

The background of the entire page is a photograph of two business professionals in an office setting. On the left, a man with dark, curly hair and a beard, wearing a dark suit jacket over a light blue shirt, is smiling and looking towards the woman. On the right, a woman with short, blonde hair and glasses, wearing a dark suit jacket over a light blue shirt, is also smiling and looking back at the man. The office environment is blurred, showing a world map on the wall and some office equipment.

## Going Global with HDI Global

A guide to International Programmes



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Our enduring aim is to offer our clients an adequate and compliant international insurance programme.

## Before we get started... a few definitions

### International Programme (IP)

A centralised insurance solution with numerous policies across various jurisdictions.

### Difference in Conditions (DIC)

Filling in any gaps in coverage at a local level by utilising the master policy.

### Difference in Limits (DIL)

Filling in any gaps with lower limits of indemnity at a local level by utilising the master policy.

### Freedom of Service

Relating to the European Economic Area (EEA), the freedom to operate in any member state regardless of country of domicile, under so-called 'passporting rights', which give insurers who are regulated in their own EEA country, access to any other EEA member country without needing separate authorisation there.

### Admitted vs. Non-admitted

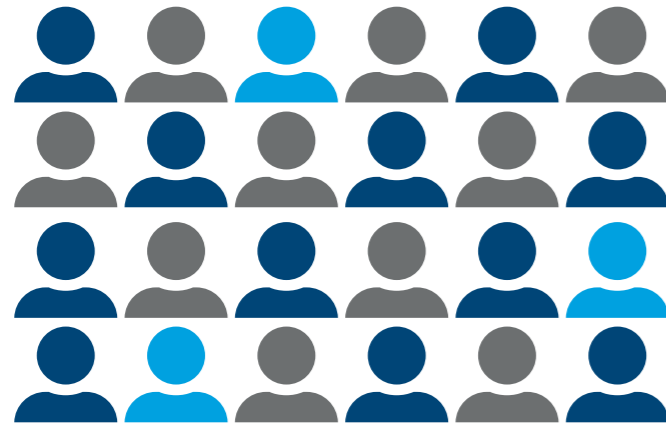
An admitted insurer is an insurer locally licensed to offer insurance in a certain country. A non-admitted insurer is not licensed in said country. Non-admitted coverage is not allowed in most countries. Only in those few countries where non-admitted insurance is allowed, an International Programme can cover foreign subsidiaries of the master insured at the master cover, thereby counteracting this issue somewhat.



# Key figures 2024 Talanx Group

## Our purpose

Together we take care of the unexpected  
and foster entrepreneurship



**~30,000**  
employees worldwide

**18,000**

employees outside  
Germany

Talanx activity in  
**over 175**  
countries

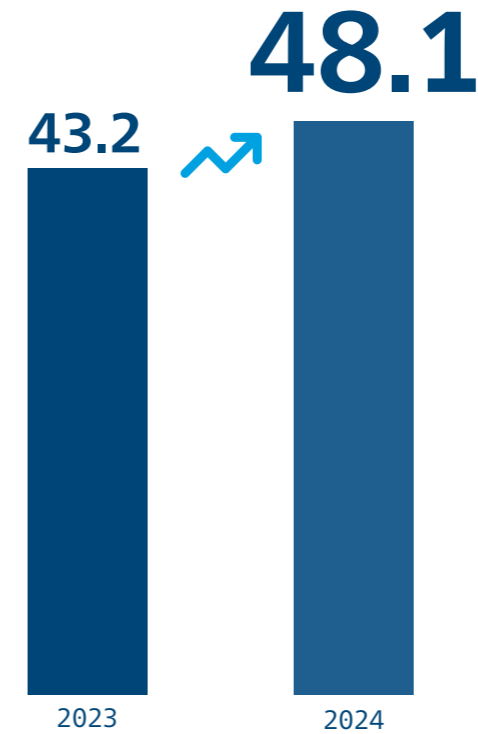


**5**  
Continents

**120+**  
years of experience

**No. 6**  
in Europe\*

**4.9**  
billion EUR  
operating profit (EBIT)

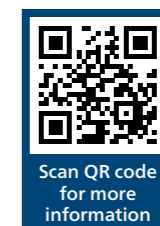


billion EUR insurance  
revenue (gross) worldwide



Financial strength rating  
**AA- (stable)**  
Standard & Poor's

**A+ (stable)**  
A.M. Best



Scan QR code  
for more  
information

You can find the  
up-to-date earnings  
here.

