

Captive Solutions: Market Trends & Insights for Swiss and LATAM Multinational Companies

April 16, 2026



Introduction

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- Introduction
- Zurich Captives – Part I
- Zurich Multinational
- Zurich Global Employee Benefits Solutions
- Zurich Resilience Solutions
- Zurich Captives – Part II
- Q&A
- Closing remarks



Zurich Captives

Your Risk. Our global strength.



Meet tomorrow prepared

Holistic Captive Solutions across
Life and Non-life risks

With more than
35 years
of experience in
Captive fronting,
Zurich Captives offers



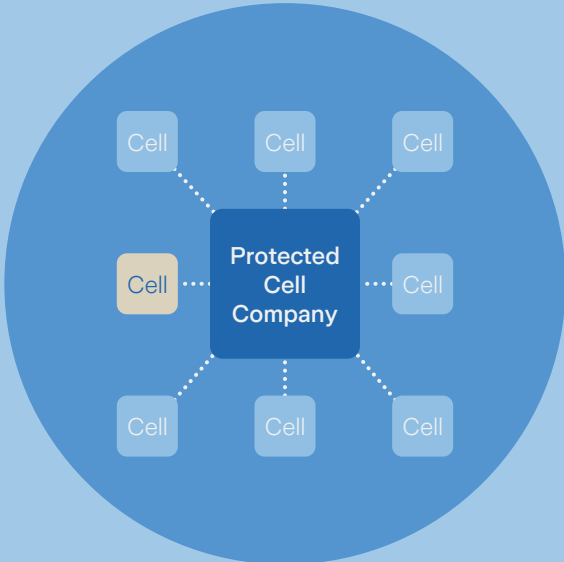
Zurich Captives – Part I

Ainara Saavedra

Most common types of captives



Single Parent Captive

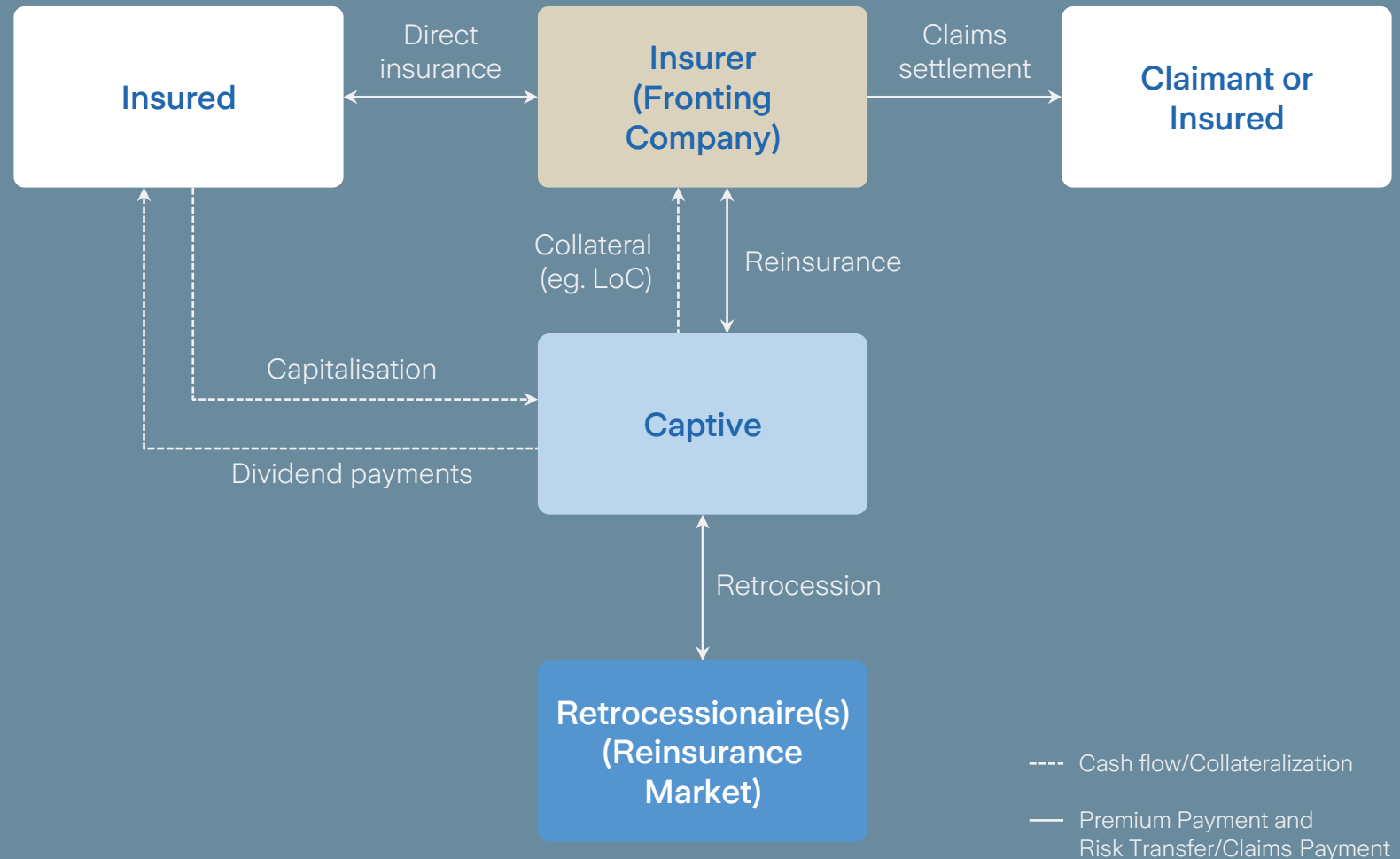


Cell Captive



Group Captive
predominately in North America

Single-Parent Reinsurance Captive



Zurich Multinational

Carin Gantenbein

The capabilities and expertise to empower your business worldwide



6,400+

customers served in 2025

8,000+

international programs covered in 2025

58,000+

multinational policies issued in 2025

