

Global Corporate Nordic



Zurich Financial Services

Fredrik Rosencrantz, CEO, Global Corporate Nordic

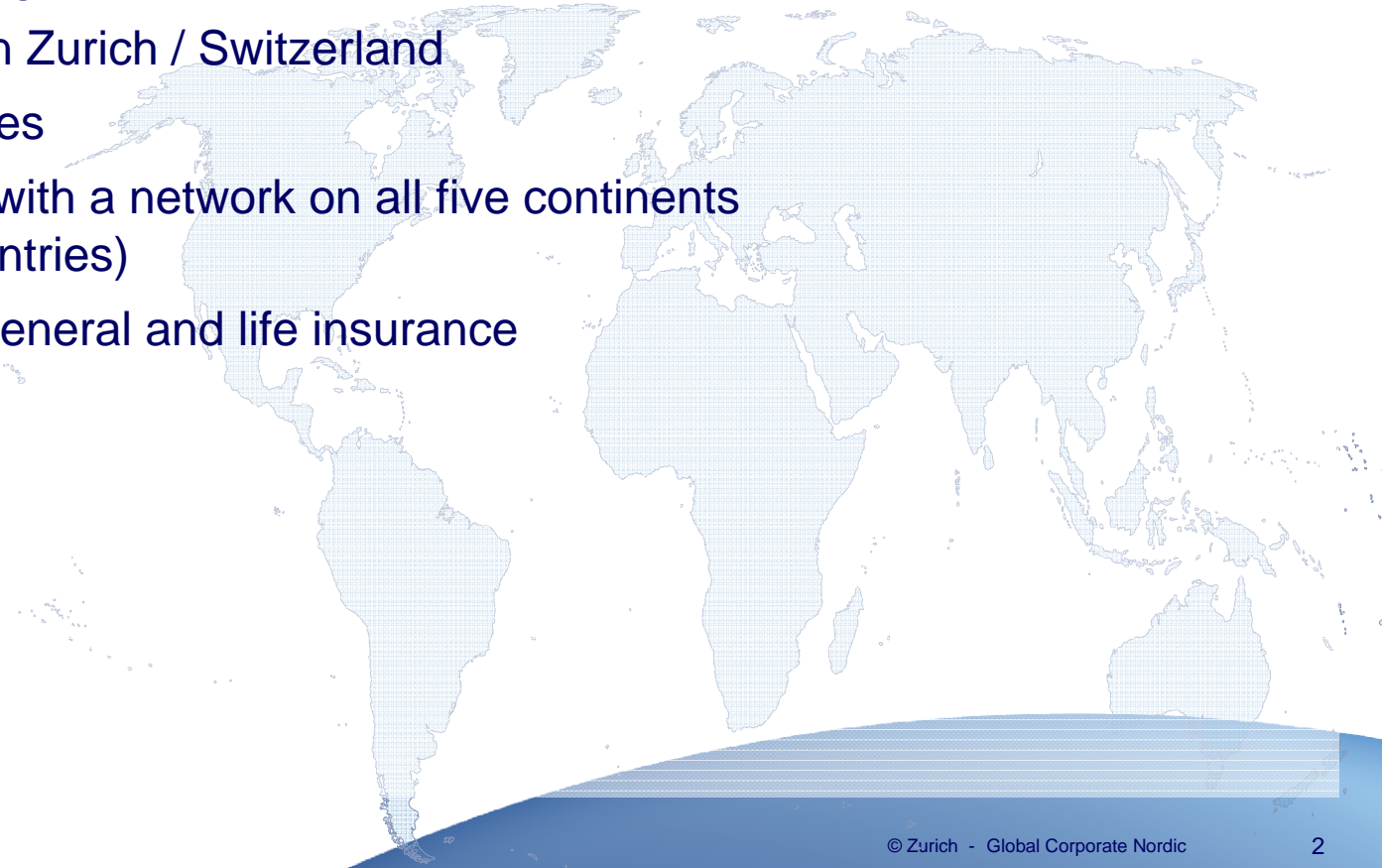
Oslo, October 29, 2008



Zurich worldwide



- Market capitalization USD 48 billion
- Combined Ratio 95.6%
- USD 59.6 billion gross written premium & fees
- Founded 1872 in Zurich / Switzerland
- 60,000 employees
- Global footprint with a network on all five continents (in over 180 countries)
- Core business general and life insurance



