



Press Release

Munich, December 6th, 2017

Allianz Automotive and Scania Financial Services announce global strategic partnership

- Global cooperation agreement signed in June 2017
- Motor Insurance Program for Scania's retail insurance offerings
- The cooperation benefits from the synergies of both premium brands

Allianz Partners (with its commercial brand Allianz Automotive) and Scania CV AB Financial Services have concluded a global cooperation agreement in June 2017. The cooperation comprises Scania branded motor insurance solutions for Scania customers. The Motor Insurance Program is provided for customers of Scania, including fleet customers, and covers the following types of insurance: Motor Third Party Liability, Motor Own Damage, and Personal Accident Insurance. The first market, Germany, was launched in June 2017. The aim is to roll out the cooperation in further markets.

“Given the structural change in the automotive industry, we see great potential in the commercial and fleet business. The cooperation with Scania offers a unique opportunity to expand our portfolio to commercial vehicle companies”, explains Claudius Leibfritz, CEO Allianz Automotive and Member of the Board of Allianz Partners. “To underline the importance of this segment we have established a dedicated team with cross-functional support to focus on commercial and fleet business development.”

Sten Dumell, Head of Customer Insurance at Scania Financial Services, emphasizes the importance of this strategic cooperation: “With Allianz we have a partner at our side, who, like Scania, is both present globally and able to do business locally. The interest from customers for financial services is increasing and through this cooperation, we will provide even better solutions for our mutual clients.”

Based on the existing long-term strategic cooperation between Allianz Automotive and Volkswagen Group, to which Scania belongs to, the two companies will further deepen their collaboration by jointly identifying and designing additional innovative services and products, e.g., in the field of telematics.

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About Scania

Scania is a world-leading provider of transport solutions, including trucks and buses for heavy transport applications combined with an extensive service offering. It offers vehicle financing, insurance and rental services to enable customers to focus on their core business. The company is also known as a premium manufacturer of industrial and marine engines. Scania is part of the German automotive company Volkswagen AG, Volkswagen Truck & Bus GmbH subsidiary.

With more than 125 years of successful business and over 46 000 employees in 100 countries, the sales and service network is strategically placed at customers convenience, no matter which country they operate from.

Scania Financial Services offer attractive financing solutions for new or used vehicles, bodywork and trailers. These solutions can be integrated with Scania Insurance, Repair & Maintenance Contracts, Driver Services, Scania Assistance, and much more. Experts at Scania Financial Services are able to provide customers with flexible solutions which ensure predictable costs and manageable risks over the entire life cycle of each vehicle. Financial Services employees take a different approach from traditional bankers and insurers, thanks to their deep understanding of the transport business and the way operators use their vehicles.

For more information, please visit www.scania.com

About Allianz Partners / Allianz Automotive

Dedicated to bringing worldwide protection and care, Allianz Partners is the B2B2C leader in assistance and insurance solutions in the following areas of expertise: assistance, international health & life, automotive and travel insurance. These solutions, which are a unique combination of insurance, service and technology, are available to business partners or via direct and digital channels under three internationally renowned brands: Allianz Assistance, Allianz Care and Allianz Automotive. This global family of over 17,500 employees is present in 76 countries, speaks 70 languages and handles 44 million cases per year, protecting customers and employees on all continents.

Allianz Automotive is a globally renowned and specialized brand of Allianz Partners bundling the automotive business of Allianz Partners. It's a growing business with a presence in all major automotive markets, well known for being a strategic partner of car manufacturers for insurance and mobility services. Automotive manufacturers and mobility providers can choose from a broad portfolio of customized products and solutions in the field of motor insurance, warranty, assistance and ancillary products.

For more information, please visit www.allianz-partners.com