13,000+

multinational adjustments and endorsements

200+

territories* — one of the largest networks in the industry

3,000+

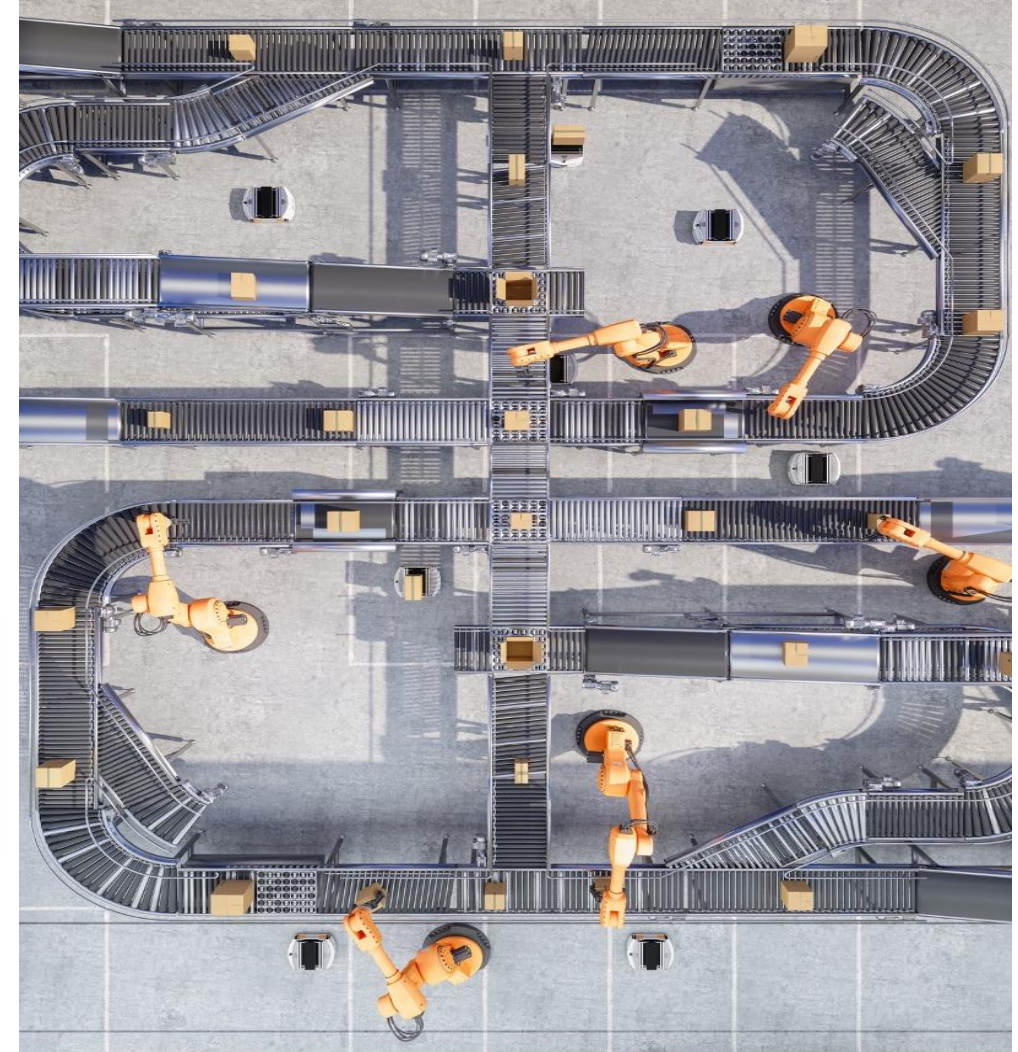
dedicated multinational experts

125,000+

new multinational claims reported in 2025

1,000+

risk engineers and consultants with a global reach



One of the largest networks in the insurance industry, covering 200+ territories*



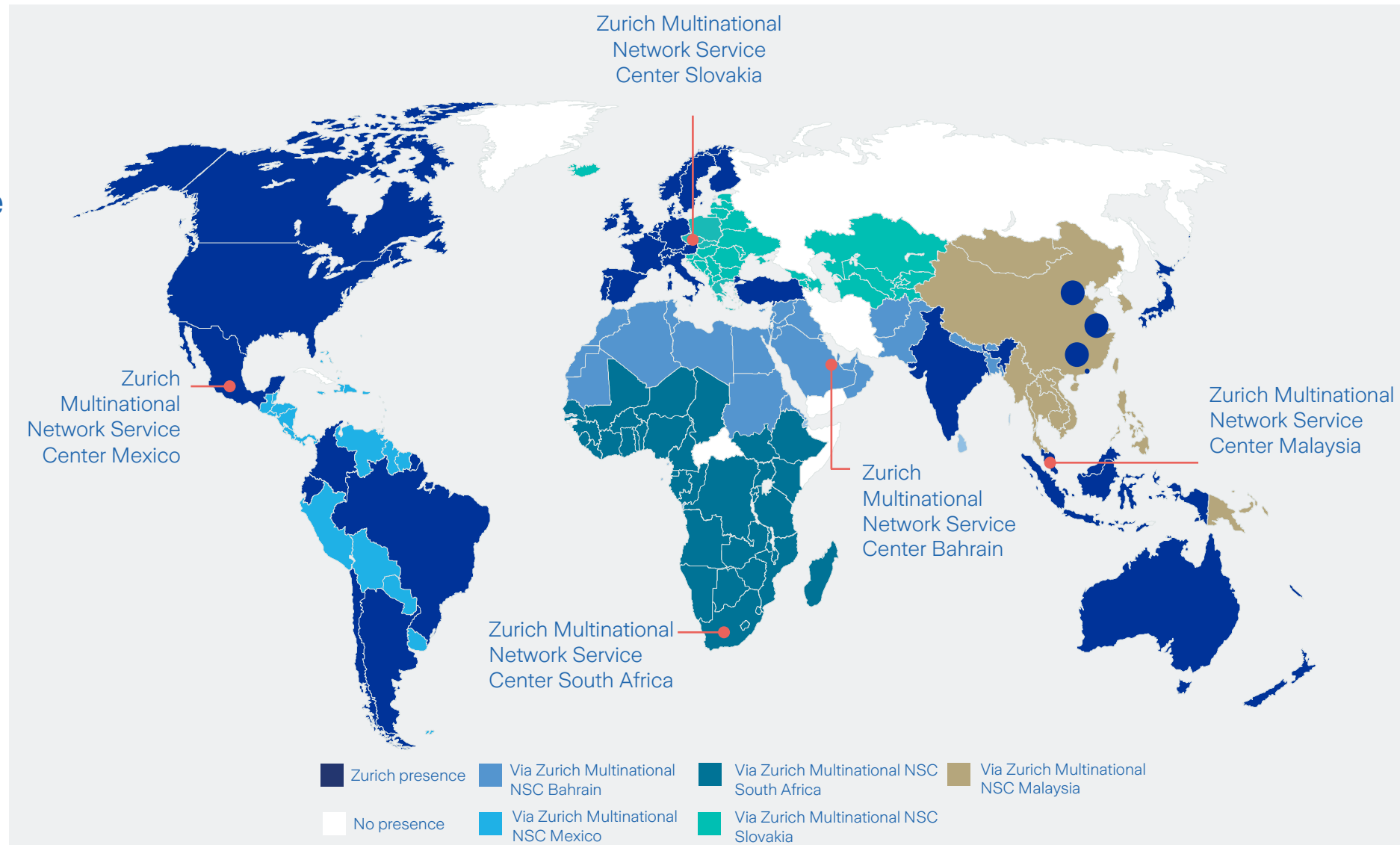
Innovative Service Center infrastructure of strategically located regional offices



