



PRESS RELEASE

MSH International enters the IPMI market in Germany with majority holding of BDAE

As of 1 July 2017, MSH International has become the new majority shareholder in the BDAE Group.

The BDAE Group was established in 1995 with the founding of an association called the Bund der Auslands-Erwerbstätigen (BDAE) e.V. (Association of People Working Abroad) by Andreas Opitz and Silvia Opitz to provide international insurance solutions for people living abroad, as well as for companies sending employees on overseas assignments.

According to a study by OECD, approximately 3.4 million Germans presently live outside Germany. Finnaccord reports that about 57 million people currently live abroad for private or professional reasons. And this figure is rising by 2.9% each year. BDAE provides German and international expats and emigrants with premium-quality, worldwide insurance cover at an affordable price, and assists HR departments with their global mobility processes.

Worldwide insurance cover at affordable prices

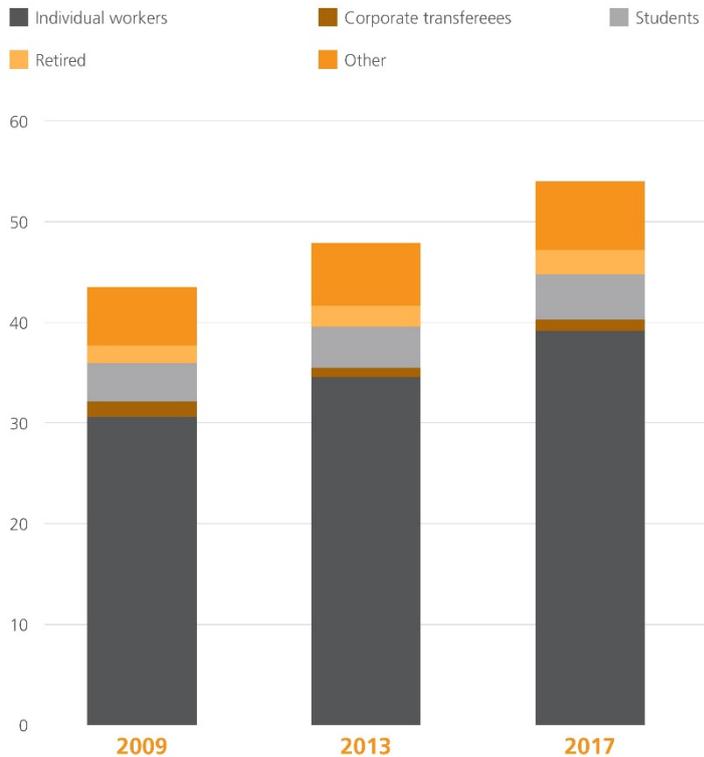
Under the management of Andreas Opitz (62) assisted by Philipp Belau (30), Commercial Manager, the BDAE Group, thanks to the cooperation with MSH International, will now be able to bring greater flexibility to its international health insurance products, and tailor them even more effectively towards bigger corporate groups.

“As Germany is Europe’s largest economy, it seemed logical to us to offer our services there as well. We have found an excellent partner in the BDAE Group, whose experience will be of great benefit to us in the German-speaking expat world. At the same time, we are providing the Group with an opportunity to further expand its B2B commerce and invest in innovative projects,” says Frédéric van Roekeghem (56), Executive Director at MSH International.

Holding shares in BDAE Group MSH International enters the German market for international private medical insurance. The corporation, which operates as a managing general underwriter (MGU) and third party administrator (TPA), has thus far enjoyed particular success as one of the world’s leading insurance providers in Southeast Asia, the United Arab Emirates, Canada and France. To clarify: In Germany, an MGU is comparable with an insurance solutions developer, while a TPA primarily serves as an insurance provider specialising in regulating insurance claims.

“Our mutual area of business is a huge growth market, and our range of products and services complement each other perfectly. With MSH International, we have found an experienced player to help us offer our customers abroad the very best services and security” says the Managing Director of BDAE, Andreas Opitz.

Total worldwide expatriate population, segmented by purpose, 2009 and 2013 with forecast to 2017



Source: Finaccord ExpatriateBASE

About MSH International:

MSH International, a 100% owned subsidiary of the SIACI SAINT HONORE Group, is a world leader in the design and management of international healthcare and death and disability insurance solutions for globally-mobile individuals. Its services are intended for employees of multinationals, SMEs and micro-businesses, workers in International Organizations, individual expatriates and local high-net-worth individuals in need of international insurance coverage. Thanks to a decentralized organization, 4 regional head offices in Calgary, Paris, Dubai and Shanghai and 14 service offices across the globe, MSH International provides 24/7, round-the-clock assistance to its 2,000 corporate clients and +300,000 insured members across 200 countries.

About SIACI SAINT HONORE:

SIACI SAINT HONORE, one of the leading providers of brokerage and consulting services in the French insurance market, supports large and mid-cap companies in the management of their property and personal insurance risks in France and around the world. The Group designs and develops customized solutions for its corporate clients in Property and Casualty, Marine and Cargo, Employee Benefits, Retirement, HR Strategy and Total Rewards and International Mobility. SIACI SAINT HONORE services encompass the entire value chain from risk management consulting to the management of insurance plans. The firm has currently 2,200 employees worldwide, insures 2.2 million individuals and reported turnover of 306 M€ in 2016.

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