

MDS
Group

Global
Insurance & Risk
Consultants

MDS Group

October 2017



CMAS

br:kerslink[®]
Partner

We
will be
there.

MDS Group

A global platform of **insurance & reinsurance brokerage** and **risk consulting** services

**Majority
shareholder
of Brokerslink**

a **global** insurance broking
company present in 95 countries

**broker at
Lloyd's**

the **world's specialist**
insurance and reinsurance market

Leader

in **Portuguese** Market

#3

in **Brazilian** Market

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Brokerslink - The Global Broking Company

Brokerslink is a global broking company, **founded by MDS**.

Today it has 55 shareholders from 40 countries and manages a network of brokers and speciality risk & consulting firms **operating in around 95 countries, in 5 continents with 10,000 professionals.**



Our Board of Directors

José Manuel Fonseca



CEO of Brokerslink
MDS Group

Edoardo Leusciatti



SRB Assekuranz

Patrick Verlinden



Van Dessel Insurance
Brokers

Steve Hearn



Ed.

Grégory Allard



Chairman of Brokerslink
Filhet-Allard & Cie

Francisco Valdés



AER

Rohan Potts



Bridge Insurance
Brokers

Sunny Léons



Léons

Patrick Chan



Vice-Chairman of Brokerslink
Nova Risk Services Holdings Ltd.

Jamie Crystal



Crystal & Company

Rohan Stewart



PSC Insurance Brokers

Youness Rhallam



Alpha Assurances

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Insurance & Risk Management Services

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Retail Broking

General Insurance

- We place and manage **all lines of business** including Property & Casualty, Automobile fleets, Marine, Aviation, Professional Liability, Directors & Officers Liability, Cyber Liability, Environmental, Construction, Political Risks, Kidnap & Ransom etc...
- Our clients encompass **large corporations, SMEs and public entities and operate in various industries**, such as retail (food and non-food), hospitality, financial sector, wineries, telecoms, automobile dealerships and energy.

Employee Benefits

- Coverages include **health, life, personal accidents, workers compensation and pensions** with a focus to help clients effectively respond to the complex and ever changing employee benefits landscape and contribute to HR challenges such as improved welfare among employees & their families, successful hiring & retention of talents, and access to tax benefits.

Retail Broking

Affinity Programs

We design and manage various insurance products for retailers that allow them to expand the range of services offered to their customers and to generate additional revenue. We also provide **insurance options for groups with common interests (companies, clubs, associations) with exclusive advantages and conditions**

Credit & surety

MDS provides **credit risks and surety products, services & “tailor made” solutions** to help minimize your exposure to commercial & political risks, optimize your potential gains or satisfy the requirements of your business partners when needed to close a deal or participate to a tender.

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CMAS Accident Medical Coverage

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Executive summary

CMAS is seeking to provide a global, comprehensive and coordinated Accident & Medical insurance to its members in order to:

- ❑ **Innovate** with an **exclusive insurance offering** via a **customized platform**
- ❑ Deliver **additional value to Federations and members** around the world,
- ❑ **Attract more members** via its federations and affiliated organizations,
- ❑ Develop a **new revenue stream**

MDS Group proposal - Insurance

- ❑ **A basic Personal Accident product** included in all memberships
- ❑ A **digital subscription platform** with a customized CMAS image
- ❑ **Worldwide assistance services** to members for covered accidents
- ❑ **Analytics reporting:** Comprehensive real time & historical reporting
- ❑ In the future, we could add **optional insurance products** to members (full travel insurance for members and their families, automobile & home insurances)
- ❑ **A marketing / administration fee** to be agreed upon would be allocated to CMAS

Basic Product: CMAS Accident Medical Insurance

- ❑ Placed with the **Lloyd's Markets in London** via Seven Corners, a USA based wholesaler, specialised in international travel & accident coverages.
- ❑ **CMAS branded product**
- ❑ Coverage: **accidents related to CMAS activities, in home country and worldwide** (excluding USA)
- ❑ Eligibility: **all CMAS members** (excluding US residentes)
- ❑ Include **accidents during travel / transportation** to / from the practice of covered activities.

Basic Product

Coverage Territories	Worldwide, excluded the United States
Medical Maximums	\$40,000 Medical Maximum is per person per Period of Coverage incurred while participating in covered Underwater Recreational Activities, as stated herein. (age 80+, maximum limited to \$2,500)
Deductible	\$100 per person per Occurrence
Emergency Medical Evacuation/Repatriation	\$50,000
Return of Mortal Remains	\$50,000
Emergency Medical Reunion	\$50,000
Local Ambulance Benefit	\$5,000
Accidental Death & Dismemberment (AD&D)	\$50,000 principal sum for Insured
Loss of Scuba Equipment	\$500
Hospital Room & Board	Usual, Reasonable and Customary to the selected Medical Maximum
Intensive Care	Usual, Reasonable and Customary to the selected Medical Maximum
Outpatient Medical Expenses	Usual, Reasonable and Customary to the selected Medical Maximum
Hazardous Sports Coverage	Included
Underwater Recreational Activities Coverage	Covered activities: apnoea, aquathlon, finswimming, underwater hockey, orienteering, underwater rugby, spearfishing, sport diving (excluding solo diving), visual and target shooting.
24 hour Travel Assistance Services	Included