Managed by dedicated specialists



Zurich Multinational Network Service Center (NSC) teams oversee partners around the world



Tailored solutions to address your needs

We offer Multinational solutions for the following products:



Property

General and Product Liability

Motor

Engineering Lines

Marine

Cyber insurance solutions

Employee benefits

Professional Indemnity

Directors and Officers

Commercial Crime

Environmental Impairment Liability

Corporate Accident and Business Travel

Surety

Communication and close collaboration as foundation to achieve our customer promise in International Programs



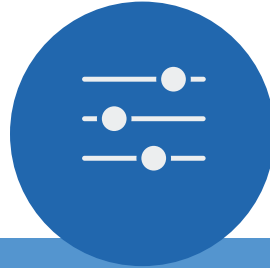
Coverages

Combines a broad range of products and services from a single provider under one program



Compliance

Alignment with local laws across all jurisdictions covered



Control

Ensures greater consistency, transparency and helps to avoid duplication or gaps in coverage



Convenience

Simplifies management of insurance coverages and creates Captive diversification opportunities



Costs

Provides overall higher limits at lower costs due to diversification and economies of scale



World-class service to our customers and brokers:

Global and local **Service Excellence** as key differentiator in the market

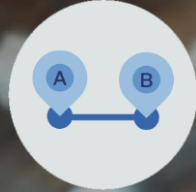


Your one stop shop for your risk and insurance management needs



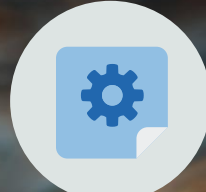
Renewal Checklist

Workflow based tool to support the efficient execution of renewals for all lines.



Property Locations

Update, delete and add property locations in real time across your pre & post-bind programs.



Quotation

Displaying quotation details for Property automatically and facilitating collaboration on negotiation.



My Insurance Solution

Visualisation of coverages in all markets, with key focus areas highlighted country by country.



Policy and claims

Your policy related data and documents at your fingertips and transparent view of your claims in all countries.



Claims Handling Protocol

Facilitating the production and negotiation of claims handling protocols.



Program Status Tracker

Supporting & simplifying program implementation and tracking of key stages.



Certificates

Real-time ability to generate certificates for travel, GL/PL, property and marine policies.



Customer Service Report

Provides overviews of performance across the program against key service KPIs.



Risk Engineering

Make better-informed decisions by carrying out straightforward and intuitive analysis on your risk assessment data.



Zurich GPS Tool

Constantly updated view of regulatory and tax requirements across the world.