Source: Annual Report 2007

Market segments

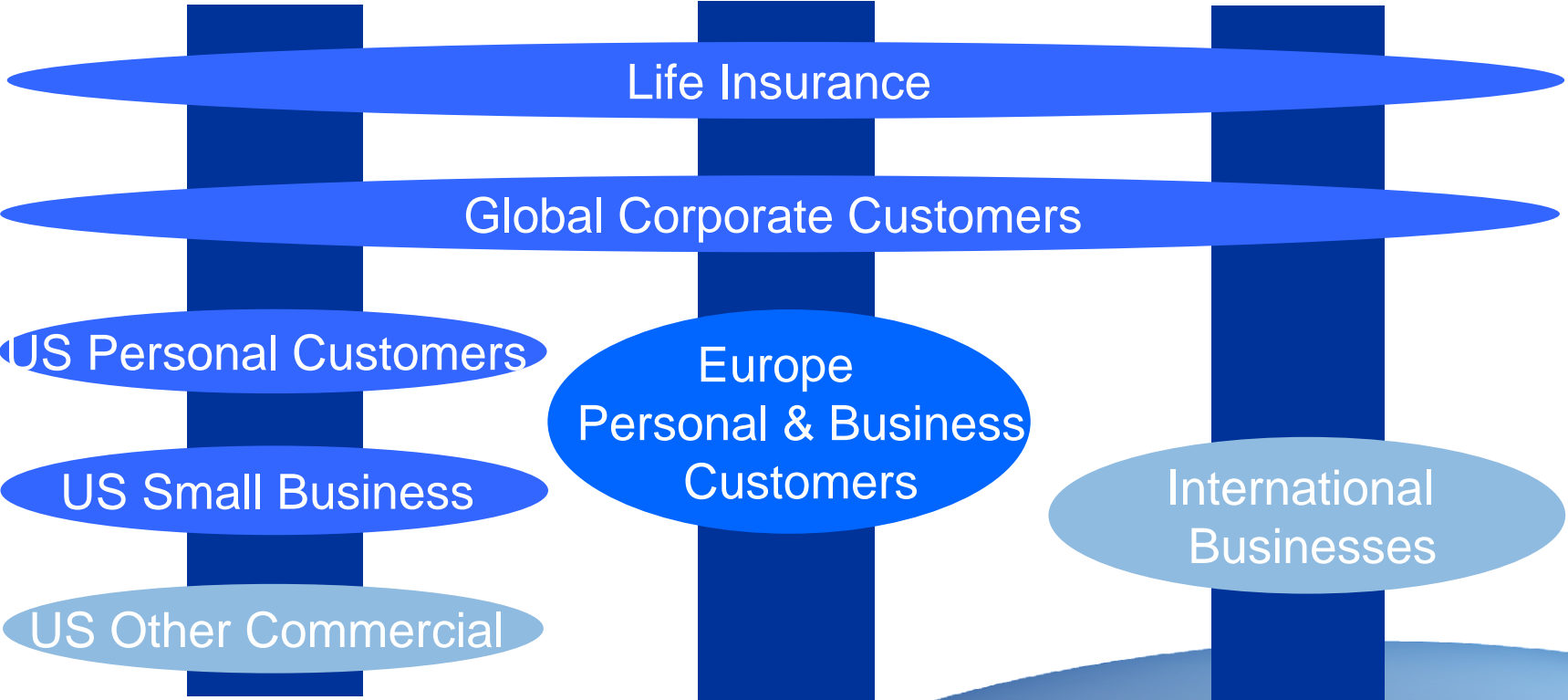


Corporate Center

USA

Europe

International

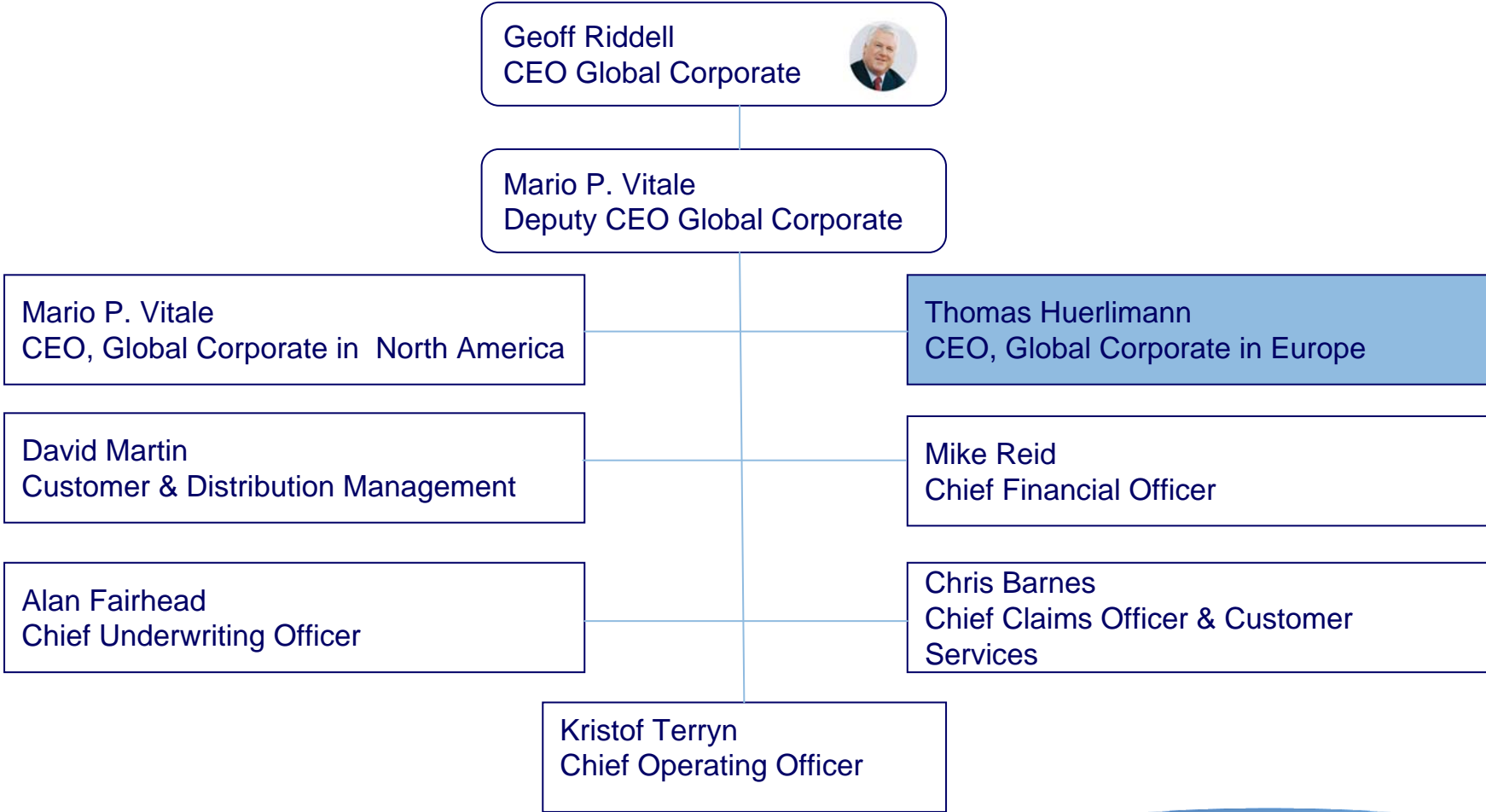


Our core business is insurance



- General and life insurance
- Risk management solutions
- Comprehensive range of products for our customers:
 - **Private individuals** - auto, liability and property insurance, life insurance, and retirement and savings products
 - **Small and mid-sized businesses** - tailored coverage of property, liability, commercial auto and, depending on the location, workers' compensation
 - **Corporate businesses** - customized global and/or domestic risk solutions for large corporations and multinationals - we provide insurance for the majority of Fortune's Global 100 companies

Global Corporate Executive Leadership Team



What is Global Corporate?



- We provide a broad portfolio of risk management & insurance solutions to large domestic and international customers, offering expertise in select industries, stability and long-term commitment
- Within Europe, our main markets include:
 - UK
 - Switzerland
 - Germany
 - Spain
 - The Netherlands
 - Belgium
 - Finland
 - Sweden
 - France
 - Italy
 - Denmark
 - **Norway**
- Global Corporate in North America (GCiNA): A leading commercial property & casualty insurer, providing services to large domestic corporates as well as global multinationals
- International - we have operations in Latin America, Asia Pacific, South Africa as well as servicing capabilities around the world, including emerging markets

What is a Global Corporate customer?



