

PRESS RELEASE

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Alptis Assurances and MSH INTERNATIONAL sign an exclusive partnership agreement for the distribution and management of Expatriate Healthcare products

MSH INTERNATIONAL, a world leader in the design and management of international healthcare solutions, and **Alptis Assurances**, the 2nd largest wholesale broker in France, are joining forces with a view to developing their presence in one of today's rapidly expanding markets: expatriates. (The French expatriate population is growing by 3% per year.)

Through this partnership, the **Alptis group**, a French health insurance specialist, will be in a position to distribute a select range of Expatriate Healthcare products. For its part, **MSH INTERNATIONAL**, already well recognized in the group benefits and international markets, can capitalize on the **Alptis Assurances** distribution network to boost growth in the individual market. In short, **Alptis** will be focusing on distribution while **MSH INTERNATIONAL**, as the designer of healthcare and life & disability solutions for globally-mobile individuals, concentrates its efforts on top-quality management.

An effective and balanced partnership

As an operational subsidiary of the **Alptis group**, **Alptis Assurances** has developed considerable expertise over the years in the field of distribution and the wholesale broker will be bringing its network of over 6,500 local brokers to the partnership.

A subsidiary of **SIACI SAINT HONORE**, **MSH INTERNATIONAL** is now the 5th largest global player in the mobility market with over 300,000 insured members across 200 countries. The quality of its management is documented (ISO 9001) and its services, including 4 management centers across the world, meet the needs of customers 24/7 worldwide.

Since the beginning of 2015, the teams from **Alptis Assurances** and **MSH INTERNATIONAL** have been working closely together to formulate the terms of this partnership which culminates today in the launch of two new healthcare products: **First 'Expat+** and **Relais' Expat+**.

"This partnership combines the distribution capabilities of Alptis with MSH INTERNATIONAL's expertise in the design and management of international health insurance solutions," said Frédéric

Van Roekeghem, Executive Director of MSH INTERNATIONAL. For Jean-Paul Babey, Chairman of Alptis Assurances, *“the launch of this new Expatriate Healthcare offering is a response to a genuine demand from local brokers in France for diversification of the offerings available on the market”*.

Expatriates: a market with great potential

Against a backdrop of major changes in the private health insurance market, marked by the decline of the individual healthcare market and the impact of the national cross-industry agreement (ANI), expatriates represent **a target considered by the majority of market players to be one with strong growth potential:**

- The expatriate population is significant (2.5 to 3 million individuals or 7% to 8% of the French workforce) and is continuing to grow (by 3% per year) with 60% of them having left the country for professional reasons.
- Their profile is particularly attractive: they tend to be young (54% are aged between 36 and 59), they are well educated (more than half of them post-Master's) and their income levels are high (52% have annual earnings of more than €45,000).
- In France, 34% of 18-34 year-olds are considering a move abroad over the next 5 to 10 years.

With **100,000 new expatriates** every year, this market offers attractive growth prospects. It is split fairly evenly between group plans (43%) and individual plans (41%) although the share of the individual market continues to grow.

Reflecting the growing mobility of the French population, this is a market made up of customers who are prepared to allocate a substantial budget to their medical expenses but who are also very demanding in terms of the quality of the benefits and services provided.

Two solutions to meet all expatriate needs

A good level of health insurance is essential for expatriates as they are often faced with high healthcare costs depending on their country of expatriation. For example, the cost of a consultation with a general practitioner in the United States often exceeds 200 dollars.

First'Expat + and **Relais'Expat +** are offered to working expatriates, depending on their circumstances:

- First'Expat + for reimbursements from the 1st euro
- Relais'Expat + for reimbursements as a supplement to benefits from the CFE (Caisse des Français à l'Étranger)

Each of these products offers **a choice of three levels of coverage and four packages for customized protection**. Additional optional benefits may be added, providing even greater coverage.

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About MSH INTERNATIONAL, SIACI SAINT HONORE Group

MSH INTERNATIONAL, a subsidiary of SIACI SAINT HONORE, is a world leader in the design and management of international healthcare and death & 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 its decentralized structure, 4 regional head offices in Calgary, Paris, Dubai and Shanghai and 13 service offices across the globe, MSH INTERNATIONAL provides 24/7, round-the-clock assistance to its 2,000 corporate clients and 330,000 insured members across almost 200 countries.

About Alptis Assurances - www.alptis.org

Founded in Lyon in 1976, the Alptis group is a non-profit association and benefits provider. Its subsidiary, Alptis Assurances, is currently ranked second among wholesaler brokers in France. The company specializes in personal insurance including healthcare, death & disability, credit insurance and savings and pensions for businesses, self-employed workers and private individuals.

To distribute these products, Alptis draws on its extensive distribution network, including over 6,500 local insurance brokers across mainland France and the French Overseas Departments and Regions. Today, Alptis provides support and protection to almost 400,000 individuals.

The Alptis group offers numerous prevention activities to its members (more than 300 each year). These activities are organized by almost 700 volunteer members and 107 local committees under the umbrella of a large association, one of the unique features of Alptis.