Zurich Global Employee Benefits Solutions (ZGEBS)

Reto Heini



Our team

Today, our team consists of over 80+ talented individuals from various parts of the globe
22 spoken languages



USD
>800M 2025 Total Premium



Presence in

8

cities globally | Zurich | Barcelona | London | Chicago | New York | Miami | Dubai | Hong Kong



Covering **140+**
countries and territories
globally



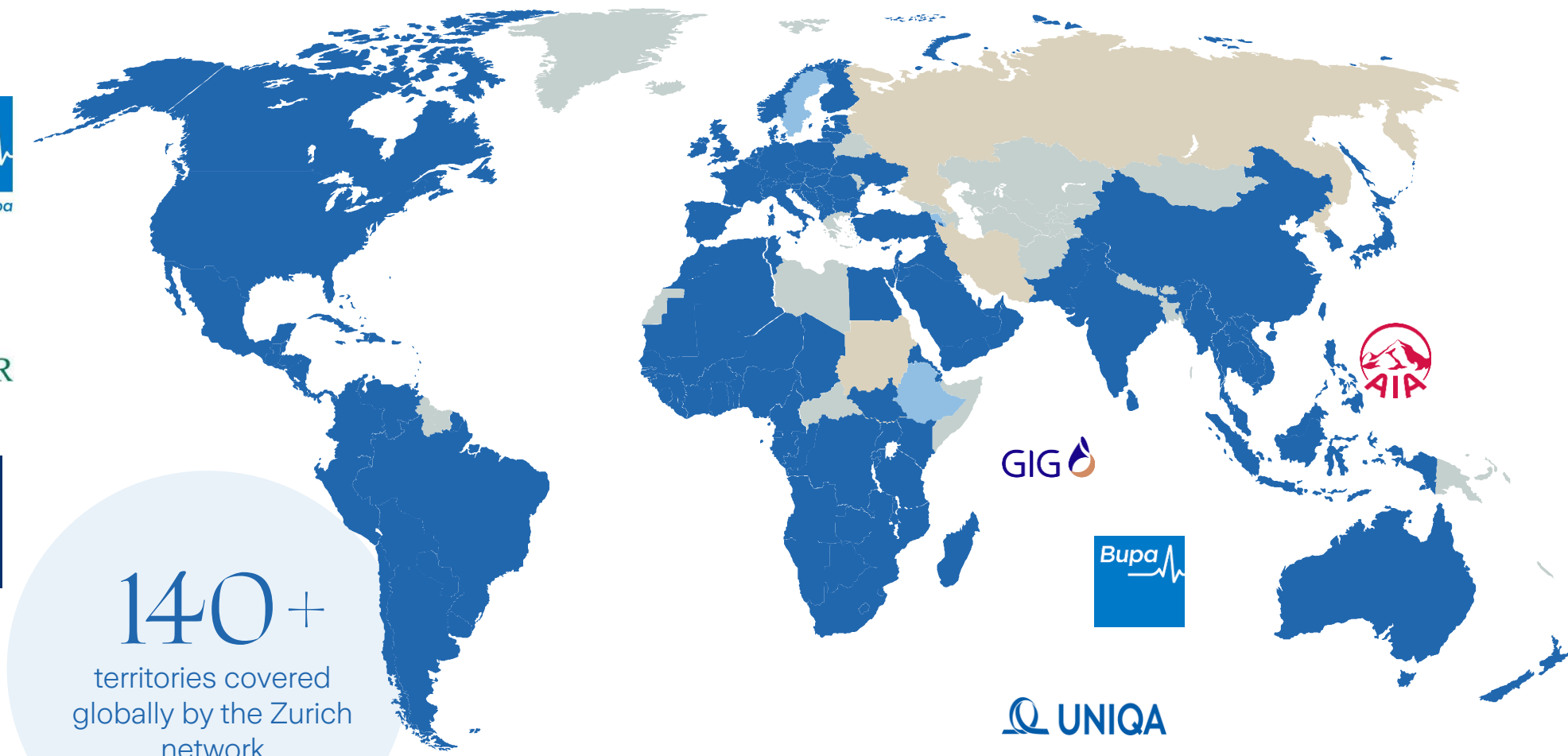
30+
years of experience in
the employee benefits
market.