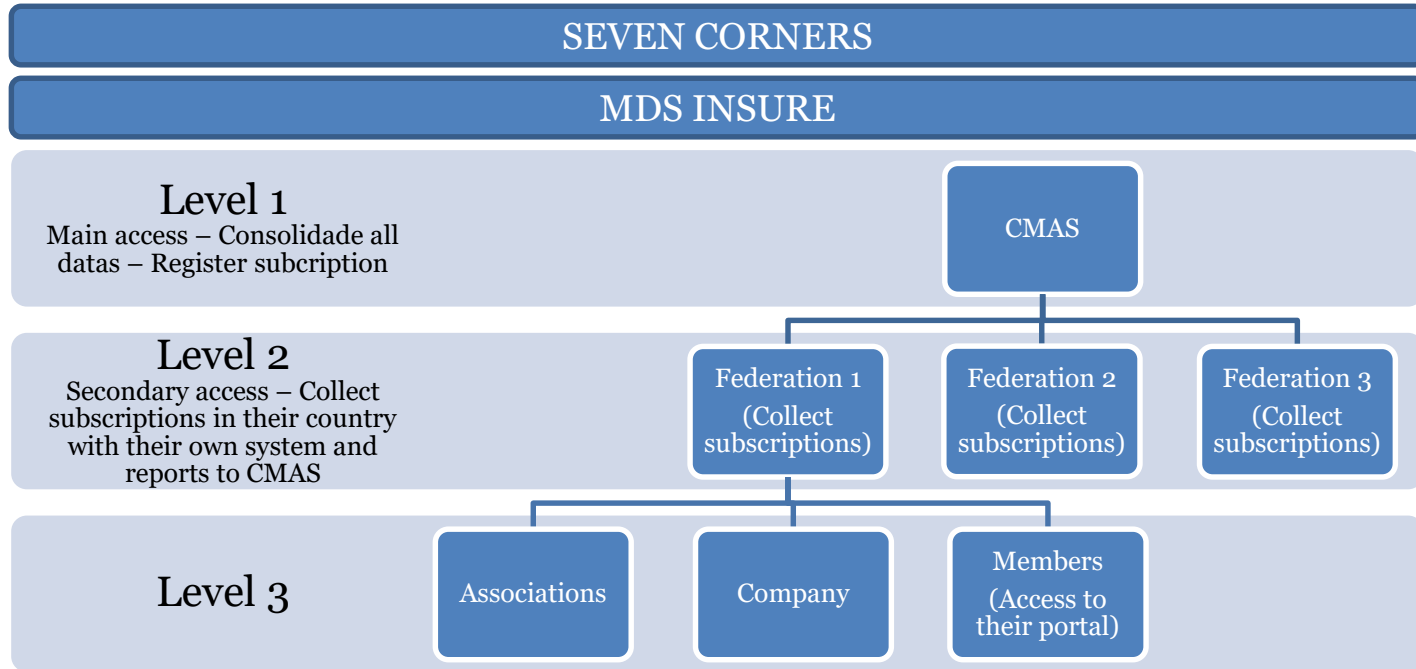
Annual Premium Per Member

Plan Type	Annual Premium Per Member	Coverage Option
Pool	US\$200.00	Voluntary
Open Water	US\$560.00	Voluntary
Pool	US\$3.80	inclusive for all members
Open Water	US\$11.42	inclusive for all members

Except as specifically indicated otherwise, all benefits are subject to Deductible and Coinsurance.

Digital subscription platform – General structure

We will provide CMAS with a **tailor made partner portal** to adjust to your organisation :



Exceptional International Assistance services

- ✓ 24/7 Multilingual customer service
- ✓ Strong experience in handling sports accidents (including scuba diving & all kind of adventurous sports)
- ✓ Dedicated toll free phone numbers & priority call routing
- ✓ Automatic Number Identification (ANI capture)
- ✓ Live chat
- ✓ Live call audit & 24/7 call recording
- ✓ Claims paid in local currency

Conclusion

- ✓ MDS group can provides the CMAS with one unique solution all over the globe:
 - ✓ Multi-lingual assistance (Live chat, toll free phone numbers...)
 - ✓ Claims paid in local currency,
 - ✓ The same core guarantees applies everywhere (except US),
- ✓ Flexible offer: we can adapt the guarantee scope if necessary,
- ✓ Better security an services for members: emergencies handling, international support, members portal, claims handling...
- ✓ Better tracking of all members through an Automatic Number Identification (ANI),
- ✓ Better coordination between CMAS and the national Federations.



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THANK YOU

[mdsinsure.com](https://www.mdsinsure.com)

**We
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