Source: Talanx Group financial statement 2024. As at: 19 March 2025

\*Source: Company publications. As at: 03.04.2023

# Key figures 2024 Corporate & Specialty



**702**  
million EUR  
operating profit (EBIT)

**39** countries with  
HDI entities

**10.0**  
billion EUR insurance  
revenue (gross) worldwide



**10.7 %**  
growth of insurance revenue  
(adjusted for currency effects)



**5** continents

**Over 175**  
countries around the world  
in which HDI Global is active

**~5,000**  
employees worldwide



Part of the  
**Talanx Group**



Financial strength rating  
**AA- (stable)**  
Standard & Poor's

**A+ (stable)**  
A.M. Best

**5,100+**  
international  
programmes (lead)

**28,500+**  
local policies produced



You can find the  
[up-to-date earnings](#)  
here.

# Going Global

International activities are becoming “business as usual” for more and more companies. At the same time, the complexity of corporate risks abroad is increasing. Business processes in areas such as development, production, sales and services increasingly operate in different legal systems. As a result, companies must meet more compliance requirements, particularly in terms of insurance cover.

# The challenges companies face in a world without International Programmes

## Unrelated, local policies

Each client subsidiary is responsible for organising their own insurance by means of separate and unrelated policies, creating a situation where:

- » The parent company has no control over the process
- » Coverage is not optimised with potential gaps having consequences for both parent and subsidiary relating to tax and regulation
- » Administration is difficult
- » There is no consistency in claims servicing

## A single policy, for all subsidiaries

The parent company organises insurance coverage for all subsidiaries globally under just one policy, opening up potential issues, such as:

- » Non-compliance with country insurance regulations
- » A risk of being perceived as trying to evade the payment of local taxes
- » Being unable to conduct insurance activities within the country (e.g. loss adjustment, risk engineering, and claims payment)

