



HOW TO IMPROVE OUR CURRENT BUSINESS MODEL TO ANSWER... NOW!

**TO THE HYBRID
CUSTOMER NEEDS**

May 3rd, 2017

Digitalization Conference Beirut
Jean-Marc Pailhol
Allianz SE

Allianz 



AGENDA TOPICS

01 OUR BUSINESS MODEL

02 WINNING RETAIL BUSINESS MODEL

03 NEW BUSINESS MODELS?

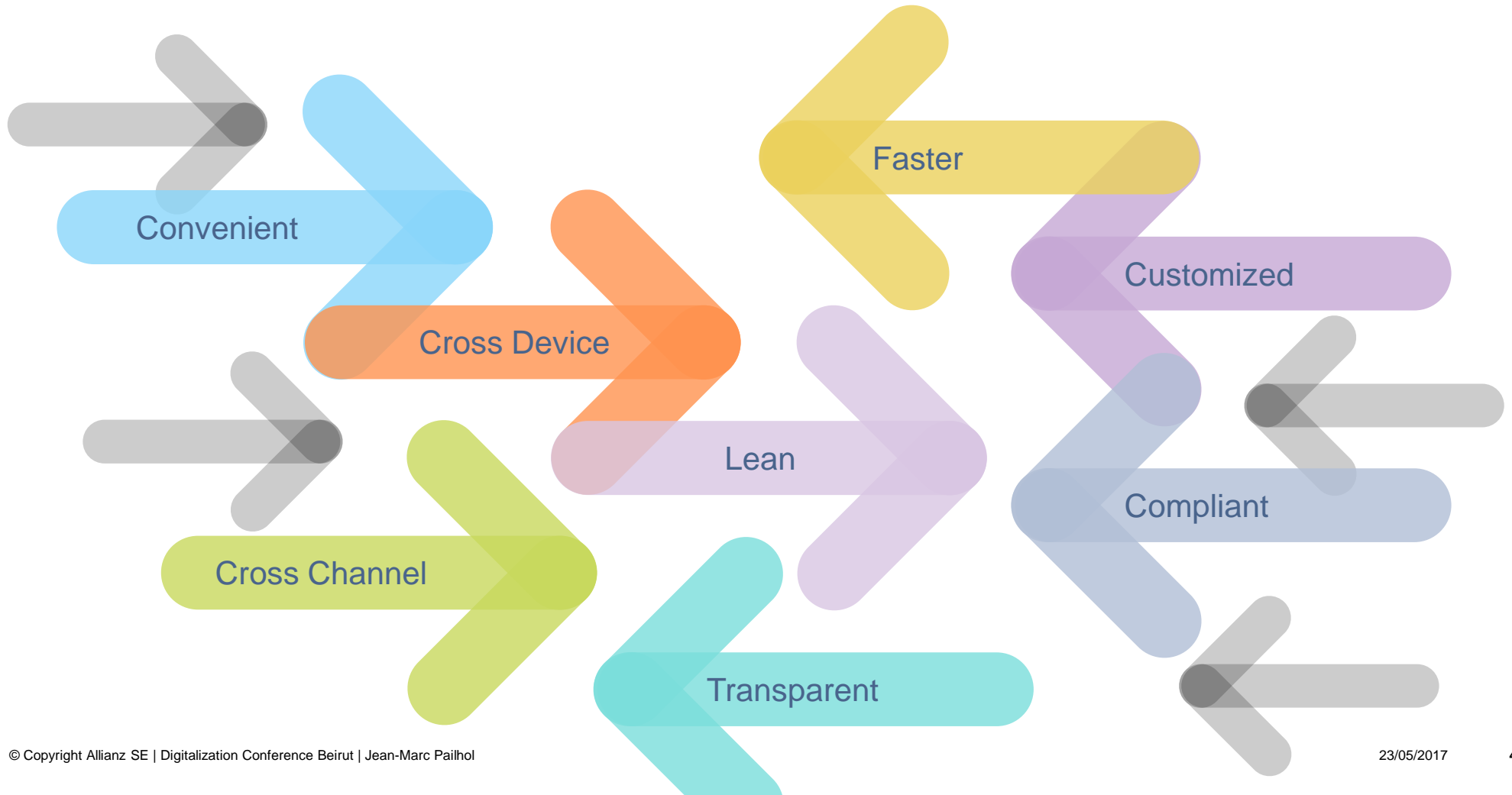