We have a total of

130 customers **51** of these
are captive



Our global EB network



140+
territories covered
globally by the Zurich
network



ZEGBS presence UN sanctioned territories
 Under negotiation No presence

Employee Benefits Covers



- ✓ Group Life (and possibly riders like AD&D, PTD)
- ✓ Survivor's pensions (orphans, spouses)
- ✓ Short Term Disability
- ✓ Long Term Disability (pension)
- ✓ Permanent Total / Partial Disability (capital)
- ✓ Critical Illness
- ✓ Accident
- ✓ Medical: In-Patient, Out-Patient, Optical, Dental, Major-Medical Expenses
- ✓ Workers' Compensation/Employer's liability (for Captives only)

EB Captive – what's in for HR?

Risk/captive management can improve local terms and conditions

- ✓ Suicide, passive war risk, no waiting period for new entrants and no exclusions for pre-existing conditions, higher free cover limits,
- ✓ 2-3 years rate guarantee and early renewals help HR budgeting
- ✓ Post claim medical reporting helps central and local HR to identify health and cost issues in the countries
- ✓ Prevention – digital health and wellbeing
- ✓ The Social of ESG

Zurich Resilience Solutions (ZRS)

Marco Rossi

Zurich Resilience Solutions: the Risk Advisory Unit of Zurich Insurance Group



Creating a Resilient Future

We help our customers to build resilience and long-term business value through our risk management expertise, insights and advisory services

Our experts identify and quantify exposure to risk and drive mitigating actions that help stakeholders reduce losses, improve insurability and unlock hidden opportunity to create a stable and prosperous future

- Founded in 2021, leveraging 150 years of Zurich Group's history in risk management, and a global commercial insurance portfolio of USD 30bn+ premiums
- Network of over 1'000 risk consultants and engineers worldwide, conducting more than 60,000 annual risk assessments
- Fastest growing Business Unit of the entire Zurich Group

An integrated suite of solutions to help companies create long-term resilience



Climate resilience

Protect your business and physical assets from natural hazards

Gaining clarity in a world of climate change volatility is essential. With our forward-looking data and financial impact models, **we help you to identify and manage climate risks both in terms of direct damages and overall impact on your business.**

Focus of today

Cybersecurity Resilience

Protect your data, reputation & bottom line

Our experts perform deep assessment of digital networks and cybersecurity posture to **identify vulnerabilities** and recommend solutions that align with business goals. Leveraging claims data **we quantify risk scenarios** with financial loss. We supports preparation for, response to, and **recovery from unexpected disruptions.**

Supply Chain Risk Mngt and Marine Logistics

Protect your transportation operations

ZRS Marine and Logistics experts support companies on **loss identification and prevention on all modes of transport** from a small parcel up to a large project cargo shipment. We also support the logistic partners in the supply chain with reviews of inland transports, warehouse and ports and terminals on an operational level and from a potential liability point of view.