# Why an International Programme?

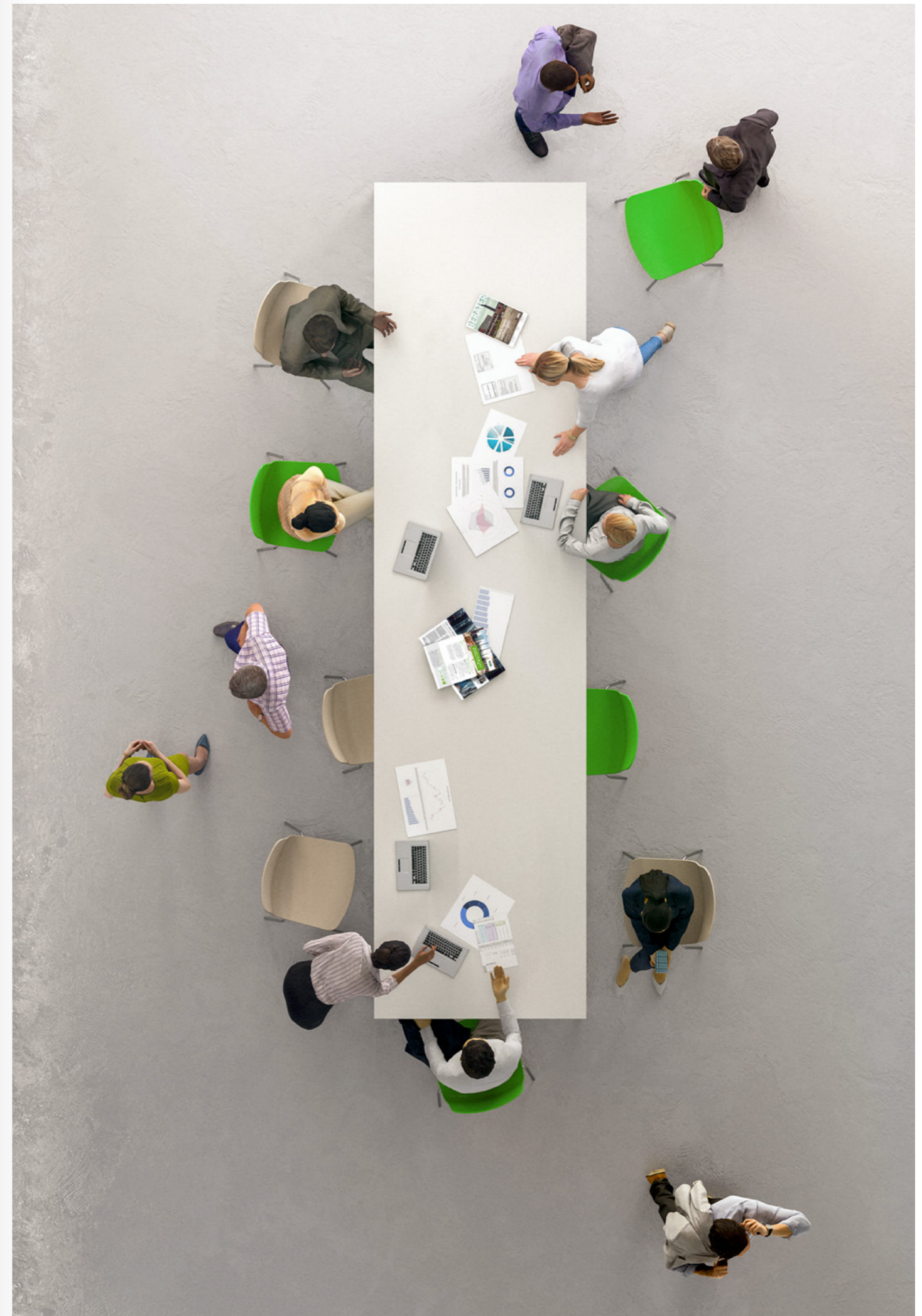


## Our solution

An **International Programme** offers a compelling solution for international organisations that are looking to manage their coverage in a centralised and simplified way.

These centrally coordinated programmes consist of local policies, covering each of a company's foreign entities, and are supplemented by a "Master Policy" administrated where the group's parent company is located. The Master Policy provides cover for the group's parent company, and additional cover (where necessary and legally possible) for the group's foreign entities. The Master Policy is issued by the "producing office" – usually in the country of the parent company – and administered at a local level by our overseas branches or network partner.

At **HDI Global**, the producing office is the decision-maker regarding risks in all countries comprised in the programme.