Global Corporate customers would typically:

- Employ a risk manager
- Be capable of large self-insured retentions
- Desire tailored claims and risk engineering services
- Employ about 500 people or more
- Have over \$250M in revenues
- Require high limits

Global Corporate Committed to corporate customers



- This segment is strategic to Zurich
- Strong presence on both sides of the Atlantic
- Provides insurance and risk management solutions for the majority of Global Fortune 100 companies
- Zurich is the second largest Corporate business insurer worldwide with USD 7.5 billion gross written premium*
- An unrivalled global network is supported by more than 1,000 international program business professionals
- 1,200 Risk Engineering specialists across a broad range of industries
- 8,000 claims professionals worldwide

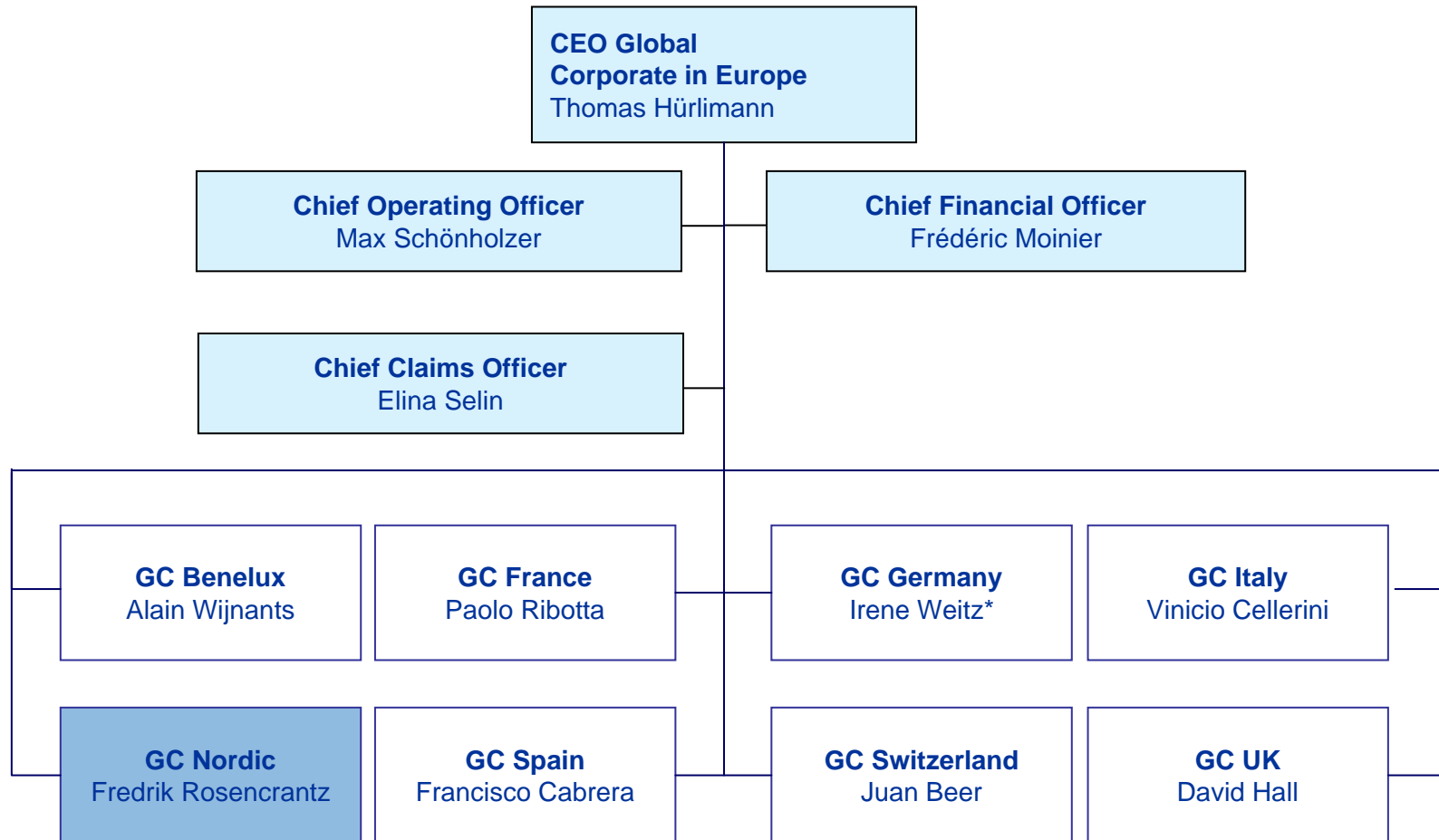


* Based on gross written premiums 2007
Source: Zurich's internal research and analysis

