

# **PRESS KIT**

# **THE EXPLORER'S**

# **ALLIANZ**

**PARIS, APRIL 26<sup>TH</sup> 2018**





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IS SAFE, BUT THAT IS  
NOT WHAT SHIPS ARE  
BUILT FOR"**

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# A MESSAGE FROM OUR CEO

Oliver Bäte



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Video Statement](#)



# A NEW WORLD

## Welcome to the Future

We live in a world where advances in technology have the capability to change lives and make a significant impact. But to disrupt the future, you need a partner that you can trust. Allianz is a company that embraces the accelerated speed of change. Built on a foundation of resilience, agility and future-readiness, Allianz has proactively engaged in explorative ventures with new customers, business models, technologies and partners. Delivering on the company's Renewal Agenda introduced in 2015, Allianz invites you to meet and explore proofs of concept, that show how the Explorer's Allianz has pioneered the industry and how we will transform and re-invent what happens next. We are driven by a commitment to continuously expand exploration. Our goal: to become the go-to place and enabler for those explorers, innovators, ideas, technologies and partners that will shape the future.

## Allianz's take on Explorers

At the core of the Allianz business transformation and re-invention lies an absolute mandate for customer centricity. Aiming to deliver against the promise of being a companion for life, Allianz seeks to understand all generations of digitals – natives, naturals and converted. One objective is to focus on digital natives – with their unequalled technological prowess and radically different views on life, work and society, they will be a decisive force for change in insurance products and services. And Allianz wants to be ready to accompany, grow and change with them. This is why we are inviting digital natives to help shape the future of our company. We are proud to announce the creation of the Digital Native Advisory Board, an advisory body that will support Allianz in better understanding and co-creating solutions – from communication to services – for this new generation of explorers.

## Allianz Inside. From insuring things to reassuring people

Evolving, transforming and creating new growth opportunities means re-inventing a business model that is based on after-the-fact insurance. Moving from insuring to reassuring people, Allianz has created a flexible yet methodological process that allows the company to be a driving force in enabling thriving ecosystems. It uses the power of partnership, co-creation, communities and a platform approach to enable new products and services with Allianz inside. The result – creating new markets and new revenue systems at an accelerated pace while ensuring a more sustainable future for people across the planet. **Allianz Inside can be seen in the strategic partnership between QEV and Allianz.**



This Explorer's Allianz demonstrates the company's shift from being an insurer, focused on mitigating risk, to also becoming a reassurer, an enabler of trust and enabling a society on the move.

### Integrity since 1890

Being a trusted companion is the Allianz gold standard and finds expression in the explorative active approach in enabling human inclusion and actively discouraging non-sustainable investments. It ranges from divesting from non human-friendly, non-sustainable forms of investments like coal, to actively challenging communities to use technology-based solutions for inclusive mobility concepts for creating better ways of living for people of all abilities.

*“When we talk about artificial intelligence, drones or electric mobility, we see the same disruption we saw at the end of the 19<sup>th</sup> century. And because we have had this gene of enabling, facilitating, accompanying innovation since the creation of our first car insurance at the end of the 19th century, it is part of our Allianz DNA. It's natural for us to go back to this original mindset and to move forward, to understand and accompany all these innovations. Being with explorers is more than a strategy, it is a part of our DNA.”*

**Jean-Marc Pailhol**, Head of Group Market Management and Distribution, Allianz SE



# ABOUT THE GLOBAL EXPLORER PROGRAM



## What is the Global Explorer Program?

The Global Explorer Program is a series of global and local partnerships, digital and physical activations and crowd-generated content platforms. Their mission is to call out to curious minds around the globe to explore, connect and share how disruptive technologies can drive a more sustainable way of life. The Allianz Global Explorer Program includes existing partnerships and also extends to new initiatives and activities. The main pillars of the program are the Explorer Micro-Conferences, the partnership with FIA Formula E Championship and crowd-sourced Explorer Stories.

**The Allianz Explorer Micro-Conference** unites prolific innovators, researchers, business leaders, soul searchers and creative thinkers on stage to discuss the impact of disruptive technologies on mobility and urban space from a local and global perspective. The series, inaugurated alongside the FIA Formula E Race in Hong Kong December 2017, addresses innovation as well as a continued conversation around the emotional, cultural and societal impact these technologies may have on humans.

The Allianz Explorer Program also encompasses its long-term flagship partnership with the FIA Formula E Championship - working together to invest in Formula E and accelerate innovation in the e-mobility space. Allianz also wants to make sure everyday explorers are a part of the conversation and innovation. In Paris, at the Explorer Zone in the Allianz e-Village, the company will offer a cutting-edge virtual reality experience

– a full-body VR flight experience through the future – utilizing Birdly® technology.

**Allianz Explorer Stories**, another main component of the Global Explorer Program, is a digital initiative that crowdsources video content to encourage sharing of curiosity and personal explorations. Explorer Stories is Allianz's key initiative to connect explorers worldwide by capturing and uploading their stories using the hashtag #ExploreWithUs. Allianz is also joining forces with Launch Forth and Canal+ to engage with creator communities around the world and explore the future of mobility by designing next-generation mobility solutions.

## The Journey

Follow the explorer journey from Asia over Africa, Latin America to Europe on [explore.allianz.com](https://explore.allianz.com) or download multimedia assets of all Explorer conferences at our [Explorer Newsroom](#).



# EXPLORE THE FACTS





# EMERGING MOBILITY

**QEV and Allianz:  
making 200,000  
Jeepneys go green.**



**Allianz and QEV** partnered to create and implement e-mobility in one of the most polluted cities and regions of the world by exchanging the combustion engines of an entire fleet of vehicles – known as Jeepneys – in Manila and the Philippines.

**Jeepneys are the most popular means of public transportation in Manila.**

Known for crowded seating and colorful decorations, Jeepneys have become an ubiquitous symbol of Philippine culture. They are used by 65% of the Philippine population, making them a key pollutant in the region. Exchanging the motors of 200,000 Jeepneys with electric engines will have considerable impact on the environment and the community. QEV Tech is helping local Jeepney manufacturers with the development of an affordable electric kit which will allow them to go into the market at a very competitive price and

**Electro-mobility will be an essential part** of the solution to the world's transport and energy challenges – helping to reduce carbon and other greenhouse gas emissions to improve people's lives. Key to any real solution will be addressing the chicken-egg dilemma between increasing the number of electric vehicles (EVs) and having the infrastructure to charge them.

zero emissions. The solution needed to be easy, quick and affordable to ensure that Jeepney drivers could make the transition to a green engine without any long interruption to their business. But replacing the engines is just one key step – establishing the necessary charging infrastructure to support such a dramatic change is another. QEV Group is working in two lines, setting up a fast-charging infrastructure in key locations (Shell Petrol Stations, SM Shopping Malls and Ayala Shopping Malls). Allianz, an enabler and accelerator in the e-mobility ecosystem, is making the e-mobility transformation possible by insuring the Jeepneys with the exchanged new electric motors, as well as the charging infrastructure across the Philippines – the prerequisite for any vehicle to be on the road.

This solution for the Philippines not only addresses the chicken-egg dilemma, but it also maintains the tradition and the local culture by enabling the users to keep driving their beloved Jeepneys while helping them enter the 21st century.