OUR BUSINESS MODEL

01



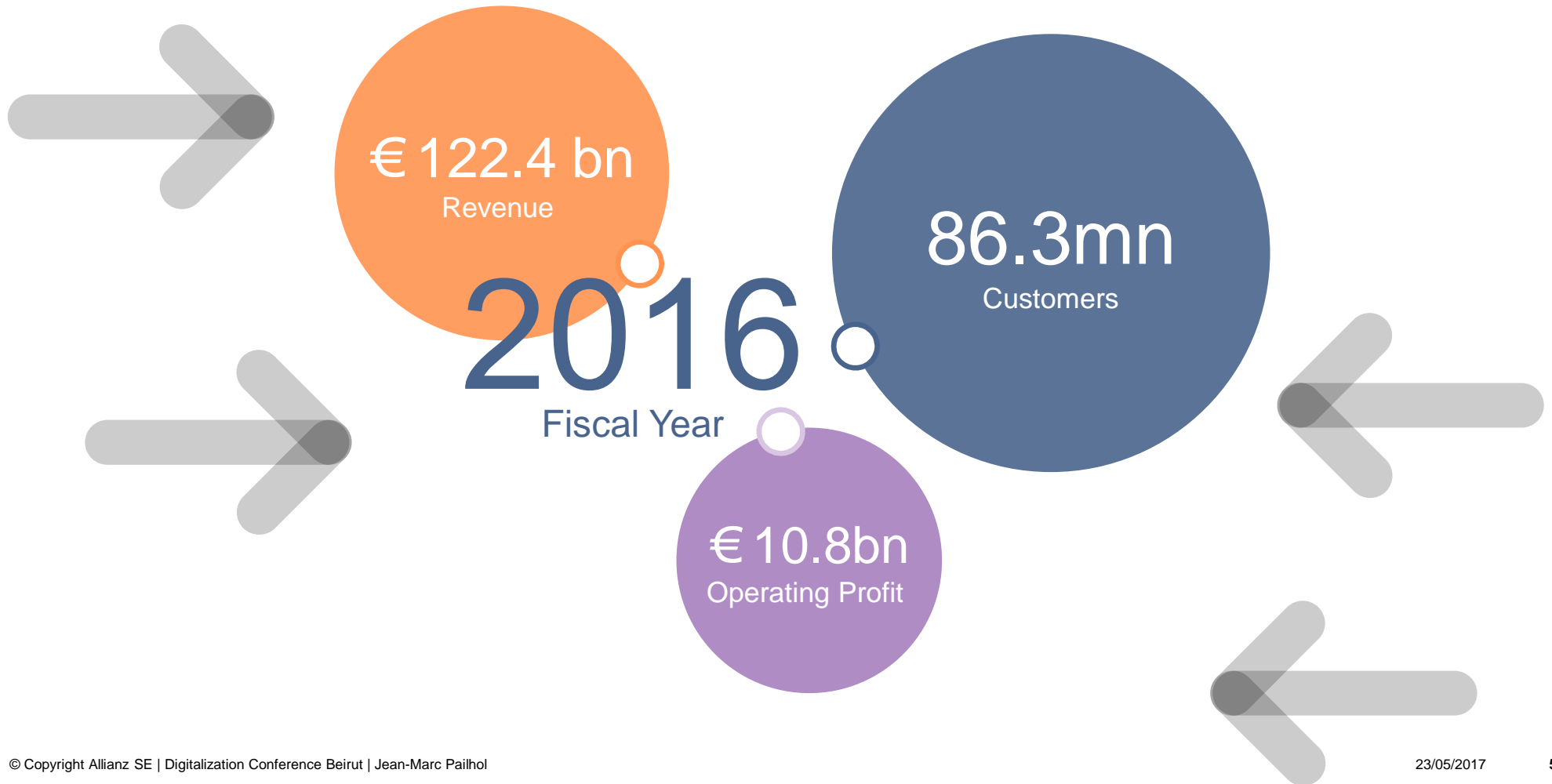


OUR ALLIANZ BUSINESS MODEL IN A CHANGING WORLD



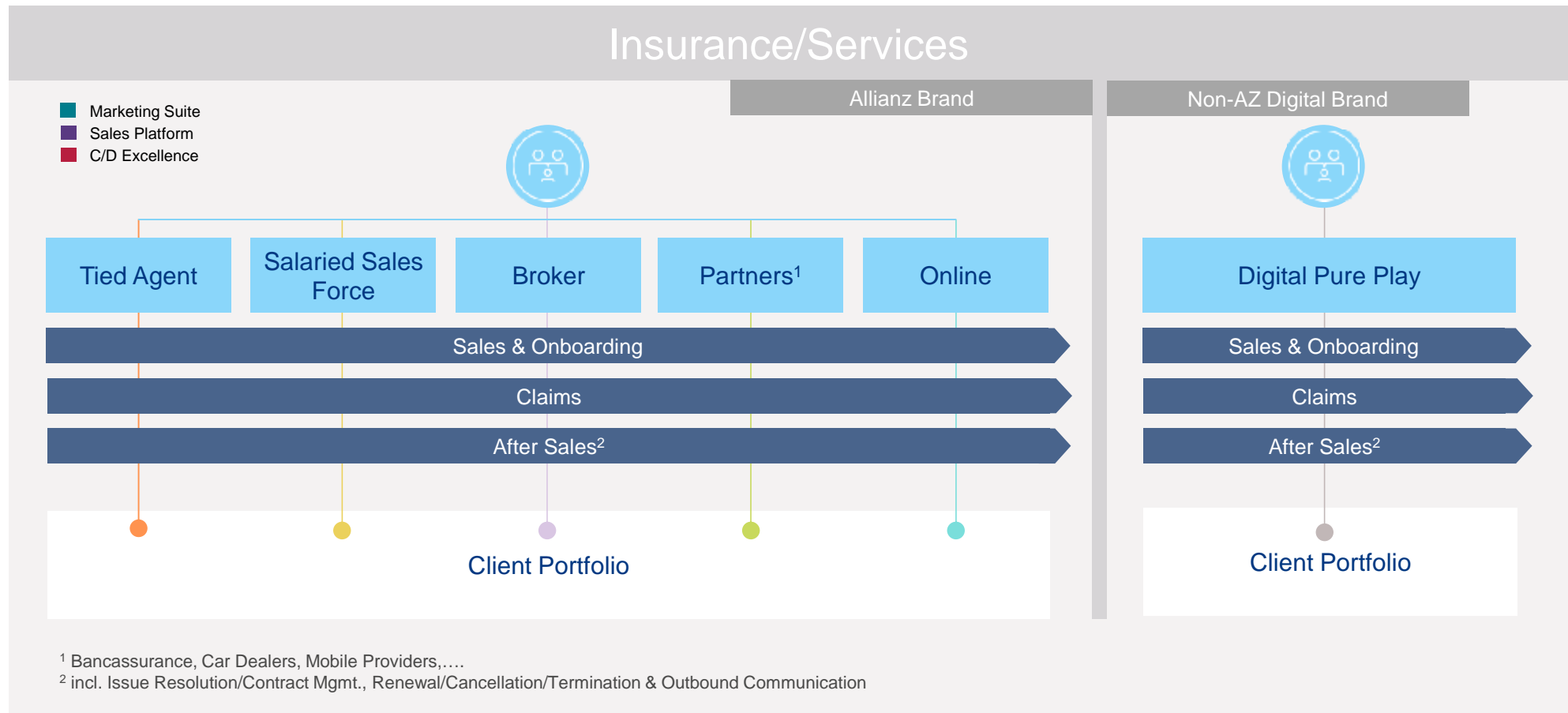