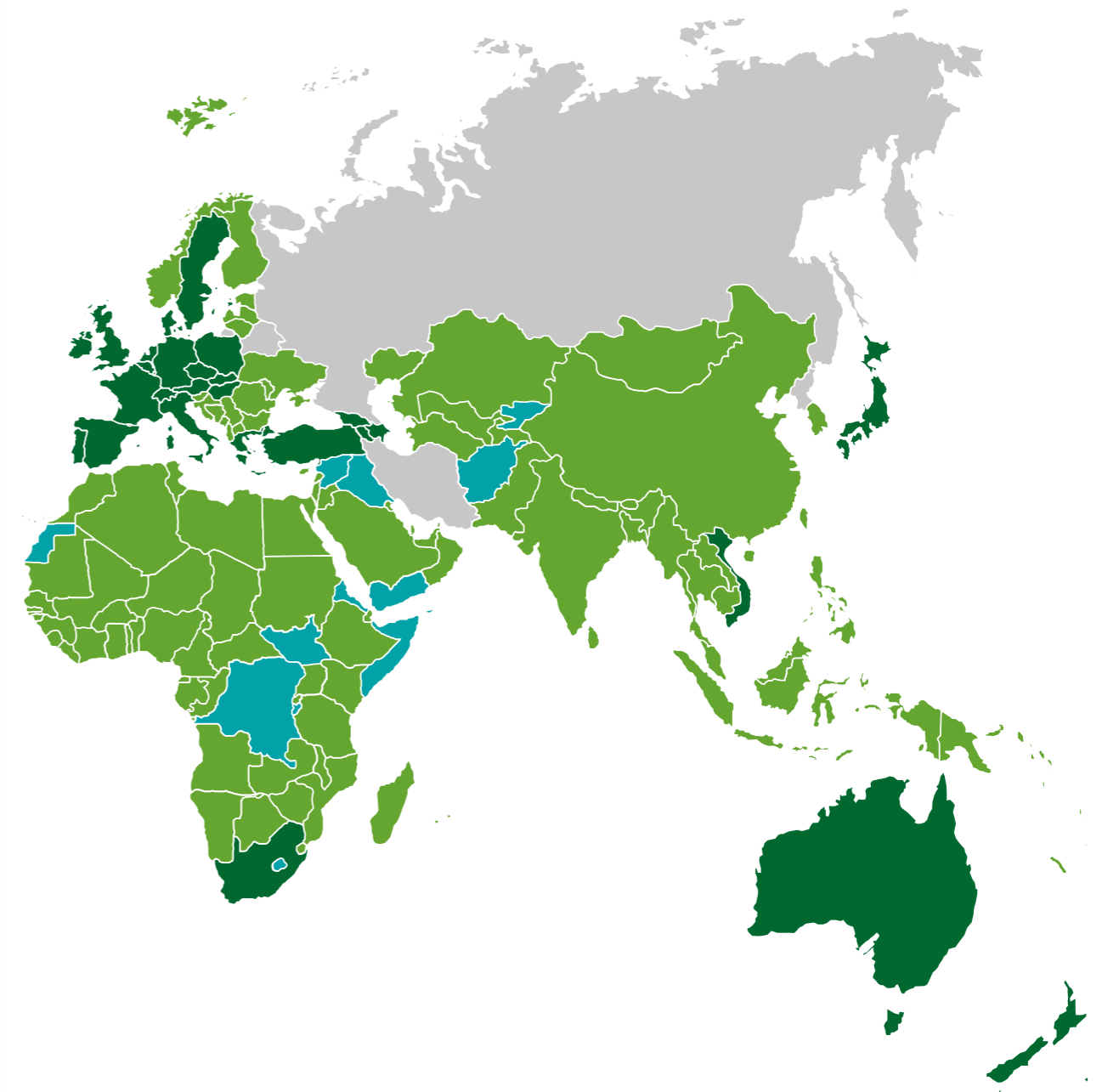
# Our Global Network

## Global service capabilities in over 175 countries

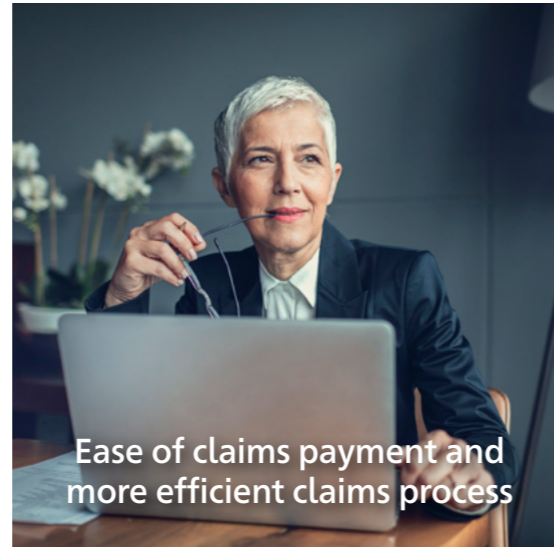


### We've set up the network – so you don't have to!

- » Our network spans over 175 countries worldwide, with HDI entities in almost 40 countries around the globe
- » In countries where there is no HDI entity, our network is supported by regional hubs, such as Hong Kong (Asia-Pacific), Mexico (Latin America) and Hannover / Germany (EMEA)
- » These regional hubs provide consistency of service to our clients and broker partners irrespective of our physical presence in a certain market
- » By means of our network and hubs, we can check local market risk appetite and capability with one touch



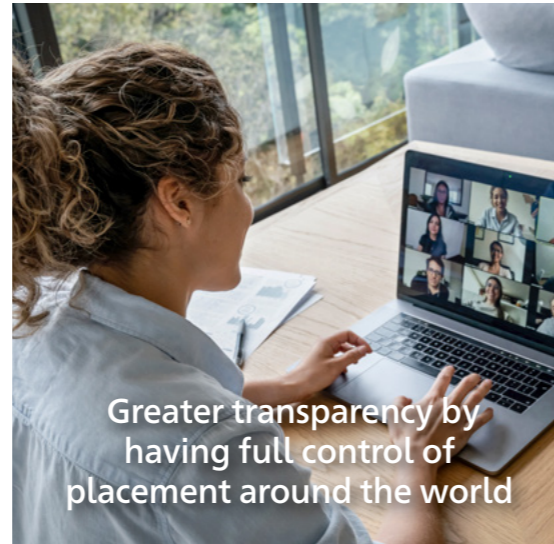
## HDI International Programmes and their benefits