**Allianz and QEV share a vision** of the potential of electro-mobility, and today announce their global strategic partnership in order to bring electro-mobility to the world. "QEV and Allianz share the same ambition and vision on electric mobility: anticipating what is going to happen and anticipating the customers' needs on a global scale," says Pablo Negre, CEO of QEV, "furthermore, Allianz is able to provide the network of countries which QEV is developing its business model, hence enabling the development of tomorrow's mobility."

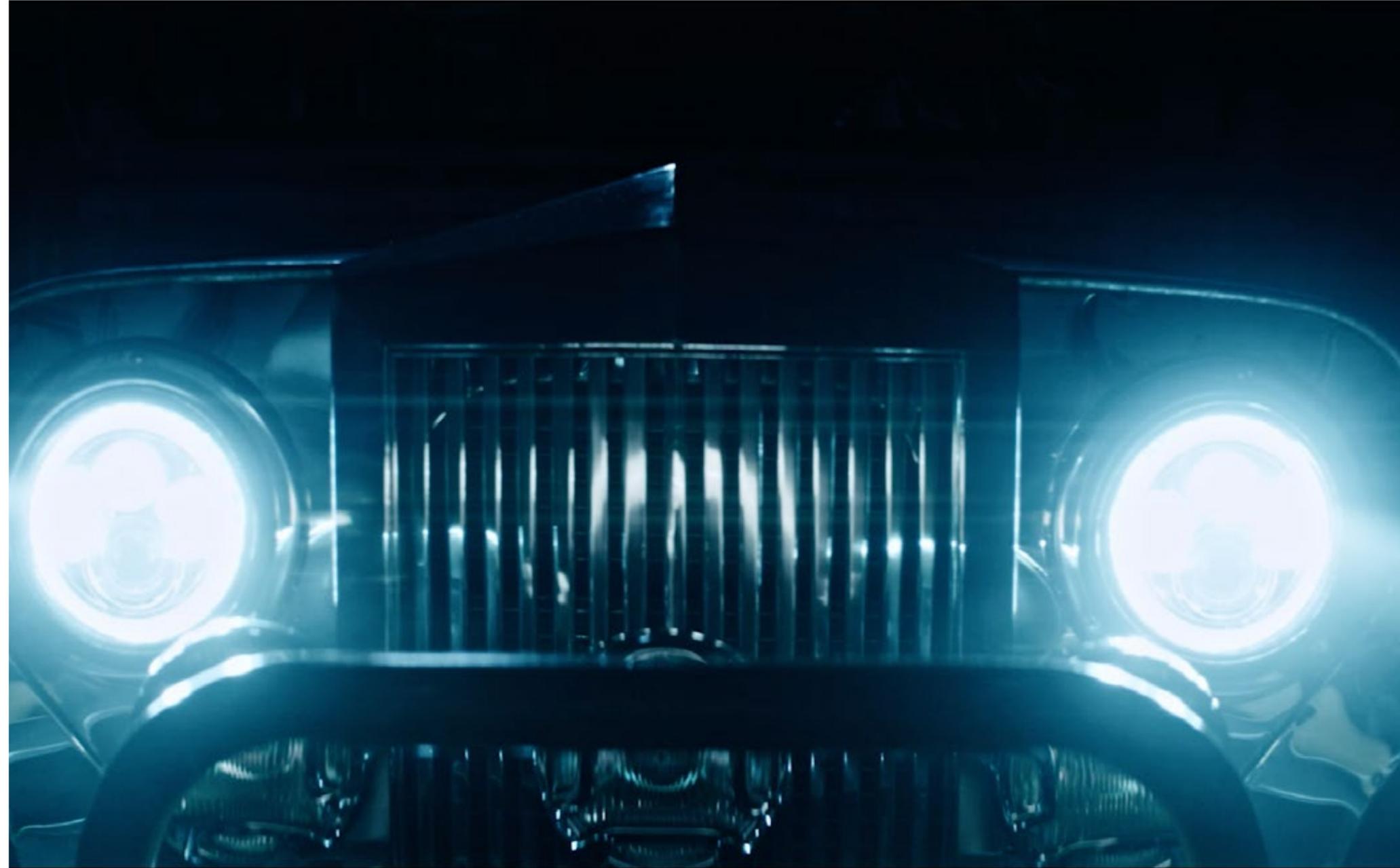
***"Allianz and QEV are first movers in providing the relevant e-mobility solutions for markets. In our strategic partnership with QEV, Allianz acts as an enabler and accelerator for the evolution of the e-mobility value chain. We co-create insurance solutions to accelerate the transformation for a sustainable future."***

Jean-Marc Pailhol, Head of Group Market Management and Distribution, Allianz SE



# ALLIANZ INSIDE

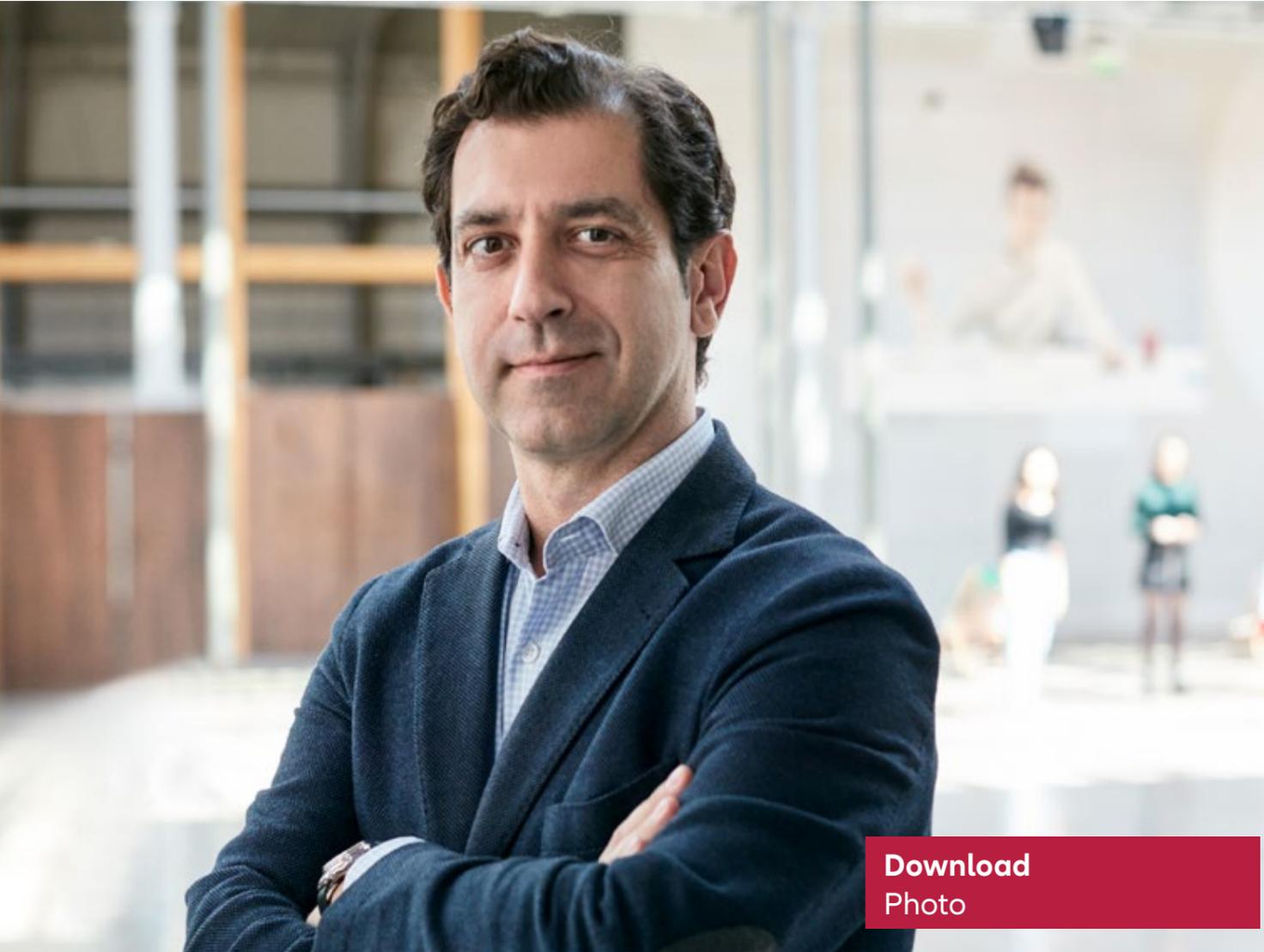
This Explorer's Allianz demonstrates the company's shift from being an insurer, focused on mitigating risk, to also becoming a reinsurer, an enabler of trust and enabling a society on the move.