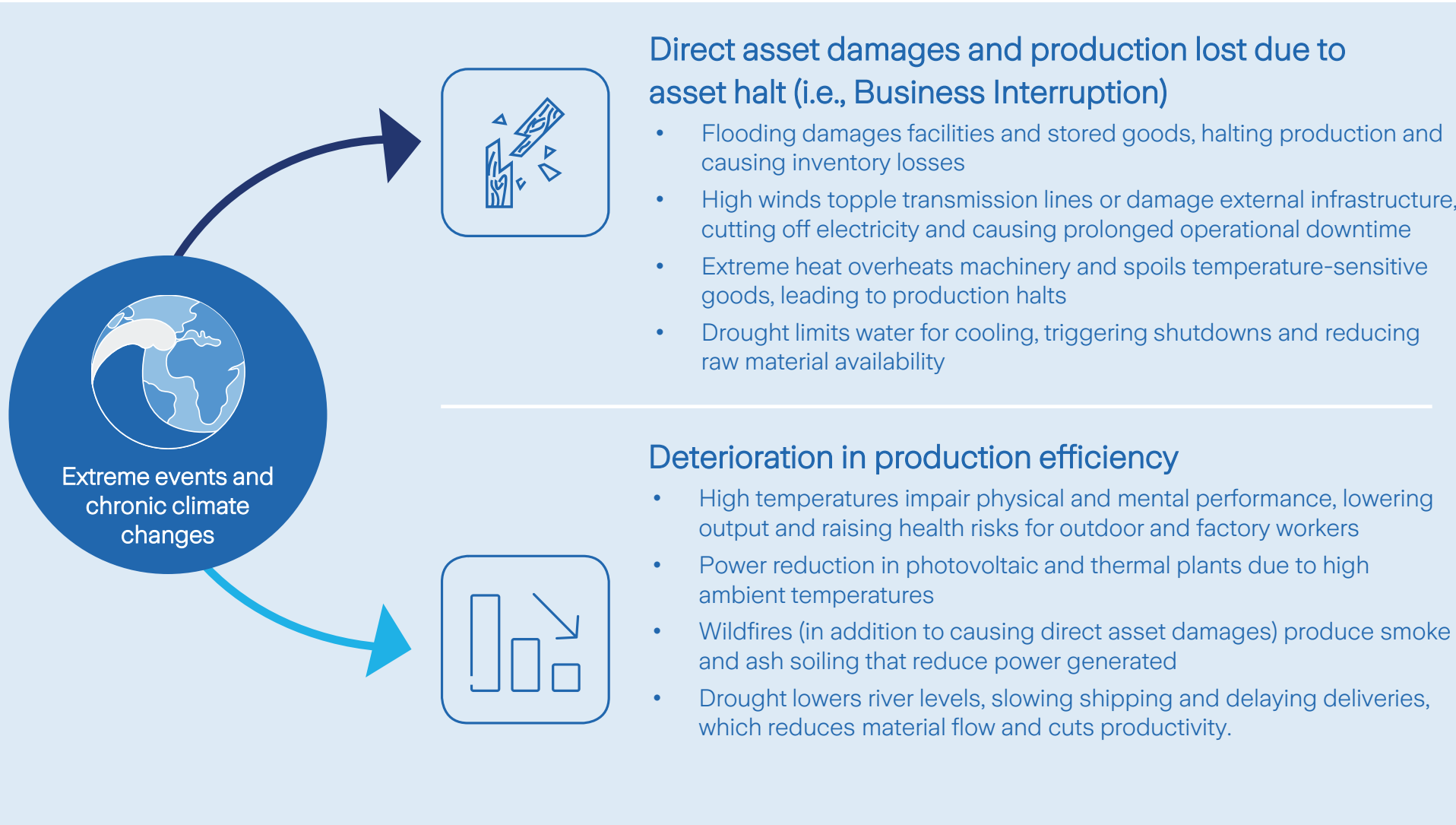
Casualty Risk Management

Protect your people and secure your operations

Create a safety-first culture for your organization. Our solutions cover the **general and product liability areas, to workers compensation and employee liability, to the commercial fleet management space.** Our experts bring tech innovation to foster a proactive risk management culture to help reduce the total cost of risk or to avoid losses from even occurring.



Assessment of climate change impact needs to reflect both direct damages to the asset and effects on operations' efficiency

