

Paris, 21 March 2011.

**Euler Hermes and China Pacific Insurance (Group) Co., Ltd team up to provide Chinese companies credit risk transfer solutions**

*Euler Hermes, the world's leading credit insurer and member of the Allianz Group, and China Pacific Insurance (Group) Co., Ltd. (CPIC Group) have combined their expertise to help Chinese companies to better manage trade credit risks. CPIC Group is one of the leading insurance companies in China.*

Euler Hermes and CPIC Group have teamed up to offer Chinese clients a dedicated risk transfer solution for their outstanding commercial invoices. Allianz Group, parent company of Euler Hermes, holds a 2.8% stake in CPIC Group representing 10.4% of the CPIC Group shares listed in Hong Kong. The objective of this investment is to participate in the Chinese insurance market and open up cooperation opportunities in the world's most important insurance growth market.

Thanks to the cooperation and reinsurance agreements Euler Hermes and CPIC Group have signed, Chinese corporate clients can now protect their trade receivables. This offer enables Chinese corporates to trade competitively with their B2B customers on an open account basis. Commercial credit insurance indemnifies CPIC Group's clients in case of bankruptcy of their buyer and non-payment of the invoice. In addition the solution enables them to better select potential buyers and to determine the right payment terms for them.

Euler Hermes provides reinsurance capacity and brings its trade credit risk underwriting expertise. CPIC Group provides its market knowledge and sales network covering the whole of mainland China.

*"With Euler Hermes' credit underwriting expertise and CPIC Group's position in China we share the same ambition and have a perfect platform to develop our partnership together. These unique strengths that both partners bring to the table mean that we have every expectation of achieving great success together",* declared Wilfried Verstraete, Euler Hermes Group CEO.

*"We are very pleased to be able to provide domestic credit insurance in China. With the backing of Euler Hermes we will support corporates in China in managing their trade risks and enable them to develop their business safely, effectively and profitably",* said Wu Zongmin, CEO of China Pacific Property Insurance Co., Ltd., a subsidiary of CPIC Group.

China Pacific Insurance (Group) Co., Ltd. is headquartered in Shanghai. Its 74,000 employees and 300,000 agents provide individual and institutional clients a wide range of risk prevention solutions, financial advice and asset management.

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**Euler Hermes** is the worldwide leader in credit insurance and one of the leaders in the areas of bonding, guarantees and collections. With 6,000 + employees in over 50 countries, Euler Hermes offers a complete range of services for the management of B-to-B trade receivables and **posted a consolidated turnover of €2.15 billion in 2010.**

Euler Hermes has developed a credit intelligence network that enables it to analyse the financial stability of 40 million businesses across the globe. The Group insured worldwide business transactions totalling **€633 billion** exposure end of December 2010.

Euler Hermes, subsidiary of Allianz, is listed on Euronext Paris. The Group and its principal credit insurance subsidiaries are rated AA- by Standard & Poor's.

[www.eulerhermes.com](http://www.eulerhermes.com)

**Press relations / Euler Hermes group**

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