

## PRESS RELEASE

### **MSH International enters the IPMI market in Germany with the acquisition of BDAE**

Paris, September 11, 2017 - **MSH International, a world leader in the design and management of international healthcare and death and disability insurance solutions for globally-mobile individuals became the new majority shareholder in the BDAE Group on 1 July 2017.**

The BDAE Group was established in 1995 with the founding of an association called the Bund der Auslands-Erwerbstätigen (BDAE) e.V. (Association of People Working Abroad) by Andreas Opitz and Silvia Opitz to provide international insurance solutions for people living abroad, as well as for companies sending employees on overseas assignments.

According to a study by OECD, approximately 3.4 million German nationals presently live outside Germany. BDAE provides German and international expats and emigrants with premium-quality, worldwide insurance cover at an affordable price, and assists HR departments with their global mobility processes. The firm has currently around 40 employees and 12 M€ gross premium in 2016.

Under the management of Andreas Opitz (62) assisted by Philipp Belau (30), Commercial Manager, the BDAE Group, thanks to the cooperation with MSH International, will now be able to bring greater flexibility to its international health insurance products, and tailor them even more effectively towards bigger corporate groups.

*“As Germany is Europe’s largest economy, it seemed logical to us to offer our services there as well. We have found an excellent partner in the BDAE Group, which experience will be of great benefit to us in the German-speaking expat world. At the same time, we are providing the Group with an opportunity to further expand its B2B commerce and invest in innovative projects,”* said Frédéric van Roekeghem (56), Executive Director at MSH International.

*“Our common area of business is a huge growth market, and our range of products and services complement each other perfectly. With MSH International, we have found an experienced player to help us offer the very best services and security to our customers abroad”* said the Managing Director of BDAE, Andreas Opitz.

### **About MSH International:**

MSH International, a 100% owned subsidiary of the SIACI SAINT HONORE Group, is a world leader in the design and management of international healthcare and death and 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 a decentralized organization, 4 regional head offices in Calgary, Paris, Dubai and Shanghai and 14 service offices across the globe, MSH International provides 24/7, round-the-clock assistance to its 2,000 corporate clients and +300,000 insured members across 200 countries.

### **About SIACI SAINT HONORE:**

SIACI SAINT HONORE, one of the leading providers of brokerage and consulting services in the French insurance market, supports large and mid-cap companies in the management of their property and personal insurance risks in France and around the world. The Group designs and develops customized solutions for its corporate clients in Property and Casualty, Marine and Cargo, Employee Benefits, Retirement, HR Strategy and Total Rewards and International Mobility. SIACI SAINT HONORE services encompass the entire value chain from risk management consulting to the management of insurance plans. The firm has currently 2,200 employees worldwide, insures 2.2 million individuals and reported turnover of €306 million in 2016.

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