“About us” –

The German Insurance Association (GDV e.V.)

Dr. Bernhard Gause
Member of GDV Executive Board (Property/Casualty/Accident Insurance)
Welcome to Berlin on behalf of 469 GDV member companies including 100 Engineering insurers hosting the 43rd Annual IMIA Conference 2010

• Yesterday’s presentation (Dr. Hofmann):
  How does the German Insurance Market work?

• Today’s short presentation:
  How does the German Insurance Association work?
Here we are – the main GDV locations

Headquarters, D-10117 Berlin, Wilhelmstraße 43 / 43G

European Office, B-1000 Bruxelles, 60, Avenue de Cortenbergh

3 locations, 25 departments with
376 full-time employees + affiliated subsidiaries
Number of insurance companies within GDV

Total number of members = 469 + Private Health Insurance Association

- Property, Casualty and Accident Insurers 232
- Life insurers 112
- Reinsurers 27
- Other 18
- Pension funds 14
- Staff pension funds 28
- Health insurers 38
- Including 100 Engineering Insurers
GDV – lobbyist of German insurers

Represent over 97% of the direct insurance market in Germany

Are the source of income for 216,500 employees. Altogether, 555,000 people work in the insurance sector (employees subject to social security contributions and self-employed intermediaries)

Are the leading long-term investors with investments totalling 1,200 bn EUR

The 469 member companies of GDV

Offer comprehensive risk cover and provision to individuals and companies through 447 million insurance contracts

Generated premiums in the overall amount of 171.3 bn EUR in direct insurance in 2009 and paid out benefits in the amount of 134.5 bn EUR

Dr. B. Gause, 43rd IMIA Conference, 14th September 2010
General Assembly

Representatives of member companies

Board of Management = Presidential Board
Chairmanship: President

- Maximum 11 elected members (Chairmen of the Board)

Executive Board
Chairman of the Executive Board
Members of the Executive Board
- Life Insurance / Pension Funds, Property/Casualty/Accident
- Insurance, Financial and Cross-Sectoral Issues, Europe und
- International Issues, Personnel / Administration / IT

Committees
(Representatives of member companies)
Committee structure of GDV (Representatives of member companies)

General Assembly

Executive Committee

Presidential Board

Steering Committee on Life Insurance / Pension Funds
Steering Committee on Non-Life Insurance
Mathematics and Statistics
Private Customers
Tax Issues in Life Insurance / Pension Funds
Trade and Industry Customers
Social Policy
Motor Insurance

Central Committees

Finance and Risk Management
Economics
Press and Information
Investment Affairs
Distribution
Legal Affairs
Taxes
Business Administration and Information Technology
Mutual Insurance Associations
Risk Management
Budget and Auditing
Central and Eastern Europe
Accounting

Including Engineering Insurance Commission

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Functioning of GDV

- Represents direct insurance and reinsurance companies
  - 555,000 people work in the insurance sector
  - 447 million insurance contracts and risks in portfolio
  - Investments of approx. 1200 bn €

Sources: GDV, BaFin, agv As of 2009

Dr. B. Gause, 43rd IMIA Conference, 14th September 2010
Range of tasks

Representation of the insurance industry vis-à-vis politics and society

- Political and social analysis (agenda, trends and subjects)
- Monitoring of politics (policy formation and decision) and regulation (legislation and jurisdiction)
- Representation of interests vis-à-vis the legislator and regulation-issuing bodies as well as ministerial administration
- Representation of interests vis-à-vis the EU and international organizations

Services for the benefit of member companies

- Information of member companies on all insurance-relevant developments in politics and jurisdiction
- General policy conditions and monitoring
- Statistics on claims costs / risk analyses
- Loss prevention concepts / security guidelines
- Combating of fraud
- Sector network / IT
- Macroeconomic opinions

Representation of the insurance industry in the media

- Communication of the sector's opinion
- Competent contact for the media
- Supporting political lobbying
- Professional crisis communication
- Fixing subjects and identification of future subjects
- Easing the burden on public relations departments of member companies with regard to overall subjects to all member companies
- Raising the image of the sector
Current challenges for the insurance industry

- Demography
  - Ageing of customers and employees
  - Risk-bearing capacity
  - Climate change
- Legislation
  - Tax law
  - Solvency II
  - International accounting rules
  - Data protection
  - Banking levy
  - New investment instruments
  - Capital market development
  - Low-interest environment
- Globalization
  - Financial market crisis
  - European Single Market
  - Multinational corporate structures
- Market, customers, employees
  - Changed customer needs
  - Internet
  - Automation
- Technology
  - Very large-size and accumulated losses
- Regulatory framework
  - Funded old-age provision
- International accounting rules
  - Risk-bearing capacity
  - Very large-size and accumulated losses
- Low-interest environment
  - Changed customer needs
  - Internet
  - Automation
Image Campaign 2010 by German insurers
Thank you. Have a pleasant stay in Berlin
and a successful IMIA Conference 2010