OUR ALLIANZ BUSINESS MODEL IN A CHANGING WORLD



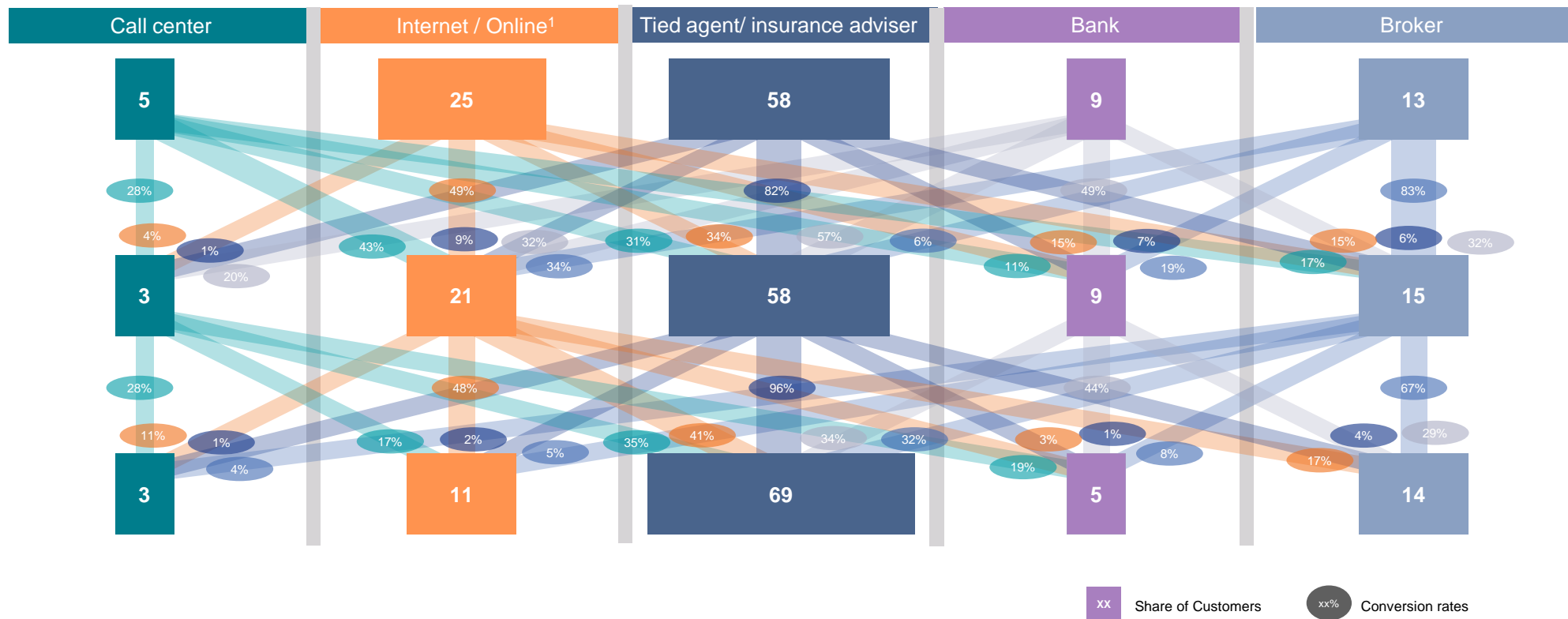


OUR ALLIANZ BUSINESS MODEL IN DISTRIBUTION