[Watch & Download  
Video Trailer](#)



# "THE FUTURE OF URBAN TRANSPORTATION IS ELECTRIC"



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Photo](#)

## MEET THE EXPLORERS PABLO NEGRE

CEO QEV e-mobility Group

**Pablo started** his professional career in PwC Advisory Services, where he led more than 60 projects during his 13-years' work experience. He has experience across a variety of sectors including Automotive, Industrial Products and Food & Retail. His main areas of expertise are: Strategic Planning, Finance, PFI, Business Model Analysis, Market Analysis and Restructuring.

**Since 2014**, he has been on a quest to bring the technological innovation of electro-mobility to more places around the world. He has led the QEV e-mobility group as global CEO setting up all international subsidiaries (Argentina, Brazil, Ecuador, Chile, Uruguay, Spain, Philippines), as well as being responsible for main agreements signed (Allianz, Shell, YPF, Ipiranga, SM, Ayala, etc.).

Furthermore, Pablo is a renowned part-time lecturer at several universities and business schools (EDEM, INEDE, Peaks business School and University of Valencia). Pablo holds a Bsc of Economics and a MBA from the University of Glasgow Business School (UK).



**50% of CO<sub>2</sub> emissions in urban areas** are caused by transport. Health costs due to pollution have increased to €400 per person per year. 800 trees/year would have to be planted to compensate for these CO<sub>2</sub> emissions. This is why QEV is dedicated to changing an unsustainable situation into a sustainable future for our planet.

**QEV is a London-based expert in the field of electro-mobility solutions** focusing on research and engineering for electro-vehicles and charging infrastructure. The group's philosophy is based on the need to reduce CO<sub>2</sub> emissions caused by transport in urban areas, creating clean, healthy cities and countries with the help of an electro-mobile vehicle fleet.

Find out more: <http://qevi.com/>

# ABOUT QEV





# THE GREEN JEEPNEY



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[Download Photos](#)



# INCLUSIVE MOBILITY

**From medical devices to mobility solutions – Launch Forth and Allianz**



If you asked the world's largest online community of designers, engineers and technologists to tackle the world's toughest challenges, what would they come up with? Forged from Local Motors, Launch Forth's mission is to do just that. They use crowdsourcing and the power of brilliant minds to accelerate innovation. They are changing the way people develop products in every industry, from mobility and vehicles to technology, consumer electronics and even to Mars and beyond.

Allianz and Launch Forth teamed up to pose global design challenges that envision the future of mobility and accessibility in sports. They asked innovators to submit ideas and designs for adaptive mobility devices, like wheelchairs, with a focus on additive manufacturing, in order to level the playing field for people of all abilities. This partnership illustrates Allianz's commitment to actively engage with and enable technology innovations that will shape the way people ultimately live in the future. It is deeply rooted in Allianz's long-standing partnership with the Paralympic Movement and demonstrates Allianz's commitment to co-creating new solutions with strong partners and communities. "A century of product development is changing overnight with the power of the Internet and digital manufacturing coming together to usher in a new era

of rapid technology advancement in the products that run our daily lives," says LM Industries, Inc.'s Chairman and CEO John B. Rogers, Jr. "Launch Forth is excited to be working with Allianz as one of those forward thinking companies that are embracing this shift". The category "Allianz Adaptive Sports" encompasses two main projects: Super Human Sports and Mass Mobility, which allows innovators to engage in a broader range of ideation as they create various solutions for adaptive mobility, creating solutions for inclusive mobility — so no one has to stay a spectator.

**Today, Allianz and Launch Forth announce that John Bukasa is the winner** of the "Super Human Sports Challenge." John developed a concept wheelchair quad bike that was designed for extreme sports — helping to enable all people with different abilities to have an active lifestyle. The

unique design may radically change the stigma of a wheelchair. For more information on the "Allianz Adaptive Sports" category or the Super Human Sports and Mass Mobility projects, visit [LaunchForth.io](https://LaunchForth.io).

