



BANGKOK



TOKYO



LONDON



NEWYORK

TRAVELERS 

Multinational

Insurance solutions to meet a world of needs

Global business demands an insurance carrier with a leading network of local partners and platforms to deliver coverage and service that is right for each market.

That's Travelers.



Whether your business has limited international dealings or operates in countries around the world, Travelers can tailor coverages to address your exposures.

At Travelers, we believe in a “best network” philosophy. We have established the best network of local carriers and platforms to help our clients manage their insurance. This network ensures a seamless delivery of service via a single point of contact while having the most relevant, in-market knowledge of compliance and coverage issues in each country. The global marketplace will continue to change quickly, and Travelers has built a responsive network that will always have current and in-depth knowledge of each local market. Combined with our financial strength, we aim to be the leading insurance partner for businesses stretching across the world.

An increasingly global marketplace

The global marketplace continues to change quickly with more and more UK businesses finding ways to trade globally.

The UK has the 10th strongest purchasing power in the world with a worth of £2.788 trillion¹ and therefore it's no surprise that the UK exported £517,446 million worth of goods and services in 2015. In the first three-quarters of 2016 there was a notable increase in both the number and value of inward and domestic mergers and acquisitions. In 2016, there was a total number of 135 acquisitions abroad by UK companies with a total value of £16,665 million.²

In the months since the June 23 referendum last year the UK Government has signalled it is looking to build new partnerships with countries like India, the United States, Australia and New Zealand.³

UK companies can be at risk from global exposures long before they consider opening an office in another country or partnering with an overseas firm. Common exposures include employees travelling internationally, selling products or services to customers outside the UK, or buying products, materials, or finished goods from an overseas supplier.

The percentage of UK national tertiary students enrolled abroad is



Brits living and working in EU countries



Imports



Leading import partners

Germany	USA
£70,363m	£59,258m
China	Netherlands
£38,386m	£36,929m
France	
£36,359m	

Exports



Leading export partners

USA	Germany
£96,425m	£48,501m
France	Netherlands
£32,928m	£31,798m
Ireland	
£25,679m	



Business travel



Top 5 International business travel destinations for UK employees⁶

No.1	No.2	No.3	No.4	No.5
France	Germany	Republic of Ireland	USA	Netherlands

¹ Source: <https://www.cia.gov/library/publications/the-world-factbook/geos/uk.html>

² Source: Office for National Statistics. Mergers & Acquisitions, Q4 2016: Published 7 March 2017. Summary of Cross-Border Mergers, Acquisitions and Disposals.

³ Source: <http://visual.ons.gov.uk/uk-trade-partners/>

⁴ Source: <http://www.go.international.ac.uk/oeed-education-glance-2016-report>

⁵ Source: <https://www.ons.gov.uk/peoplepopulationandcommunity/populationandmigration/internationalmigration/articles/whatinformationisthereonbritishmigrantslivingineurope/jan2017>

⁶ Source: <https://www.ons.gov.uk/peoplepopulationandcommunity/leisureandtourism/datasets/ukresidentsvisitsabroad>

⁷ Source: <http://visual.ons.gov.uk/uk-trade-partners/>

Leading global solutions

Whether a business has limited international dealings or operates in countries around the world, Travelers can tailor coverages to address its exposures. In fact, we offer flexible levels of global insurance to seamlessly complement our domestic coverage offerings. Due to the breadth of our coverage options, we can easily adapt to our clients' international insurance needs as their businesses grow – and their risks evolve.

1

Property & Casualty

Controlled Master Programme (CMP)

A Controlled Master Programme is an insurance programme that consists of a Master Policy issued in the UK which provides cover in excess over locally issued underlying policies. This programme is controlled through Travelers in the UK and Ireland and coordinated through our partner network around the world.

The cover provided by the local underlying policy is compliant because it meets local legal requirements and is issued in accordance with local standards.

Travelers will then “top up” that local standard to UK or Ireland standard by way of a Difference in Conditions/Difference in Limits clause on the Master policy.

This type of programme gives the following features:

- A locally compliant admitted policy
- Uniform coverage across the whole programme
- Policy premiums, terms and conditions are all negotiated centrally

Freedom of Services (FOS)

Writing cover on a Freedom of Services basis can be used for certain classes of business, if the risks being insured are situated within a European Union country.

This method of providing cover involves overseas risks being written on a UK or Ireland issued policy. This means that no local policies are involved, and therefore no assistance from our local partners is required.

Premium payment will be made in the UK or Ireland, and taxes are collected for each overseas territory.

The features of this method of providing coverage include:

- Only one policy is issued covering all locations within the EU
- One premium payment is made by the insured and broker
- Uniform coverage
- Claims handled in the UK or Ireland

2

Management Liability

Although D&O policies typically provide worldwide coverage, local insurance regulations and corporate indemnification laws may make it necessary to purchase local policies as well. Travelers can offer Directors & Officers liability insurance to UK multinational clients with foreign subsidiaries and/or foreign resident Directors and Officers.