ONE EXAMPLE OF A LOCAL BUSINESS MODEL



WINNING RETAIL BUSINESS MODEL

02

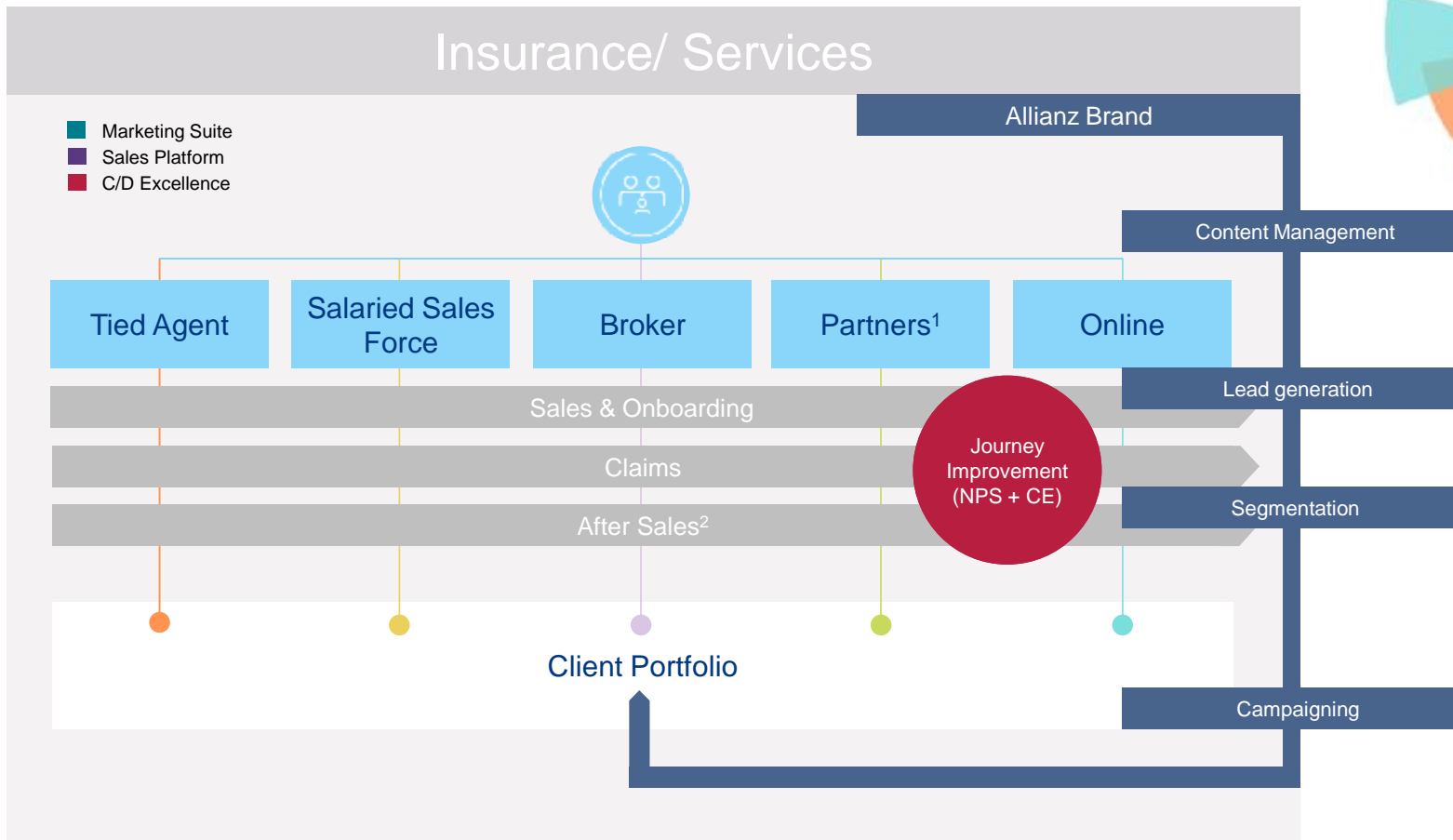
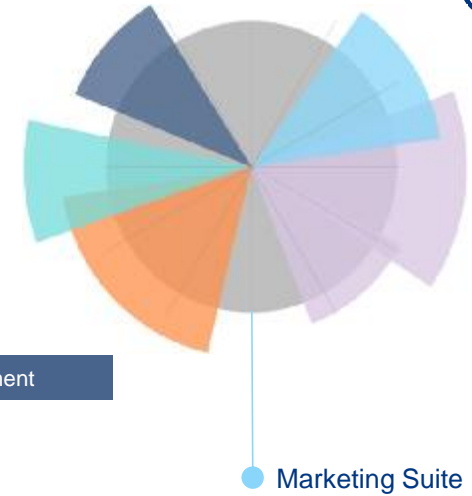




