non-Insurer
- periodically dossiers with links about the latest insurance issues
- password-secured online-presence with all documents of the work meeting and ongoing issue-specific news, further reading, literature recommendation and links
- constant contact person in Leipzig for questions about the topics and the organization of the User Group

## PROFESSIONAL LEAD

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**Markus Rosenbaum**

Chief Executive

phone: +49 (0)341/ 1 24 55 - 21  
[rosenbaum@versicherungsforen.net](mailto:rosenbaum@versicherungsforen.net)

## CONTACT

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**Benjamin Günther**

Project Manager  
Strategic Projects

phone: +49 (0)341/ 1 24 55 - 43  
[guenther@versicherungsforen.net](mailto:guenther@versicherungsforen.net)

## TOPICS OF THE NEXT WORK MEETING

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### **The next work meeting takes places at 29 and 30 November 2012.**

The precise contents of the biannual meetings and the topics of the dossiers will be defined and concretized together with the members of the User Group. We'll inform you about the composition of the contents as well as about the organizational details in advance of each work meeting.

The topics of the next work meeting are:

- *Life insurance in China*
- *BRIC-States (Experiences, current situation)*
- *Insurance market Ukraine*
- *Fronting*
- *Trends of Direct Sales*
- *Workshop: Management and Controlling of international business*

## EXCERPT: TOPICS AND SPEAKERS OF PAST WORK MEETINGS

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### *»Internationalization of ARAG«*

Dr. Wolff Graulich, ARAG Allgemeine Rechtsschutz-Versicherungs-AG

### *»International Cooperation in motor insurance«*

Nikolai Kröger, InterEurope AG European Law Services

### *»Compliance in international context«*

Dr. Christof Aha und Peter Daszkowski, Beiten Burkhardt Rechtsanwaltsgesellschaft mbH

### *»Introduction of SIGNAL Biztosító and Hungarian insurance market«*

István Filvig, Signal Biztosító Zrt.

### *»The role of development financing institutions in enhancing growth of insurance markets«*

Marcus Bonn und Natalie de Wit, DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH

### *»Report – Sending to Poland«*

Anne Heift, Gothaer Finanzholding AG

### *»Harmonization of IT in an international insurance company«*

Prof. Dr. Volker Gruhn, Universität Essen, Lehrstuhl Software Engineering

## FEEDBACK OUT OF THE USER GROUPS

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*»We can also confirm the positive impression of the meeting of initialization of the User Group "Internationalization of Insurance Companies". The different facets of this topic afford a variety of themes which makes it worthwhile for our company to take part at the this User Group.«*

Dorothea Winands, Dorothea Winands, Senior Underwriter of Deutsche Rückversicherungs AG and member of User Group »Internationalization«

*»Within the User Group Sales and Distribution I appreciate most of all the open and communicative exchange with other practitioners, who are in particular characterized by their practical experiences und profound know-how of the insurance market. I conceive the User Group as a excellent platform for topic-spanning information about the current trends of our relevant market.«*

Peter Schneider, Member of the Board of Janitos Versicherung AG and member of User Group »Sales and Distribution«

## VENUE AND ACCOMMODATION

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### Venue

Will be announced soon.

### Accommodation

Will be announced soon.

## USER GROUP CONDITIONS

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For companies, which want to be a regular member of the User Group, the attendance fee is 1.240 EUR per half year. Associate Companies of Versicherungsforen Leipzig pay a reduced fee of 990 EUR.

Basically two employees of a participating company can take part at a work meeting. The price for a participation of a second person is 195 EUR or 170 EUR for associate companies of Versicherungsforen Leipzig.

For Non-Insurers the conditions in the list apply.

Please see the attached application form for more information about terms and conditions.

### Price per Half Year

#### INSURER

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**1.240 EUR**                      2<sup>nd</sup> participant: 290 EUR

#### *FOR ASSOCIATE COMPANIES*

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**990 EUR**                              2<sup>nd</sup> participant: 240 EUR

#### NON-INSURERS

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**1.490 EUR**                      2<sup>nd</sup> participant: 340 EUR

#### *FOR ASSOCIATE COMPANIES*

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**1.240 EUR**                      2<sup>nd</sup> participant: 290 EUR

All prices plus value added tax.

## ABOUT VERSICHERUNGSFOREN LEIPZIG

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The mission of the Versicherungsforen Leipzig is to build a bridge between the insurance science and practical insurance applications.

It is our goal to promote and support knowledge transfer and expert networking between businesses and the university.

To this end, we offer the insurance industry a portfolio of services that allows the individual companies to directly access the existing know-how and methodical competency of science.

 **Versicherungsforen Leipzig**

Versicherungsforen Leipzig GmbH  
Querstraße 16 | 04103 Leipzig

phone: +49(0)341 / 1 24 55-0

fax: +49(0)341 / 1 24 55-99

email: [kontakt@versicherungsforen.net](mailto:kontakt@versicherungsforen.net)

web: [www.versicherungsforen.net](http://www.versicherungsforen.net)