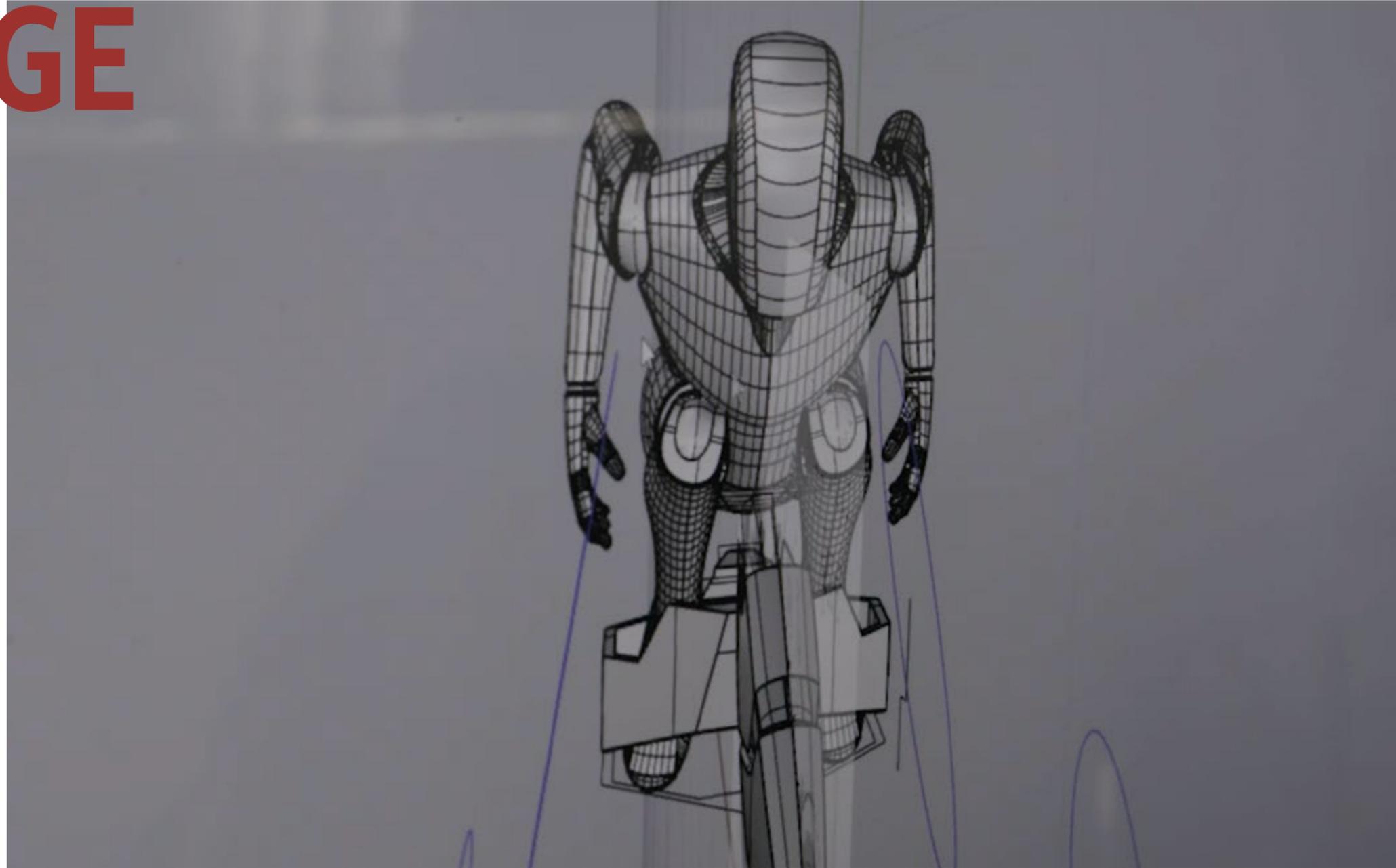
***"To me, people with different abilities like Paralympians show us the future for humanity, human values and technology... It clearly takes incredible talent, courage and will to get to that level of performance - but impressive is also their curiosity and willingness to embrace innovative technologies to augment their capabilities to become real superhumans."***

Jean-Marc Pailhol,  
Head of Group Market Management,  
and Distribution, Allianz SE





# MOBILITY CHALLENGE

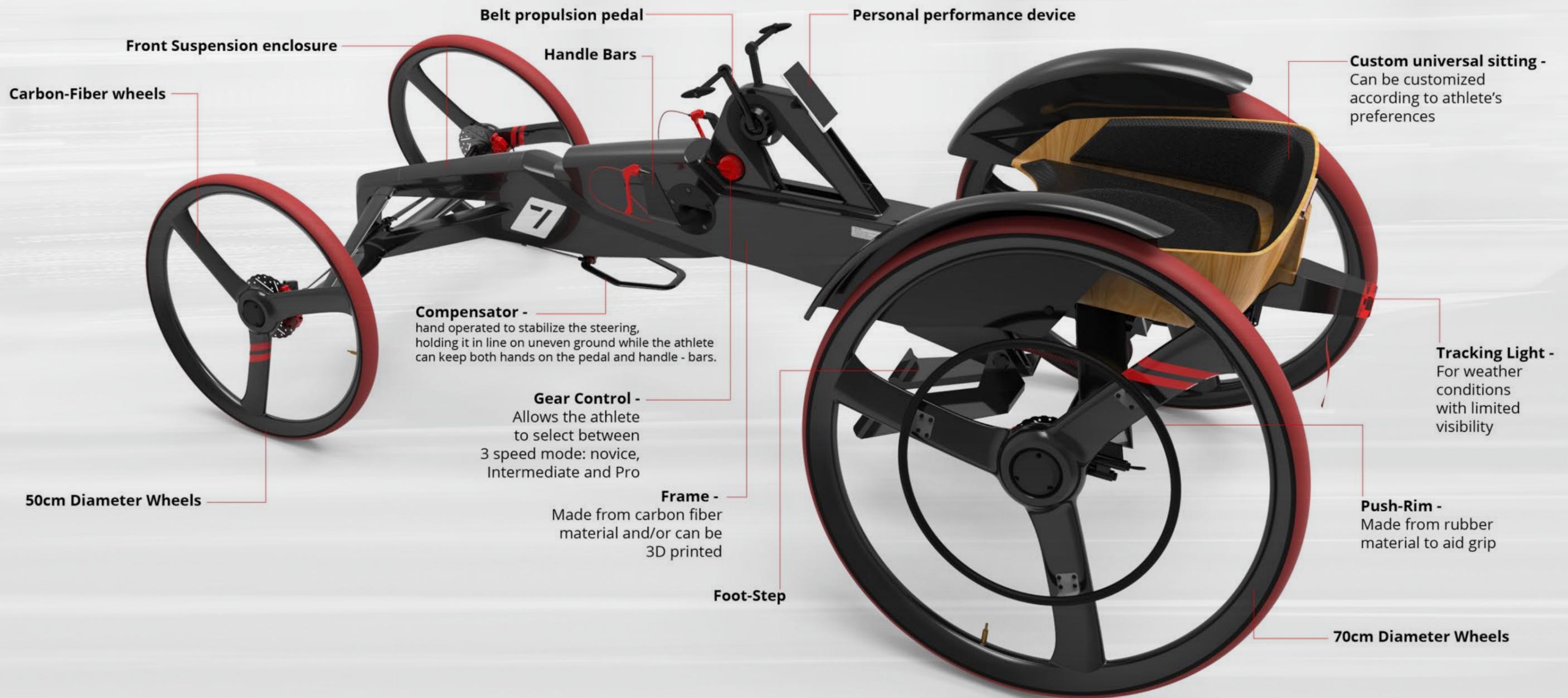


[Watch & Download  
Video Mobility Challenge](#)



# WINNING CONCEPT

**EQUALIZER**  
johnbukasa2018



Front Suspension enclosure

Belt propulsion pedal

Personal performance device

Handle Bars

**Custom universal sitting -**  
Can be customized according to athlete's preferences

Carbon-Fiber wheels

**Compensator -**  
hand operated to stabilize the steering, holding it in line on uneven ground while the athlete can keep both hands on the pedal and handle - bars.

**Tracking Light -**  
For weather conditions with limited visibility

**Gear Control -**  
Allows the athlete to select between 3 speed mode: novice, Intermediate and Pro

50cm Diameter Wheels

**Frame -**  
Made from carbon fiber material and/or can be 3D printed

**Push-Rim -**  
Made from rubber material to aid grip

Foot-Step

70cm Diameter Wheels

# CONCEPT DETAILS

**Meet the Equalizer T-X4.** This concept wheelchair utilizes a quad bike design. Built for extreme sports and for the athlete that's inside everyone – including people with physical and cognitive challenges. While the design was mainly inspired by the T-Series wheelchair racing bike, the Equalizer adopts a fourth wheel and has a combination of both hand pedals and push-rims on each side. The vehicle predominantly

focuses on extreme off-road riding with multiple modes and options to assist on various terrains. Whether the user is a novice, intermediate or pro, this wheelchair allows anyone to operate it with ease and push their athletic potential.

