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## Press Release

### Munich Re wins significant 2018 XCelent Customer Base Award

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**Munich Re Automation Solutions Ltd., the leading provider of digital new business and underwriting today announced it has won an XCelent Customer Base Award from Celent, a research and consulting firm dedicated to helping financial institutions formulate comprehensive business and technology strategies.**

Celent reviews and ranks the leading life new business and underwriting vendor systems being used or actively sold to insurers in North America. Munich Re has been recognized as an XCelent Customer Base winner. This award is attributed on the basis of the growing number of live insurers using their ALLFINANZ underwriting rules engine, new client momentum and excellent customer feedback.

Karen Monks, Senior Analyst with Celent's Insurance Group and co-author of the report said, *"Munich Re's ALLFINANZ system has shown momentum in the market. It continues to have success in sales and implementations across North American insurers which is why they were named an XCelent Award winner"*.

This view was further reinforced by reviews received in the latest NMG consulting survey highlighting ALLFINANZ consistent performance, high customer satisfaction ratings and overall lead in this space in North America.

*"The Life Insurance industry is undergoing a transformation which is giving rise to rapidly changing needs in the technology space. Over the last four years, we have placed emphasis on making sure our clients can integrate data easily into our system and ensure maximum benefit from the technology post go-live. We are delighted to be recognised by Celent for recent growth in our customer base and it is a vote of confidence in our strategy."* Colm Kennedy, Executive Vice President Americas at Munich Re.

Customer feedback cited in Celent's report recognizes Munich Re's skilled and knowledgeable staff, ongoing improvements to the system and a strong, configurable base system. *"The ALLFINANZ solution is a strong solution that can meet the needs of any insurer wanting a full new business and underwriting suite or just components."* concludes the report.

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**About Munich Re Automation Solutions Ltd** – Munich Re Automation Solutions Ltd, a Munich Re subsidiary, is the global leader in new business and automated underwriting and data analytics software solutions for the life and health insurance industries. For more than 30 years, the company has transformed how life insurers sell insurance with the ALLFINANZ software product suite, enabling clients to significantly and profitably grow their business. Headquartered in Dublin, Ireland the company also has offices in Japan, Singapore, Australia and the U.S. With over 100 deployments globally, the company proudly counts many global leaders as clients, including, amongst many others, AIG, Aflac, Allianz, Aviva, Bank of China, Cigna, Daido, Etiqa, Guardian, Great Eastern, HSBC, Lincoln, Manulife, Mitsui, Pacific Life, Protective, Sony Life, Suncorp, TAL, Vitality and Zurich. Web site: [www.munichre.com/automation-solutions](http://www.munichre.com/automation-solutions)

**Munich Re** stands for exceptional solution-based expertise, consistent risk management, financial stability and client proximity. This is how Munich Re creates value for clients, shareholders and staff. In the financial year 2017, the Group – which combines primary insurance and reinsurance under one roof – achieved a profit of €0.4bn. It operates in all lines of insurance, with over 42,000 employees throughout the world. With premium income of around €32bn from reinsurance alone, it is one of the world's leading reinsurers. Especially when clients require solutions for complex risks, Munich Re is a much sought-after risk carrier. Its primary insurance operations are concentrated mainly in ERGO, one of the leading insurance groups in Germany and Europe. ERGO is represented in over 30 countries worldwide and offers a comprehensive range of insurances, provision products and services. In 2017, ERGO posted premium income of €17.5bn. Munich Re's global investments (excluding insurance-related investments) amounting to €218bn are managed by MEAG, which also makes its competence available to private and institutional investors outside the Group.

**Disclaimer**

This press release contains forward-looking statements that are based on current assumptions and forecasts of the management of Munich Re. Known and unknown risks, uncertainties and other factors could lead to material differences between the forward-looking statements given here and the actual development, in particular the results, financial situation and performance of our Company. The Company assumes no liability to update these forward-looking statements or to conform them to future events or developments.