

## Hamburger Expatriate specialist BDAE and Abu Dhabi insurers to deepen cooperation

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The Emirate of Abu Dhabi - also capital of the United Arab Emirates (UAE) - is the latest since its introduction in the automotive group Daimler a key partner for the German economy. They have been in some time-intensive business partnerships with German companies.

To work around the Hamburg BDAE group that specializes in insurance solutions for workers abroad, since 2006 with the second largest insurance company in the Emirate of Abu Dhabi, the Emirates Insurance Company, together. Together with the also based in Hamburg Hanse Merkur Travel Insurance Ltd. and Emirates, the BDAE group developed a product series, which made health insurance for individuals and employees of companies in the UAE offers. It will benefit approximately 8,000 people from the expertise on site.

To the successful cooperation even further, were last Friday Emirates Insurance CEO Jason Light and the BDAE-founder and managing director Silvia Opitz Krolak and Andreas Opitz in Hamburg. As a former employee of the insurance market Lloyd's of London rejoiced Light on a tour of the insurance market of the Hamburg Chamber of Commerce. This led Juergen Hahn, expert for the liquidation of shipwrecks and a member of the Insurance Exchange, through the historic walls of the chamber of commerce in which the approximately 450-year-old insurance market place is located.

“I greatly appreciate the cooperation with the BDAE and the Hanse Merkur travel very much. Moreover, the Hanseatic city of Hamburg from a historical perspective, an important site for the insurance industry, “said the native Briton Light his visit to Elbmetropole.

“For us it is an honor for our business partner Jason Light, the Hamburg Insurance Exchange to show. After all, lie in the ancient maritime city of Hamburg in the early parts of the insurance industry, “adds CEO BDAE-Opitz added.

Apart from the sightseeing, but it was mainly the business relationship between the BDAE group and the Abu Dhabi insurers to consolidate. Objectives: New insurance products for foreign persons in employment to develop the distribution in the BDAE-establishment, the Expat Services GmbH Dubai Branch (ESDB), expand and continue on a growth course to stay.

Unlike the market average, the BDAE group in the first quarter, an increase in premium income in the amount of 20 percent over the previous year consumption. “We are convinced that we are in crisis in 2009 our sales will increase both our customers and partners continue to be a reliable provider,” says CEO BDAE-Opitz Krolak.

The Hamburg-based group BDAE has its origins in 1995 with the founding of the Federation of foreign workers eV. The association was created with the aim of, businesses and their employees and individuals in planning and implementing their long-term stay abroad to support them. Currently, the company with three companies under its roof a comprehensive service offering. This ranges from the entire country-specific social protection on the international consultancy to international human resources management. Since 2002, the holding company with Expat Services GmbH Dubai Branch (ESDB) an establishment in the Emirate of Dubai.

### **About Emirates Insurance Company**

Emirates Insurance is already since 1982 in the capital of the United Arab Emirates (UAE), Abu Dhabi, active and belongs to twelve percent of the government of the same emirate. With a premium volume of around 700 million dirhams (around €150 million) Emirates Insurance is the second largest insurance company in UAE. Since 2006, the company cooperates successfully with the BDAE group.

### **About Hanse Merkur Travel Ltd.**

The Hanse Merkur Reiseversicherungs AG (HMR) has existed since 1977 and belongs to the Hanse Merkur Lebensversicherung AG, with the founding date of 1875 as Germany’s second-oldest life insurance applies. Moreover, the HMR is the second largest travel insurers in the Federal Republic. Since 1999, the company is a reliable partner of the BDAE group.

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