[To find out more.](#)



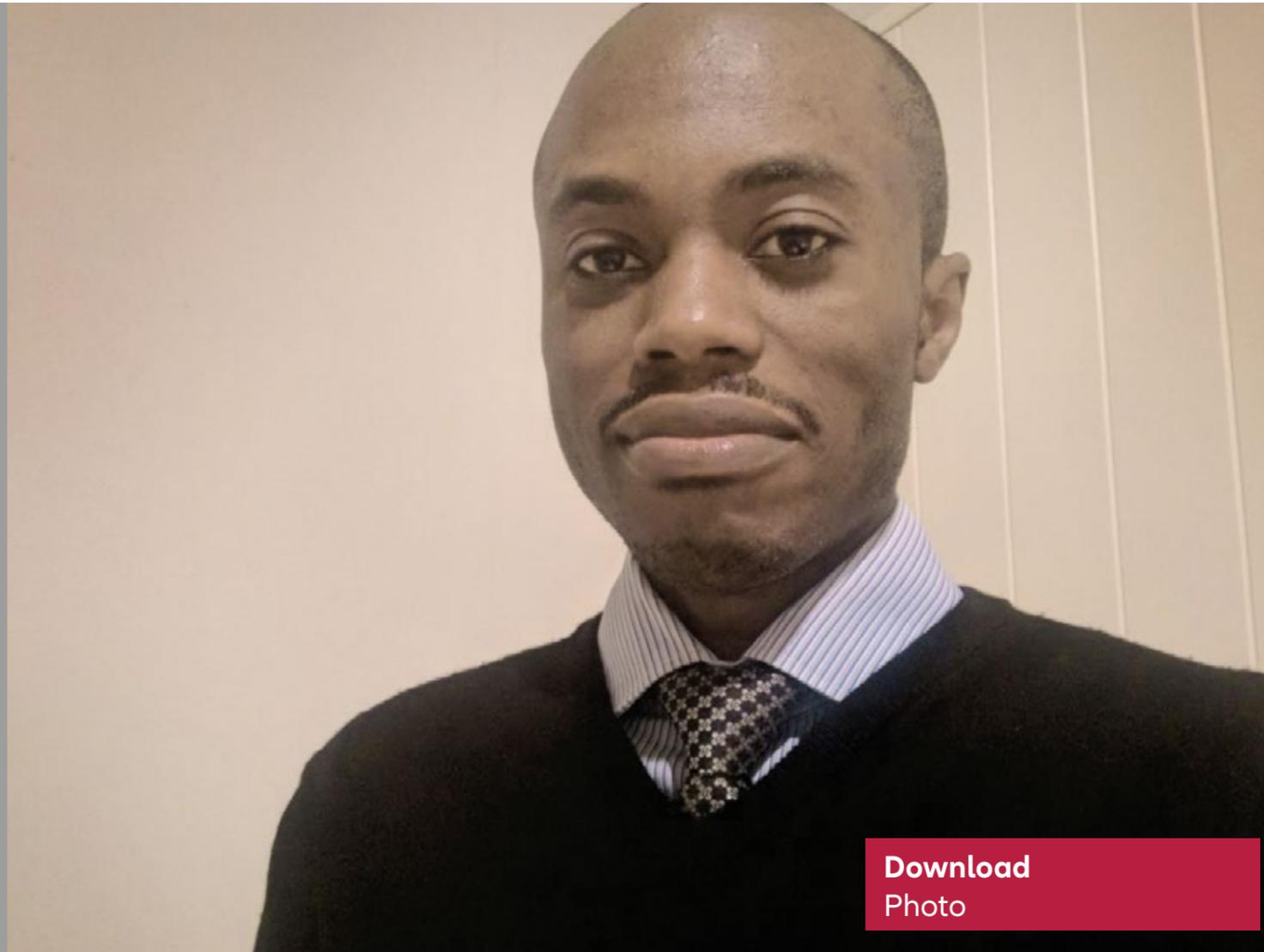
[Download  
Concept visualization 1](#)



[Download  
Concept visualization 2](#)



[Download  
Concept visualization 3](#)



[Download  
Photo](#)

# MEET THE EXPLORERS JOHN BUKASA

Winner of the Superhuman  
Sports Challenge

**John Bukasa is a multi-awarded  
freelance designer.**

During the past 8 years, John has designed various concept vehicles from all around the world in collaboration with Launch Forth, B'twin, Peterbilt, Domino's Pizza, Beehive Design, 500Group Supercar System, Auto R and recently Allianz Elevated Mobility Concept Design.

John holds an honors' degree in design from Massey University, College of Creative Arts and Design New Zealand, where he majored in Transport Design. In his spare time, he enjoys watching motorsport and football.



# MEET THE EXPLORERS

## JOHN (JAY) B. ROGERS

CEO and Co-founder  
of Local Motors

John B. Rogers, Jr. is the CEO and Co-founder of Local Motors, a technology company that designs, builds and sells vehicles and other high-technology products in partnership with other global manufacturers. This disruptive company is redefining the development of connected hardware by pairing micro-manufacturing with co-creation. Local Motors is the first company to utilize Direct Digital Manufacturing (DDM), as evidenced when it debuted the world's first 3D-printed car, the Strati, in September of 2014.

Rogers founded Local Motors after serving for seven years in the United States Marine Corps, where he was an Infantry Company Commander. He has worked as a consultant for McKinsey & Co., as an investment analyst at Ewing & Partners and at a startup medical device company in the People's Republic of China. He serves as the Chief Investment Officer and Director of the RBR Foundation, a philanthropic foundation focused on education and healthcare. A graduate of Princeton University's Woodrow Wilson School of Public and International Affairs, Rogers holds a Master's in Business Administration from Harvard Business School (Baker Scholar).



# ABOUT LAUNCH FORTH

## About Launch Forth

Launch Forth is a SaaS (software as a service) platform for product design powered by a robust community of designers, engineers and solvers. As the latest offering from LM Industries, Inc., Launch Forth harnesses the speed and potential of crowdsourcing and co-creation to bring breakthrough products to market quickly with a shared community of innovators from around the globe who collaborate on ideas, solve problems and create solutions for challenges both large and small. This community-powered platform pairs design thinking with open innovation and accelerates the product development process for well-respected global giants like HP Inc., Local Motors, General Electric Co. and Airbus. Find out more: <http://LaunchForth.io>

## Tie to Local Motors

Launch Forth is the latest offering from LM Industries, Inc., one of the world's most innovative companies and pioneer in the open-innovation and advanced manufacturing space. LM Industries, Inc. is the parent company of Local Motors well known for its breakthrough products, including the world's first co-created production vehicle, the Rally Fighter, the world's first 3D-printed car, the Strati, and, most recently, a low speed, self-driving shuttle called Olli, powered by IBM Watson technology. Soon companies from other industries like industrial testing, home appliances, and consumer electronics were expressing interest in developing products using co-creation. Enter Launch Forth.