Ease of claims payment and more efficient claims process



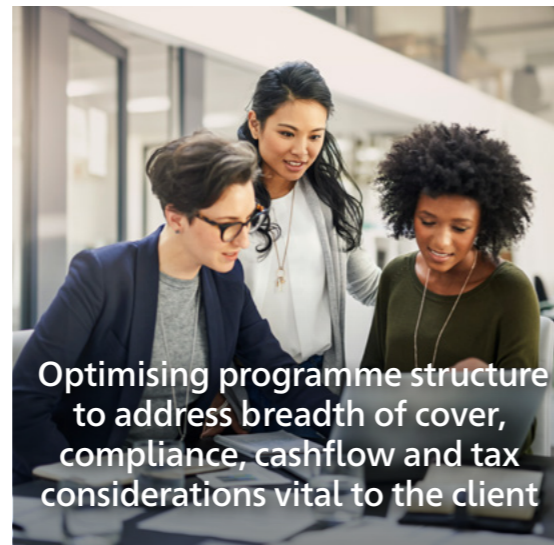
Ability to optimise price and protect balance sheet



Greater transparency by having full control of placement around the world



Long-term cost benefit by employing one insurer with local experts in the region



Optimising programme structure to address breadth of cover, compliance, cashflow and tax considerations vital to the client

## Local and global benefits of International Programmes

### Benefits for locations abroad

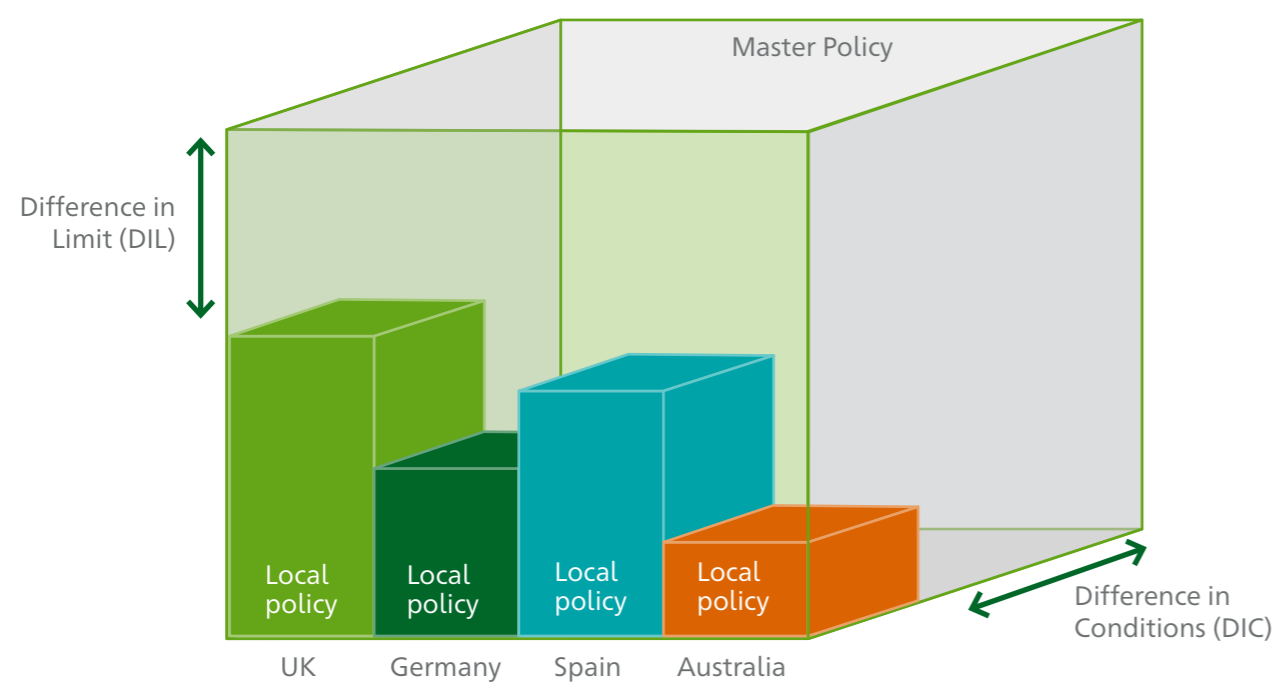
- » Local policies are designed to meet local legal and regulatory requirements
- » Local cover requirements and compulsory insurance are taken into account
- » Claims handling considers local legal requirements
- » Compliance with local tax and supervisory regulations is ensured
- » Local contact for any questions related to the local policy

