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PRESS RELEASE

Munich Re Stop Loss Adds New Regional Sales Director

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Andover, MA - Munich Re Stop Loss announced that Michael Merz has joined the group as a Regional Sales Director. Mike will be based in Portland, OR and have responsibility for marketing Munich Re's Stop Loss product to brokers, consultants and third party administrators in the Pacific Northwest and Northern California markets.

"I am excited to have Mike join our team," said Travis Micucci, President of Munich Re Stop Loss. "His industry knowledge, experience and demonstrated sales success provide us with an excellent opportunity to expand our presence and stop loss business in the Pacific Northwest and Northern, California regions. In addition, adding Mike to our distribution team continues our commitment to expand and grow our stop loss business nationally.

Mike has 33 years of sales experience in the stop loss and medical insurance industry. Previously, Mike held senior sales positions for Great West Life and most recently Cigna in the Pacific Northwest market.

Munich Health is one of three business segments of Munich Re. Here all international health care business in insurance and reinsurance operations, as well as related services are pooled under the Munich Health brand.

Munich Re stands for exceptional solution-based expertise, consistent risk management, financial stability and client proximity. This is how Munich Re creates value for clients, shareholders and staff. In the financial year 2013, the Group – which combines primary insurance and reinsurance under one roof – achieved a profit of €3.3bn on premium income of over €51bn. It operates in all lines of insurance, with almost 45,000 employees throughout the world. With premium income of around €28bn from reinsurance alone, it is one of the world's leading reinsurers. Especially when clients require solutions for complex risks, Munich Re is a much sought-after risk carrier. Its primary insurance operations are concentrated mainly in the ERGO Insurance Group, one of the major insurance groups in Germany and Europe. ERGO is represented in over 30 countries worldwide and offers a comprehensive range of insurances, provision products and services. In 2013, ERGO posted premium income of €18bn. In international healthcare business, Munich Re pools its insurance and reinsurance operations, as well as related services, under the Munich Health brand. Munich Re's global investments amounting to €209bn are managed by MEAG, which also makes its competence available to private and institutional investors outside the Group.

Disclaimer

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