• *launch forth*

# FOR THE NEXT EXPLORERS

## Allianz creates the Digital Native Advisory Board

**The Allianz Digital Native Advisory Board is the starting point of an exploration into engaging with digital natives.** Allianz seeks to understand a generation that has never lived in an analogue world, but instead has grown up with the Internet, computers and mobile devices being a part of their everyday lives. What matters to them now? What will be important to them in the future? How can Allianz play a role? Allianz felt that in order to be a trusted companion of this next generation, it was important to go beyond written research and data to truly understand their needs. To accomplish this, direct and personal contact was absolutely necessary. The goal of this initiative is to ask questions, listen, exchange ideas and create a dialogue that helps Allianz better understand this generation in order to develop the right solutions as the future evolves.

**The Board will start in June** with four digital natives between 16 and 18 years old in the Munich headquarters. These four individuals will decide how the board operates, communicates and co-creates with Allianz. Regional boards will be established after to create a global network of Allianz Digital Native advisors. The board will be used to gather feedback around communication, marketing and product and service design.

**Today, 26th of April, Allianz host the first co-creation session to get the process started.** The session is open for everyone who is interested on this different view of digital natives.



*“To address their needs, we have to imagine the world in which they will live. We have to understand the impact digital transformation has had on their behaviors since birth: Use and not own, community above everything, digital by default, etc... we have to understand their current needs – and they want simple, transparent, fast and lean solutions. And we have to understand which innovations will transform the world in the next 20 to 30 years, in order to prepare the insurance answer to their future needs in advance. This is the most complex objective – the only way to reach that objective is to become a real stakeholder in the innovation itself, to be an actor in this new industrial revolution. This is the rule of the game. If we want to still be efficient and profitable the coming ten years. We don't have to only transform our core business to be more digital adapted but to reinvent a part of our value proposition to be digital-native consistent in the future”*

Jean-Marc Pailhol, Head of Group Market Management and Distribution, Allianz SE



# EXPLORE WITH US IN PARIS





# ACTIVITIES PARIS

Friday 27th of April, 10:00 - 12.00 am  
**Explore the future:  
exclusive Birdly preview  
Explorer Zone / Allianz  
e-Village**

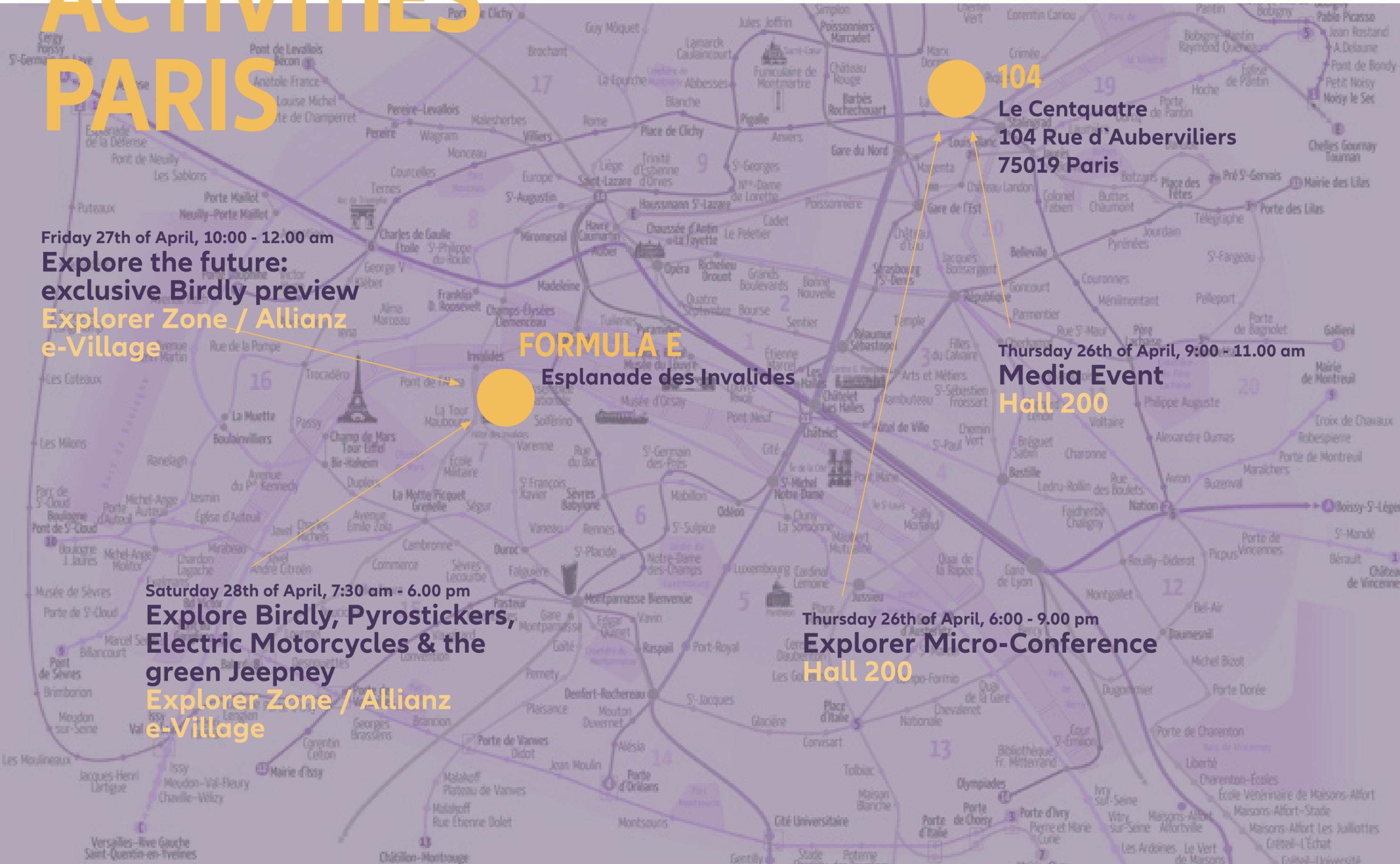
Saturday 28th of April, 7:30 am - 6.00 pm  
**Explore Birdly, Pyrostickers,  
Electric Motorcycles & the  
green Jeepney  
Explorer Zone / Allianz  
e-Village**

**FORMULA E**  
Esplanade des Invalides

**104**  
Le Centquatre  
104 Rue d'Aubervilliers  
75019 Paris

Thursday 26th of April, 9:00 - 11.00 am  
**Media Event  
Hall 200**

Thursday 26th of April, 6:00 - 9.00 pm  
**Explorer Micro-Conference  
Hall 200**





# MICRO- CONFERENCE

**New mobility solutions** – like car sharing, electric charging networks, improved public transportation options – are working to tackle the problems of traffic congestion and environmental pollution. But are our cities able to accommodate all of these new solutions?

Join us as we explore how the new mobility ecosystem will impact urban planning for cities of tomorrow.

**Location:**

Le Centquatre, 104 Rue d'Aubervilliers,  
75019 Paris

Time: 18.30 to 21.00 PM

Please register [here](#).