Delivered by a leading global network

Our global network connects leading local carriers and platforms with the right business, risk and cultural knowledge. The global marketplace continues to change quickly. While some carriers have built large static installations in various countries, Travelers maintains and optimises a network of the leading local carriers and platforms in over 125 countries. That's our ‘best network philosophy.’

1

Local carrier network

Travelers has a number of partnerships around the world, as well as being a leading member of the INI Network since 1989. Travelers is the exclusive member in the United States, Canada, United Kingdom and Republic of Ireland. All members are held to high service standards and are bound together by a written statement of service commitment outlining the expectations for each member company. Admitted policies are written in the local language and shown in local currency. Members know the local laws and customs to help keep you compliant.

2

Lloyd's

Through the internationally renowned platform of the Lloyd's insurance market, Travelers Syndicate 5000 underwrites a number of specialist business classes to meet the varied demands of our clients worldwide.

To find out more about our global network visit travelers.co.uk/multinational or speak to your Travelers representative.

*Not all products are available in all areas, please contact your Travelers representative.

An increasingly global marketplace

Compliance is local and dynamic.

Travelers puts compliance knowledge first to protect our customers. Compliance is a full-time job. When you think about all of the local regulations and issues country-by-country, state-by-state all the way down to the local community, businesses need a partner who excels at knowing and applying these to their business. At Travelers, our underwriters are embedded in the markets they support.

Example: USA

The USA has the 3rd largest population in the world, after China and India with a population of 323,995,528 people. It exercises jurisdiction over 50 states.⁸



Key facts



Top 5

The USA is a top 5 destination for UK business travellers.



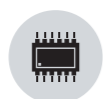
\$96bn

The UK earns the most through trade from the USA. Exports to the USA (£96bn) are greater than imports from the USA (£59bn) so in 2015 the UK ran a trade surplus of £37 billion with the USA.⁹



£59,258m

worth of imports came from the USA to the UK in 2015.



The USA has the most technologically powerful economy in the world, with a per capita GDP of \$54,800.¹⁰



34%

of trade between the UK and the US is machinery and transport equipment.¹¹



The USA has the 3rd strongest purchasing power in the world, \$18.56 trillion.

Travelers US key statistics



1st

largest writer of US Workers Compensation.¹²



2nd

largest writer of commercial U.S. property casualty insurance.¹³



30,000

employees (approximately) Representatives in every U.S. state, Canada, the Republic of Ireland, the United Kingdom and at Lloyd's.

⁸ Source: <http://www.internetworldstats.com/stats8.htm>

⁹ Source: <http://visual.ons.gov.uk/uk-trade-partners/>

¹⁰ Source: <https://www.cia.gov/library/publications/the-world-factbook/geos/us.html>

¹¹ Source: <http://exportbritain.org.uk/market-snapshots/united-states-of-america.html>

¹² Source: SNL Statutory Filings. Based on 2013 Direct Written Premium. Marketshare includes: Homeowners Multiple Peril, Other Private Passenger Auto Liability, Private Passenger Auto No-Fault (Personal Injury Protection), and Private Passenger Auto Physical Damage. Carriers only included when a meaningful portion of their Personal Lines distribution is conducted via Independent Agents.

¹³ Source: SNL Statutory Filings. Based on 2013 Direct Written Premium. Marketshare includes: Homeowners Multiple Peril, Other Private Passenger Auto Liability, Private Passenger Auto No-Fault (Personal Injury Protection), and Private Passenger Auto Physical Damage. Carriers only included when a meaningful portion of their Personal Lines distribution is conducted via Independent Agents.



Seamless service and solutions

Seamless service and solutions save money and keep business focused on... business. Running businesses across a few or many markets introduces complexity and can often slow down business. Travelers is committed to delivering multinational insurance services as part of a domestic solution – including a single point of contact. We focus on delivering consistent coverage and sorting the complexity so that you don't have to.



Financial strength, today and tomorrow

Travelers' financial strength means we will be there when our customers need us most, in the UK and across the world. We manage our resources to ensure we are there for our customers today and tomorrow. Our beginnings in 1853, our combined revenue of \$27 billion, our 30,000 employees, 13,000 independent agents and business in over 125 countries are all a part of that solid foundation.



Highly responsive claim services

Getting back to business after a loss is important to your customers' long-term success. If your customers are in one or more of the 125+ countries that Travelers serves, we can make sure their claims are handled locally through a network partner with oversight from Travelers. Our network partners have the contacts and resources required for quick and fair resolution of claims. They know the language and customs and have a thorough understanding of laws, regulations and the availability of local services and resources.



Risk control services

To accommodate our customers in today's fast-paced business world, we offer solutions and resources that can be delivered onsite, online and on-demand. Through these innovative service offerings and our multinational consulting relationships, risk management professionals conduct assessments and consultations. Our solutions come from a base of sound experience in a variety of industries including manufacturing, healthcare, education, wholesale, retail, service industries and many others. We take pride in maintaining a professional, technically proficient staff of qualified specialists dedicated in areas such as fire protection, equipment breakdown and business continuity planning.

To find out more about our multinational solutions from Travelers visit travelers.co.uk/multinational or speak to your Travelers representative



travelers.co.uk/multinational

Travelers Insurance Company Limited

Travelers Syndicate Management Limited

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