

Multinational Insurance Application

Delivering greater assurance that your international program will conform to local insurance regulations

While business is increasingly global, insurance regulation remains local and specific to every country where you do business. Local laws may vary significantly and are often subject to change. For the customer, the consequences of an insurance program misaligned with local regulations may be costly indeed.



As a multinational customer, it is important to know that your program delivers contract certainty required to ensure that coverages are aligned with local regulations and that your policy will be fully able to respond when you need help.

Zurich's Multinational Insurance Application (MIA) is a unique, proprietary technology designed to help move you from uncertainty to greater certainty that your international insurance program will meet and adapt to changing local regulatory environments. MIA brings clarity and simplicity to complex multinational insurance programs by helping to ensure alignment with local insurance regulations and premium tax obligations.

How MIA works

Greater local certainty powered by a global perspective

- The leading-edge MIA platform is used by Zurich underwriters, underwriting assistants, tax and accounting specialists to help ensure that your program conforms to applicable, local regulations.
- MIA views regulatory and premium tax information from the uniform perspective of a non-admitted insurer not resident in the country where the risk is located, thereby giving the user all applicable local regulatory requirements to satisfy.
- MIA focuses on the alignment of your master policy with applicable, local regulations, not just local policies in every venue where you have risk exposures.
- The MIA application shows by line of business which insurance activities may be conducted on a non-admitted basis, which are not permitted and what exceptions may exist.
- MIA answers inquiries with straightforward 'Yes' and 'No' answers regarding local insurance regulations and allowable business practices, leaving little room for error.
- Where applicable, MIA provides 'Exception' information allowing the user to understand under what circumstances certain activities may still be conducted.
- MIA information is based on all data compiled about a particular country's applicable insurance regulations, not just information that applies to Zurich alone.

How MIA works

Premium tax reporting

- Most countries require the insurer to collect applicable premium taxes from the customer and remit to local tax authorities.
- However, authorities can approach the insured and possibly file civil suits, impose fines and other penalties if taxes are not paid in a timely manner by the carrier.
- MIA captures and manages the disbursement of master policy premium taxes and parafiscal taxes where remittance is due by Zurich, not the policyholder.
- Tax information managed in MIA is based on a risk coverage-only basis and reflects taxes where remittance is due from Zurich.
- MIA generates monthly and annual premium tax reports detailing all foreign premium taxes payable by Zurich.

Annual Customer Report



Report generated on: 09 June 2010

Tax Report Year 2010

Customer: Acme Industries

Country of Risk	Line of Business	Tax Record Id	Contract ID	Contract Period From	Contract Period To	Contract Currency	Gross Premium	Gross Net Premium	Net Premium	Unit Type Name	Element Value	
Belgium	Boiler & Machinery	75605	123	09 Jun 2010	30 Jun 2011	USD		2,500.00	2,500.00	Balance Premium	100	
Tax Report Month	Tax Record Id	Tax Type				Tax Rate	Contract Currency	Tax Amount in Contract Currency	Tax Reported Currency	Tax Amount in Tax Reported Currency		
09	75605	Fund for the Reclassification of Handicapped Persons (FRSH)				0.060000	USD		10.00	EUR	6.53	
09	75605	Fund for the Reclassification of Handicapped Persons (FRSH) (Collected from Insured portion)				6.500000	USD		10.00	EUR	6.53	
09	75605	Premium Tax				9.250000	USD		231.25	EUR	150.91	
Sum:										163.97		
Country of Risk	Line of Business	Tax Record Id	Contract ID	Contract Period From	Contract Period To	Contract Currency	Gross Premium	Gross Net Premium	Net Premium	Unit Type Name	Element Value	
Denmark	Boiler & Machinery	75608	123	09 Jun 2010	30 Jun 2011	USD		4,600.00	4,600.00	Balance Premium	100	
Denmark	Business Interruption	75609	123	09 Jun 2010	30 Jun 2011	USD		4,600.00	4,600.00	Balance Premium	100	
Denmark	Material Damage	75610	123	09 Jun 2010	30 Jun 2011	USD		4,600.00	4,600.00	Balance Premium	100	
Tax Report Month	Tax Record Id	Tax Type				Tax Rate	Contract Currency	Tax Amount in Contract Currency	Tax Reported Currency	Tax Amount in Tax Reported Currency		
Sum:												
Country of Risk	Line of Business	Tax Record Id	Contract ID	Contract Period From	Contract Period To	Contract Currency	Gross Premium	Gross Net Premium	Net Premium	Unit Type Name	Element Value	
France	Boiler & Machinery	75614	123	09 Jun 2010	30 Jun 2011	EUR		2,640.00	2,640.00	Balance Premium	100	
France	Business Interruption	75615	123	09 Jun 2010	30 Jun 2011	EUR		2,640.00	2,640.00	Balance Premium	100	
France	Material Damage	75616	123	09 Jun 2010	30 Jun 2011	EUR		2,640.00	2,640.00	Balance Premium	100	

Collection and maintenance of country data

- Zurich's MIA database contains insurance regulatory data for up to 170 countries and specific tax rates for approximately 80 countries. In countries where coverage cannot be provided, tax information is not relevant and does not exist in MIA.
- Local country insurance and premium tax regulations are monitored, updated and reported by Zurich staff attorneys in countries where we have owned offices and by carefully selected external legal teams where we do not have a direct, local presence.
- A Zurich, Switzerland-based team of attorneys receives regulatory updates and legal opinions from internal and external lawyers, verifies the information and frequently updates the MIA country database.

Business scenarios help in aligning programs with local regulations

- Five key MIA 'business scenarios' are used by Zurich underwriters to gather specific information about a customer's program, rather than simply posing general questions.
- Business scenarios allow the underwriter to gather focused information about permitted insurance activities and the alignment of the master program with local regulations.
- All five scenarios begin with an assumption of 'non-admitted' coverage for uniformity.

Scenario 1 addresses non-admitted, 'ground up' insurance covering the exposures in the 'country of risk'.

Scenario 2 relates to the use of DIC/DIL insurance added to the local, 'ground up' insurance program.

Scenario 3 focuses on non-admitted excess layers added to the local 'ground up' or primary layer.

Scenario 4 relates to a situation in which a producing Zurich entity issues a policy in the customer's home country that also covers a risk in another country.

Scenario 5 refers to a Zurich entity in one country actually concluding a policy with a customer in another country.

- Numerous variations allow the underwriter to more closely align a customer's specific business scenario and needs to particular local conditions.
- Scenarios and variations encompass up to 41 different lines of business typically sold to international program customers.

What MIA delivers to you

- Improved peace of mind and greater confidence that multinational insurance programs are properly aligned with local insurance and premium tax rates.
- A global program perspective that considers the obligations you have under your master policy in every local country where you have insured exposures.
- A vital component of a *Zurich HelpPoint* solution that gives you the help you need when and where you need it.
- Reduced potential for policies being declared null and void by local authorities, resulting in disputed claims and restitution obligations.

Contact us

For more information about MIA speak to your Zurich contact or your broker.

www.zurich.com

Zurich HelpPoint®

This is intended as a general description of certain types of insurance and services available to qualified customers through subsidiaries within the Zurich Financial Services 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 1S9, and, outside the U.S. and Canada, Zurich Insurance Plc, Ballsbridge Park, Dublin 4, Ireland; Zurich Insurance Company, 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.

Your policy is the contract that specifically and fully describes your coverage. In contrast, the description herein gives a broad overview of coverages and programs and does not revise or amend a policy or program. Certain coverages are not available in all jurisdictions. Some coverages in the U.S. may be written on a non-admitted basis through licensed surplus line brokers.

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