**Pascal Thébé**

Head of Data Client  
Communication and Executive  
Committee member  
at Allianz France



**Bruno Vanryb**

Executive Strategic Advisor,  
Cityscout



**Franck Cazenave**

President Megacities Institute



**Delphine Asseraf**

“My Mobility” ecosystem leader  
at Allianz France



# EXPLORE THE FUTURE

## Let Virtual Reality show you the world of today and tomorrow.

Humans have always longed to fly like a bird, to take to the sky, arms outstretched, with the power and innate grace of the avian masters. While human biomechanics will never allow for the facility of unfettered flight, today's virtual reality (VR), coupled with robotics and simulation technology, can deliver an experience like never before - fulfilling our ultimate dream of flying like an eagle.

**On April 27 and 28** at the Allianz Explorer Zone of the Paris E-Prix, Allianz will offer the opportunity for groups of four people to fly together at the same time utilizing the innovative Birdly® flight experience. Unlike a common flight simulator that requires a

joystick, mouse and/or numerous buttons, Birdly® operators command their full-body VR flight experience instinctively with arms and hands. Users will have the chance to communicate with and see each other while flying in three fully customized virtual universes:

**Universe 1:** How does it feel to fly through a mega city of today, places full of dynamic energy, but also challenges like significant traffic?

**Universe 2:** Around the world there is a new generation of curious minds that are making an impact on our cities. From small ideas to big ideas, these explorers are using technology to rethink what it means to live, commute, work and grow in our cities. What might the future look like?

**Universe 3:** Many believe that in the not-so-distant future, innovations will allow us to explore beyond earth. Ready to explore Mars and other planets?

Thanks to Birdly's® precise sensory-motor coupling – including headwind simulation, 3D audio, and visual impact – it will be an exhilarating experience that is simply breathtaking and truly out of this world. **Explore the future at the exclusive Birdly preview on Friday April 27th at 10.00 am in the Allianz Explorer Zone.**





# ALLIANZ E-VILLAGE



**Allianz is the Official Partner of the FIA Formula E Championship** – the world's first fully-electric single-seater race series. A partner for the next five seasons, Allianz's belief in the future of the race series and the future of mobility also extends to direct investment into the race.

**The Allianz E-Village** is a fan area that provides entertainment for the whole family. All partners of Formula E build a range of displays and activities ranging from the latest electric and hybrid cars to racing simulators and brand experiences. It's a place to follow the E-prix action on the big stage and a place to meet and greet the drivers pre- and post race.



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# PYROSTICKERS

Fire protection  
like never before



**Saving people and property** from fire damage is a real risk that needs real innovative solutions. But what if fire could be stopped before it spreads? What if that solution was both, easy and effective? Helping people and organizations avoid loss due to fire is at the core of the global collaboration between FES and Allianz for the exclusive distribution of ACT microencapsulated fire suppressant technology.

Based on a nanotechnology that uses microencapsulation techniques in fire-extinguishers, pyrostickers help fires be extinguished at an early stage. This is the first time in history a fire extinguishing agent has been encapsulated within microcapsules. Pyrostickers guarantee a rapid

extinction of the fire as it happens. They are easy and quick to install and do not require drilling or cabling. The technology is comparably more affordable than any other traditional fire suppression systems. It is ready to extinguish for 5 years without any human intervention or maintenance cost during this period.

This provides customers an inexpensive and effective loss prevention solution that is dedicated to fire protection and will be leveraged in Allianz insurance offerings. It also shows how technological innovation can help protect what matters most.

**Explore the technology at the Allianz Explorer Zone in Paris on Saturday, April 28, 2018**





# YADEA

## A joint partnership for a cleaner Morocco



**Innovative urban planning, emerging markets, electro-mobility and environmental sustainability.** All of these came together in the joint partnership between Allianz, Yadea, the Region Council of Marrakesh-Safi and the Communal Council of Marrakesh city, as well as a local foundation “Emerging Business Foundation” (EBF). This groundbreaking project was a concrete response to the Moroccan national strategy for clean mobility. It is a tangible outcome of the Explorer Program’s activities in Marrakesh 2017 – and the strong collaboration between pioneers and explorers in Morocco and around the world. And it is a perfect example of how co-creation and collaboration can create new business models for a greener planet.

**Addressing the realities** of the Moroccan market, this potential strategic partnership – between the insurer, the leader in e-vehicle industry and largest two-wheel electric vehicle producer worldwide, and the Moroccan authorities – is tackling environmental challenges head on. The goal is to implement and insure the appropriate charging infrastructure and offer two and three-wheel electric motorcycles in the Marrakesh-Safi region. It will then scale up to a country-wide level. This program aims to replace progressively the existing two and three-wheel vehicles – a great stride towards more sustainable mobility and a greener Morocco. With “Allianz Inside” these vehicles will be fully insured by Allianz – a reassurance to potential customers.

**Explore the e-vehicles at the Allianz Explorer Zone in Paris on Saturday, April 28, 2018.**





# BACKGROUND INFORMATION





# JEAN-MARC PAILHOL



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**Jean-Marc Pailhol** was named as **Head of Group Market Management and Distribution of Allianz SE** March 1, 2016. He has been driving innovation at Allianz since 2009, as a member of the Board of Management of Allianz France which he joined as Head of Distribution Unit. Never shy of disruptive ideas, Jean-Marc pairs unbridged curiosity with boundless energy and ingenious intellect to connect the dots in creating the future of insurances. Convinced that innovation is the vehicle to improve human

lives, he thinks in radically different solutions and platforms, while drawing on his broad experience in the banking and insurance business. He is widely regarded as an expert in retail banking strategy, network optimization, human resources, commercial policies, operational implementation and postal financial services. Jean-Marc is Master of law and political science and a graduate from the French Business School ESSEC.



# DELPHINE ASSERAF



*"There is a true revolution in the way we choose and use transportation. Tomorrow's mobility is shared, connected, electric and multimodal. To foster and accompany these changes, Allianz France works with startups and key actors to create more flexible and sustainable urban mobility solutions. Our ongoing challenge is to understand fully the consequences of these new behaviours while tailoring our insurance models to meet the users' needs and offer them new mobility experiences. More than changing the way we travel, new mobility forms are deeply modifying the way we live together and share space."*

**Delphine Asseraf**, Head of Mobility at Allianz France

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After graduating from l'Ecole supérieure d'ingénieurs en génie électrique (ESIGELEC), Delphine Asseraf starts her career in 1998 in the IT department of Cetelem, a BNP Paribas subsidiary company, where she is in charge of internet platforms. Since 2004, she assumed different responsibilities to accelerate the Internet development in the 18 subsidiaries of this banking group, where she was in charge of European Internet partnerships in particular. In 2009, she became Director of e-business of BNP Paribas for the professional market of the retail bank in France. In 2011, she was appointed head of digital development of the online bank, e-commerce and the new means of payment.

In 2013, she launched Hello bank! in France and worked on the creation of the Paylib interbank portfolio. In September 2013 she joined Allianz France as Director of Digital, inside the Digital and Market management Unit. In February 2016, she widened her responsibilities to take charge of the Brand & Communications Direction.

In November 2017, she took the lead of the new "My mobility" ecosystem which addresses the whole range of uses and mobilities of our clients.

Delphine was elected Young Manager of the Year by the L'Argus de l'assurance Insurance and Digital Personality of the Year Trophies in 2015.



