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## **HypoVereinsbank and Allianz conclude sales collaboration**

- **Allianz new insurance partner of HypoVereinsbank from 1 January 2018**
- **Retail and corporate customers of HypoVereinsbank will benefit from the new product range**
- **Collaboration offers substantial potential for growth at both partners**

From 1 January 2018, Allianz will be the new insurance partner of HypoVereinsbank (UniCredit Bank AG). From 2018, retail and corporate customers of HypoVereinsbank will be able to benefit from the broad range of products and services from Allianz. All customers' needs will be covered in future by Allianz products ranging from life, through property, to health insurance solutions. Customers will have access to advisers from HypoVereinsbank and Allianz for holistic and needs-oriented consultation. Personal consultation will be complemented by digital packages and services.

Allianz Deutschland is using the collaboration to further expand sales through banks as part of its growth initiative. HypoVereinsbank, which is part of UniCredit, is strengthening its sales of insurance products through this collaboration and thereby ensuring its growth ambitions in the German market.

"As market leader Allianz is the ideal insurance partner for the ambitious growth and premium positioning of HypoVereinsbank. The partnership represents a gain for our customers. They will benefit from two strong brands, world-class holistic advice and a high-quality product range which will cover any white spots that there have been in the past. The collaboration will therefore strengthen our market position and it entails significant potential for income," commented Dr Theodor Weimer, Spokesman of the Executive Board of HypoVereinsbank.

"We are delighted that we have been able to attract a new strategic partner in HypoVereinsbank for our banking sales," said Dr Manfred Knof, Chairman of the Board of Management of Allianz Deutschland. "With our common understanding of consistent customer orientation, holistic advice and digital services we complement each other ideally and create significant value added for customers. The objective of Allianz is to further expand our strong market position with this collaboration."

The new collaboration with Allianz will replace the previous collaboration of UniCredit's HypoVereinsbank with the Ergo Group on 31 December 2017. Contracts that customers of HypoVereinsbank have concluded with Ergo will remain in force. From 1 January 2018, it will only be possible to take out new insurance contracts through the bank with Allianz. Details of the new collaboration will be communicated at an early stage before the venture is launched.

These assessments, are as always, subject to the disclaimer provided below:

#### **Forward-looking statements**

The statements contained herein may include prospects, statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those expressed or implied in such forward-looking statements.

Such deviations may arise due to, without limitation, (i) changes of the general economic conditions and competitive situation, particularly in the Allianz Group's core business and core markets, (ii) performance of financial markets (particularly market volatility, liquidity and credit events), (iii) frequency and severity of insured loss events, including from natural catastrophes, and the development of loss expenses, (iv) mortality and morbidity levels and trends, (v) persistency levels, (vi) particularly in the banking business, the extent of credit defaults, (vii) interest rate levels, (viii) currency exchange rates including the EUR/USD exchange rate, (ix) changes in laws and regulations, including tax regulations, (x) the impact of acquisitions, including related integration issues, and reorganization measures, and (xi) general competitive factors, in each case on a local, regional, national and/or global basis. Many of these factors maybe more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

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