

Zurich Insurance Malaysia and Bank of China signs Memorandum of Understanding

Kuala Lumpur, 9 January 2014 – Zurich Insurance Malaysia Berhad and Bank of China today signed a memorandum of understanding (MOU) to forge a beneficial business relationship to further explore bancassurance opportunities in Malaysia. The signing took place at its headquarters in Menara Zurich.

This MOU commits Zurich Insurance Malaysia to work together more closely with Bank of China, towards our common aspiration to further grow each respective business. With this commitment, Zurich is dedicated to helping Bank of China to expand and provide comprehensive financial solutions to Malaysians.

Zurich has over 40 years of experience in the Malaysian market, and significantly more know-how in the Asian region, Europe, and Latin America. Zurich can provide the right guidance and surety which will be significant in Bank of China's business expansion here in Malaysia.

The signing of the MOU between Bank of China Chief Executive Officer, Wang Hongwei (Mr.) and Zurich Insurance Malaysia Chief Executive Officer, Trevor Bull; was witnessed by Bank of China Deputy Director of Corporate Banking Department, Phelicia Ding Huey Chyi and Zurich Insurance Malaysia Chief Marketing Officer, Christine Cheu. Also present at the ceremony was Bank of China Deputy Chief Executive Officer, Liu Nengsheng (Mr.) together with members of Bank of China Management Team and Zurich Management Team.

Speaking at the signing ceremony, Trevor Bull explained that the MOU between Zurich and Bank of China will enable both parties to expand their footprint in the Malaysian market.



“Through our combined efforts and commitment, we will be able to achieve more and be able to continue to develop a distribution model and propositions that align with Bank of China’s overall strategy. Zurich Insurance Malaysia will do whatever we can in order to provide a successful implementation of this MOU”, added Trevor.

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Zurich Insurance Group (Zurich) is a leading multi-line insurance provider with a global network of subsidiaries and offices in Europe, North America, Latin America, Asia-Pacific and the Middle East as well as other markets. It offers a wide range of general insurance and life insurance products and services for individuals, small businesses, mid-sized and large companies as well as multinational corporations. Zurich employs about 60,000 people serving customers in more than 170 countries. The Group, formerly known as Zurich Financial Services Group, is headquartered in Zurich, Switzerland, where it was founded in 1872. The holding company, Zurich Insurance Group Ltd (ZURN), is listed on the SIX Swiss Exchange and has a level I American Depositary Receipt program (ZURVY) which is traded over-the-counter on OTCQX. Further information about Zurich is available at www.zurich.com.

Zurich Insurance Malaysia Berhad, as part of Zurich Insurance Group, is a well established composite insurer headquartered in Kuala Lumpur with a nationwide presence of 39 branches in Malaysia. Zurich caters to the insurance, savings and investment needs of Malaysians by offering a vast range of general and life insurance solutions through its 5,400 tied Life Insurance agents, and 3,000 multi-tied General Insurance agents. The company was formerly known as Malaysian Assurance Alliance Berhad. Further information about Zurich in Malaysia is available at www.zurich.com.my

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