# ABOUT ALLIANZ



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The Allianz Group is one of the world's largest insurers and asset managers with more than 86 million retail and corporate customers. Allianz customers benefit from a broad range of personal and corporate insurance services, ranging from property, life and health insurance to assistance services to credit insurance and global business insurance. Allianz is one of the world's largest investors, managing over 650 billion euros on behalf of its insurance customers while our asset managers Allianz Global Investors

and PIMCO manage an additional 1.4 trillion euros of third-party assets. Thanks to our systematic integration of ecological and social criteria in our business processes and investment decisions, we hold the leading position for insurers in the Dow Jones Sustainability Index. In 2016, over 140,000 employees in more than 70 countries achieved total revenues of 122 billion euros and an operating profit of 11 billion euros for the group.



# FURTHER INFORMATION



For more information, please visit:

<https://explore.allianz.com>

For still imagery, footage (b-roll) and more info please visit

<https://explore.allianz.com/newsroom>

For media requests, please contact:

[allianz@elanedelman.com](mailto:allianz@elanedelman.com)

These assessments are, as always, subject to the disclaimer provided below.

#### **Forward-looking statements**

The statements contained herein may include prospects, statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those expressed or implied in such forward-looking statements. Such deviations may arise due to, without limitation, (i) changes of the general economic conditions and competitive situation, particularly in the Allianz Group's core business and core markets, (ii) performance of financial markets (particularly market volatility, liquidity and credit events), (iii) frequency and severity of insured loss events, including from natural catastrophes, and the development of loss expenses, (iv)

mortality and morbidity levels and trends, (v) persistency levels, (vi) particularly in the banking business, the extent of credit defaults, (vii) interest rate levels, (viii) currency exchange rates including the EUR/USD exchange rate, (ix) changes in laws and regulations, including tax regulations, (x) the impact of acquisitions, including related integration issues, and reorganization measures, and (xi) general competitive factors, in each case on a local, regional, national and/or global basis. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

#### **No duty to update**

The company assumes no obligation to update any information or forward-looking statement contained herein, save for any information required to be disclosed by law.

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WE ARE THE LEADING EXPERT IN SPACE TRAVEL



MICRO INSURANCE WE PROVIDE INSURANCE ACROSS THE DEVELOPING WORLD, ALLOWING FARMERS AND ENTREPRENEURS TO SEIZE OPPORTUNITIES AND DEVELOP THEIR BUSINESS



ESG WE AIM TO LEAD OUR INDUSTRY IN INTEGRATING ENVIRONMENTAL, SOCIAL AND GOVERNANCE FACTORS TO DRIVE POSITIVE CHANGE.



THE EDGE OF GLORY LADY GAGA'S SUPERBOWL PERFORMANCE COST OVER \$100,000 TO ENSURE



CYBER INSURANCE MUCH MORE THAN PROTECTION AGAINST CYBER ATTACKS.



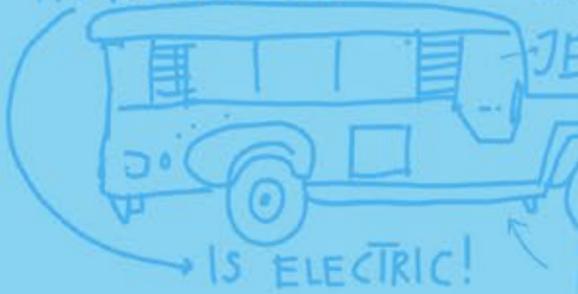
THE ART OF GIVING ALLIANZERS ARE ALWAYS READY TO TAKE A STEP (OR EVEN THOUSANDS!) TO DO THEIR BIT FOR SOCIETY!



ROBO RACE BUILDING TRUST AROUND AUTONOMOUS DRIVING

THE FUTURE OF PUBLIC TRANSPORTATION

WE BELIEVE IN CO-CREATION WITH CUSTOMERS MIRELLA DARED TO START FROM SCRATCH BECAUSE SHE TRUSTS IN CUSTOMER FEEDBACK.



JEEPNEY THE GOAL IS TO REPLACE COMBUSTION ENGINES TO ELECTRIC ENGINES IN PHILIPPINES MORE POPULAR MEANS OF PUBLIC TRANSPORTATION

BURJ KHALIFA

INSURING THE TALLEST BUILDING IN THE WORLD. WE ENABLE THE CONSTRUCTION OF TALL BUILDINGS, INCLUDING THE BURJ KHALIFA IN DUBAI.

PET INSURANCE

COVERAGE FOR AN ALPACA COULD GO UP TO 25,000€



WE CO-INVENTED THE SEAT-BELT



80 YEARS OF DAMAGE DETECTION WE ARE DETECTIVES IN INDUSTRIAL TECHNOLOGIES SUCH AS ENERGY POWER PLANTS AND ENGINEERING



MOVING MOBILITY INTO THE FUTURE THE AUTOMOTIVE INNOVATION CENTER DRIVES INNOVATION IN EMERGING TOPICS LIKE CONNECTED CARS, SAFETY, ...



ALLIANZ X

ALLIANZ EMPLOYEES RE-INVENTING BUSINESS BY FUNDING NEW IDEAS. OLIVER ACCEPT RISK TO FAIL



DRONE RACING LEAGUE BRINGING A NEW SPORT TO AUDIENCES AROUND THE WORLD



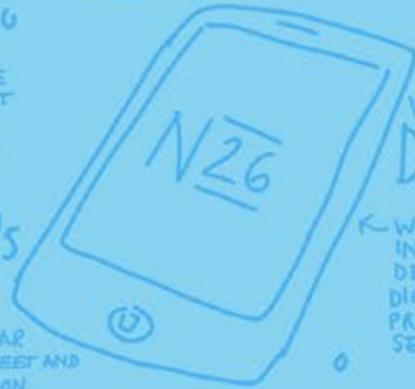
FAIR FLEET MARKET PLACE FOR DRONE PILOTS - ACCELERATING STARTUPS TO HELP AFTER A DISASTER.

FESTIVALS ARE EXPENSIVE TO ORGANIZE MAKING INSURANCE COVERAGE IMPORTANT IN THE EVENT SOMETHING GOES WRONG. WASTE REMOVAL CAN COST OVER \$60,000

MUSIC FESTIVALS



DAVID BECKHAM'S FEET THE ATHLETE SUPERSTAR PROTECTED HIS LEGS, FEET AND TSES FOR \$195 MILLION.



WE INVEST INTO DISRUPTORS

WE SEE THE INCREASING DEMAND OF DIGITAL BANKING PRODUCTS AND SERVICES.

MOBILITY CHALLENGE HOW MIGHT WE DESIGN AN ACTIVE LIFESTYLE DEVICE WITH ACCESSIBILITY IN MIND?



VOLO COPTER WE INVEST INTO DRIVERLESS TAXI DRONES.



URS BITTERLING DARED TO EXECUTE A BOLD VISION AND STOPPED FINANCING COAL-BASED BUSINESS MODELS.

PLANET BEFORE PROFITS



GOLDEN GATE BRIDGE HELPING THE BRIDGE TO BE BUILT

BOLLYWOOD WEDDINGS WEDDINGS CAN BE VERY EXPENSIVE, WE ARE THE TRUSTED PARTNER FOR THE EXPERIENCE



TITANIC 70 CO-INSURERS INSURED THE TITANIC FOR A HULL VALUE OF \$5 MILLION.