Zurich's unique global footprint
with a network in over 180 countries



Global Corporate in Europe (GCiE) Executive Leadership Team



**to hold double role until replacement is found*

GC Nordic

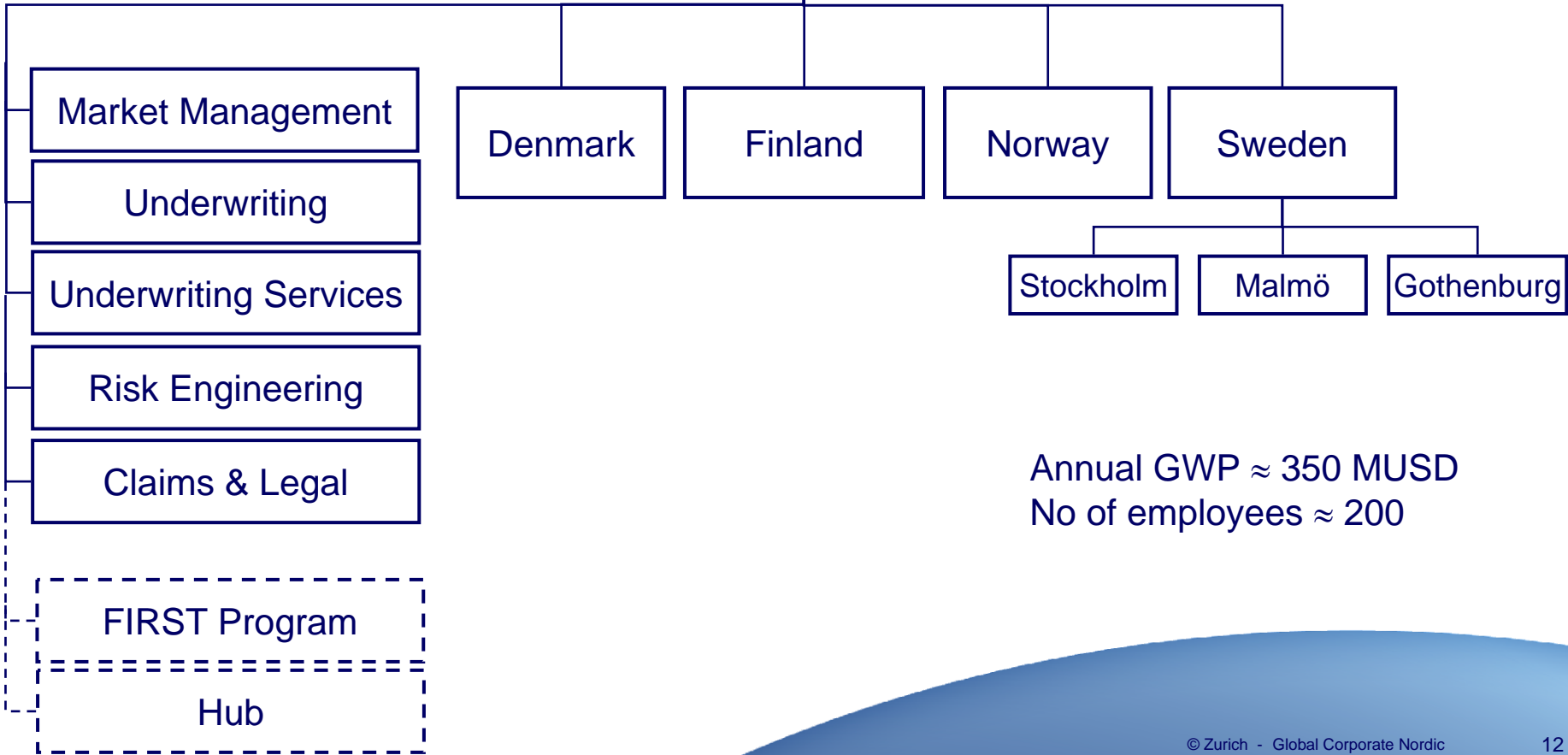


GC Nordic
F. Rosencrantz

Finance

Operations

Human Resources



Annual GWP ≈ 350 MUSD
No of employees ≈ 200

What Zurich Global Corporate Nordic is to you



- Technical / claims service worldwide
- Market leader for international programs
- Strong financials (AA- rate)
- Flat, cost-efficient and specialised organisation
- Risk Engineers (ISO 9000 certified)
- Strong local claims handling capacities
- International Network –owned / managed by us
- High insurance capacity
- High local mandates

Zurich in Norway



- 1875 – 2002
- 2008 –
- Part of Global Corporate Nordic
 - Supported by central functions
 - Customer / broker facing staff located in Norway
 - International customers
 - Large domestic customers / in need of high insurance capacities
- Branch Manager Ruben Vatnan
- Team in place - spring 2008
- Distribution mainly through brokers
- Growth primarily in targeted areas