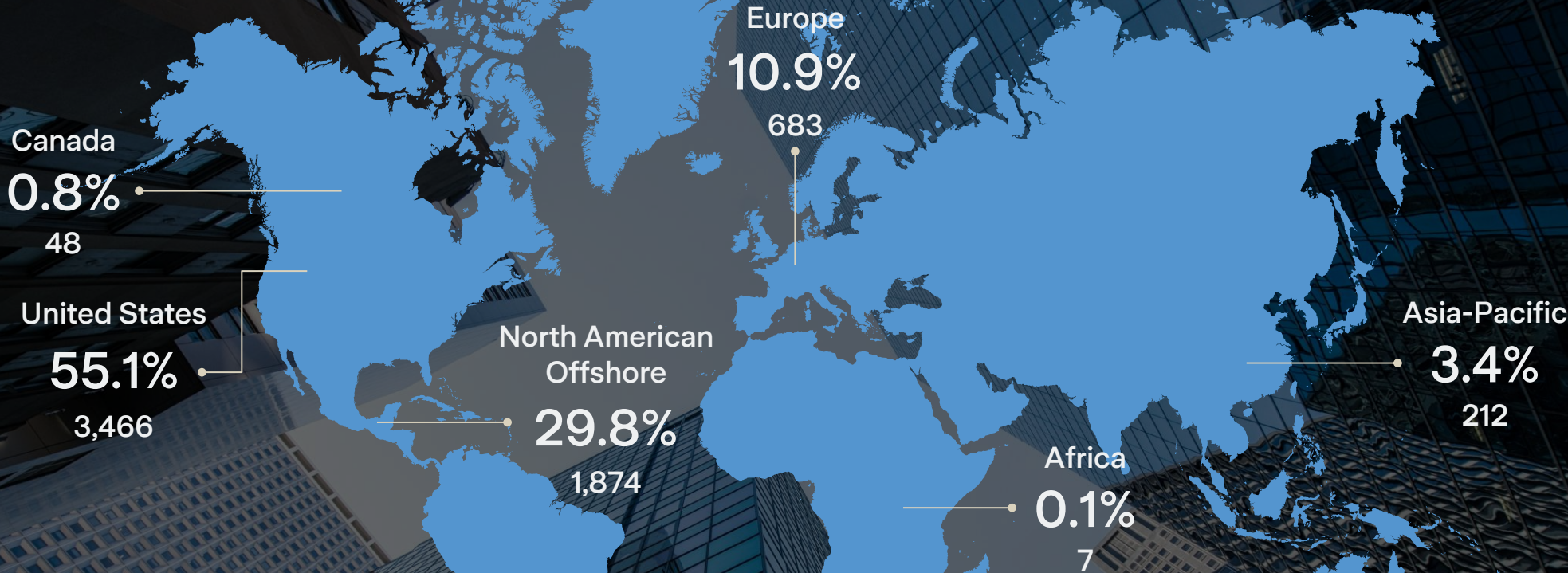


Zurich Captives – Part II

Tensang Dongtse

Captive domiciles

Worldwide



Percentage of total captives per region

Source: BI survey, 2024
N = 6,290 captives

Captives can broaden their mandate to not only deliver foundational business protection but also enhance resilience to evolving risks

Considerations for a Successful Captive

-  Good Claims history
-  Sound Risk Management
-  Willingness to Work with Others (Knowledge share)
-  Financial Stability
-  Long Term Commitment



Traditional & Evolving Risks

- Engineering, Contractors All Risks (EAR/CAR)
- On/offshore Property
- Offshore General Liability
- Marine Cargo and Liability
- Inland Marine
- Cyber risks
- Employee Benefits
- Supply chain risks for critical components
- Intellectual Property (R&D)



Third Party (Affinity) Risks

- Extended Warranty
- Vendor/Sub-Contractor Programs
- Embedded PDBI



Risk Profile Improvement

- Goal for a Captive owner is loss prevention to make risk retention beneficial
- Baselining: Risk Profile assessment and identifying improvement actions
 - Investments to stay ahead of rapidly evolving risks and build resilience (e.g., cyber risks, climate adaptations)

Affinity programs support the core business of the parent company by enhancing its products



A. Consumer electronics

Market focus: High value gadgets to guard against damage or theft

- Smartphones, tablets and PCs
- Computer equipment, fax & phone
- Hearing Aids
- Gaming consoles
- White goods & Hoovers



B. Vehicles

Market focus: Used vehicles extended warranty to enhance re-sell value

- Passenger cars
- Motorbikes
- Vans
- Trucks
- Buses



License to write third party risks is pre-requisite to implementing Affinity programs.

Q&A

Closing Remarks

Tatjana Gaspar / Tensang Dongtse

Closing remarks



Captives help companies control costs and improve decision-making to meet risk management objectives.



Captive solutions (single-parent and cell captives) provide advantages for a wide range of industries and business sizes.



Zurich Multinational and its global network infrastructure enable reliable captive fronting arrangements.



Involving HR for integrating employee benefits into captives adds value.



Zurich Resilience Solutions support risk managers unlocking the full potential of insurance/captive programs.

Thank you for your time.

www.zurich.com



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