### Benefits for the parent company

- » Insurance standards of the parent company are taken into account
- » The International Programme and claims handling are steered centrally
- » Single point of contact available for all questions related to the International Programme

## Case study: Structuring an International Programme

- » Company A is a manufacturing firm based in France.
- » The company's France Master Policy provides a Limit of Indemnity of EUR 10 million.
- » Additional local policies in the UK, Germany, Spain and Australia have their own limits, varying from EUR 1 million to EUR 5 million.
- » A Difference In Limit (DIL) policy brings the local policy limits in line with that of the Master Policy.
- » A Difference in Conditions (DIC) policy provides cover for gaps in the local policies, and brings their cover in line with that of the France Master Policy.
- » The company's overall programme is administered in France, providing one point of contact responsible for all matters relating to the company's insurance, regardless of where a query or claim originates.





## Claims management in an International Programme

- » When establishing an International Programme with HDI Global, clients can be assured that they will benefit from our decades of international experience and knowledge alongside our local presence and expertise in local regulations provided through our Global Network
- » From a claims perspective, a key benefit of an International Programme is its ability to reduce complexity and uncertainty in the claims process
- » Complex claims benefit from the technical expertise available from large global insurance companies like HDI Global
- » Other benefits of an HDI Global International Programme:
  - Knowledge of specialist claims handlers in locations around the world
  - Ability to recommend firms providing specialist professional services in local markets to work on our client's behalf
  - We work collaboratively with an array of global loss adjustors to ensure rapid claims settlement and appropriate indemnification



# Keep track of your International Programme

Reporting Service from HDI Global puts you in control when servicing your International Programme.

**24 h**  
online access in  
English and German



Supports you in handling  
**your**  
**International**  
**Programme**



**Management**  
**summary**  
at a glance

**Updated daily:**  
policy wordings and collected  
premiums

**Updated weekly:**  
policy and claims data

Up to  
**10 years**

of historic information  
available to download

Download reports in Excel  
and PDF formats



All relevant data regarding  
your international programme  
including  
premiums and collection  
policies, and claims





## Captive insurance and International Programmes

A captive insurance company (also known simply as a 'captive') is an insurance company that is set up and wholly owned by a non-insurance company to act as a direct insurer or reinsurer for a parent company and its subsidiaries.

The primary purpose of a captive is to reduce the company's total cost of risk. Captives are often used as an integral part of a company's international insurance programme, but can also cover local risks or be used in a purely domestic structure.

For large multinational organisations with high existing premiums, captives represent a great alternative risk transfer method.

While they are not inexpensive to run and manage, captives can represent better value than traditional risk transfer products when evaluated against an organisation's insurance cost.

