



## Mondial Assistance Group and Ryanair launch two new online products for the German and Italian markets

*The new travel insurance packages provide customers with a very competitive insurance simply upon booking their airline ticket.*

Milan/Munich, September 16<sup>th</sup>, 2004

Mondial Assistance Group, international leader in assistance and travel insurance, and Ryanair, Europe's number 1 low fares airline, have launched two new insurance products dedicated to Italian and German travellers. These new products are provided through Elvia, one of Mondial Assistance Group's international brands.

### Germany – « Trip cancellation » insurance

Launched on Ryanair's website on August 16<sup>th</sup>, this trip cancellation insurance obtained immediate success amongst German travellers. The price for this insurance is 7 Euros per person.

*« Elvia is committed to developing services that are simple to use, and accessible to all travellers. The new product marketed to Ryanair's German travellers confirms our e-tourism strategy and encourages us to continue our business development through new distribution channels »* explains Alois Weber, Managing Director of Elvia Germany.

*« This new product developed for the German market fulfils Ryanair's intention to offer its customers flexible quality solutions at the lowest prices »* adds Caroline Baldwin, Sales Manager for Germany & Austria at Ryanair.

### **Italy – “Multi-Trip” Annual Insurance**

Offered to Ryanair’s Italian customers since August 23<sup>rd</sup>, this insurance includes the following benefits each time the customers travel: trip cancellation, loss of luggage, theft, accidents... as well as medical assistance (medical expenses, on site dispatch of doctor in case of emergencies or directing patients to the closest medical centre, medication delivery, repatriation of patient and family...) and translation services. The price of this annual package is 69 Euros.

*« With this very comprehensive package, Italian travellers can, through a simple click, travel freely all year round while enjoying the benefits of maximum security »,* explains Mariano Gambino, Managing Director of Mondial Assistance Italy.

*« As of the very first trip booked with Ryanair, Italian travellers no longer need to worry about their travel protection coverage for an entire year, whatever trip they wish to make with Ryanair »,* comments Peter Sherrard, Sales Manager for Italy at Ryanair.

Mondial Assistance Group and Ryanair signed an international agreement covering 10 European countries in December 2003. Provided through ELVIA, the travel insurance and assistance services are available in Germany, Austria, Belgium, Denmark, Spain, France, Italy, Norway, Sweden and the Netherlands.

Thanks to this agreement, Ryanair passengers benefit from Mondial Assistance Group’s extensive know-how in both travel insurance and assistance products.

For **Alain Demissy, President of Mondial Assistance Group**, *“this agreement reinforces our position in e-travel business and is in line with our e-commerce and international client strategy. Besides travel providers, today the Group counts many international agreements with automobile manufacturers and insurance companies, based on long-term partnerships of which some have been initiated almost fifteen years ago”.*

### ***Mondial Assistance Group: an intervention every 3 seconds.***

Worldwide leader in assistance, travel insurance and customer services, today Mondial Assistance Group counts more than 7,500 staff members speaking over 40 languages. They work throughout the world in collaboration with a network of 400,000 service providers and 240 correspondents. Present on 5 continents in 28 countries, the Group mainly operates under its three international brands: ELVIA, Mondial Assistance and World Access.

A subsidiary of AGF and RAS, each holding a 50% capital stake respectively, Mondial Assistance Group is a member of the Allianz Group.

[www.Mondial-Assistance-Group.com](http://www.Mondial-Assistance-Group.com)

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