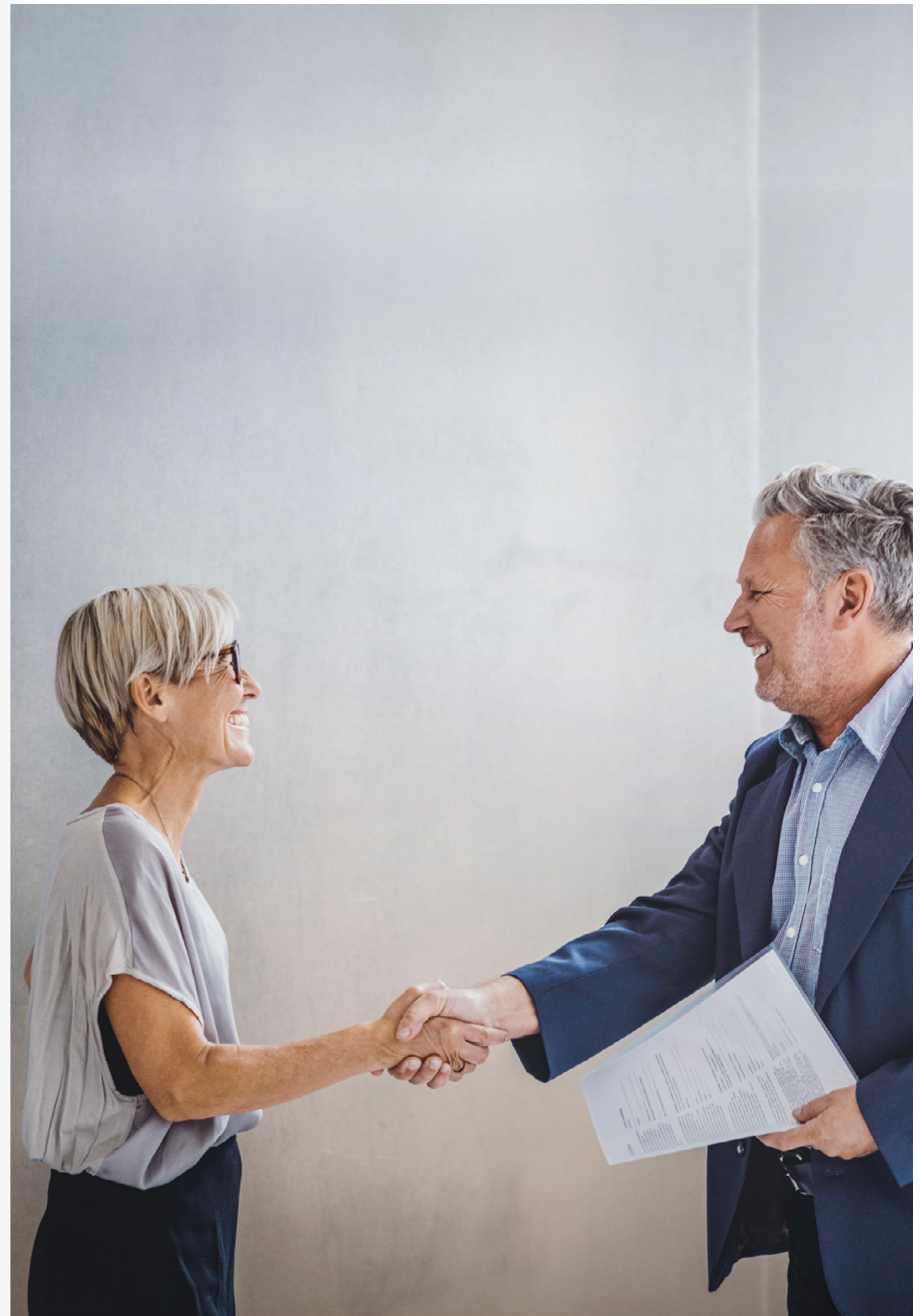
Where an organisation tends to experience a high frequency of claims with low severity, captive insurance can pose a useful alternative.

Companies with sophisticated risk management practices and a continued desire to improve their risk profile can form captives in the context of a long-term relationship with their insurance partner.

For companies with subsidiaries across the globe, captives provide an opportunity to create a comprehensive profile of their risk exposures and evaluate the potential costs and returns.

## Additional reasons to choose HDI Global as your international insurance partner

- » We have a flexible, client-oriented approach to structuring programmes and premium payment
- » Our one-stop-shop philosophy means your underwriter is the key decision maker for the whole programme
- » We have built a service-oriented network with dedicated individuals to deal with all the needs of clients locally
- » As part of the Talanx Group we provide local support in over 175 countries through branches, subsidiaries, affiliates and our network partners
- » Our regional hubs support our network partners in Asia-Pacific, EMEA and Latin America and are based in those respective time zones for continuity and consistency of service
- » Our professional programme experts understand the regulations and hurdles in conducting business in each country
- » We make sure our clients have direct access to our International Programme experts who form a part of our wider Client Services Hubs





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to contact us

HDI Global SE – at home in your region

You can find contact addresses at

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