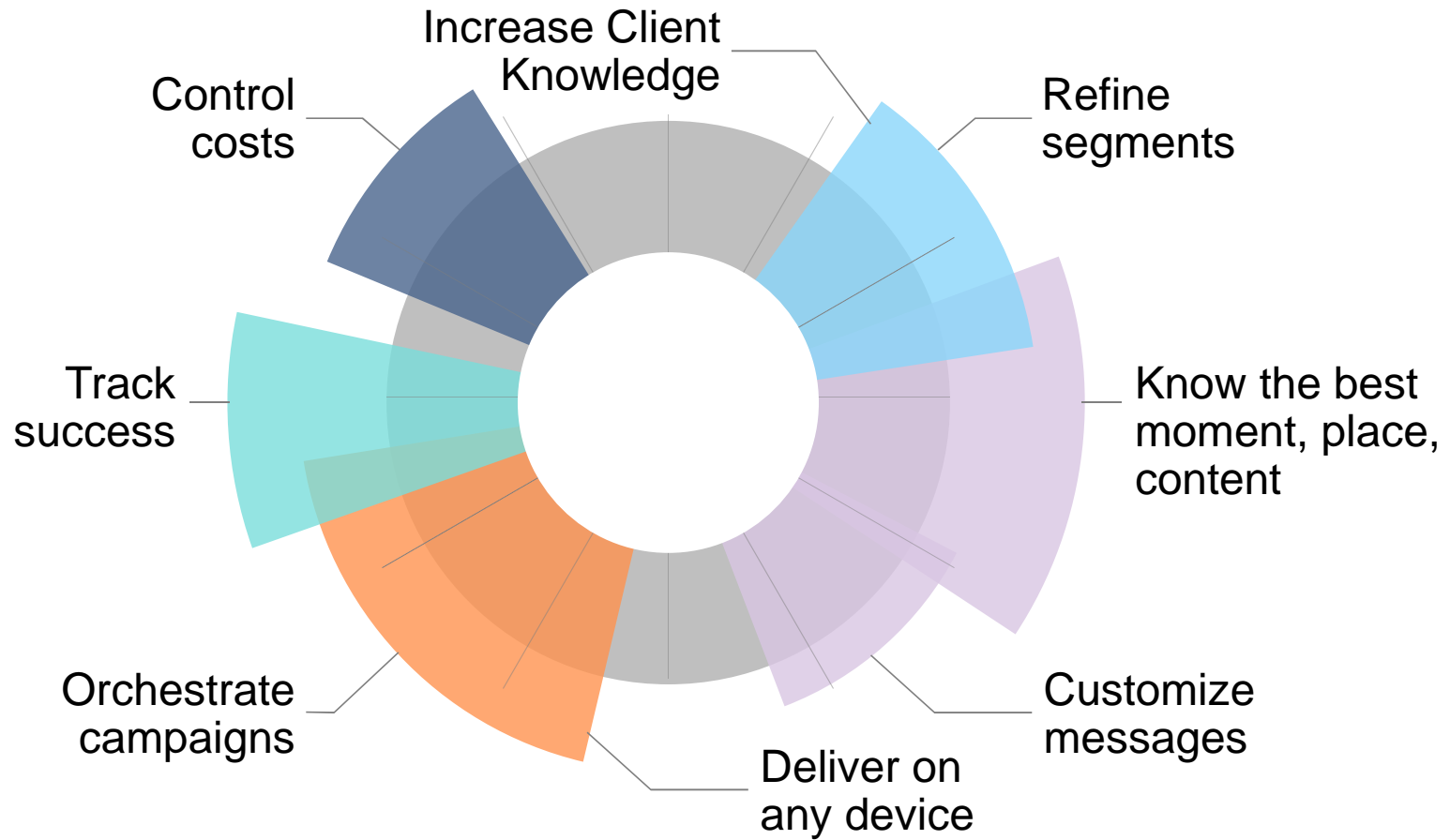
THE ALLIANZ RETAIL BUSINESS MODEL BUILDS ON ECOSYSTEMS WITH PROVEN IMPACT AND TOOLS



MULTI ACCESS MODEL



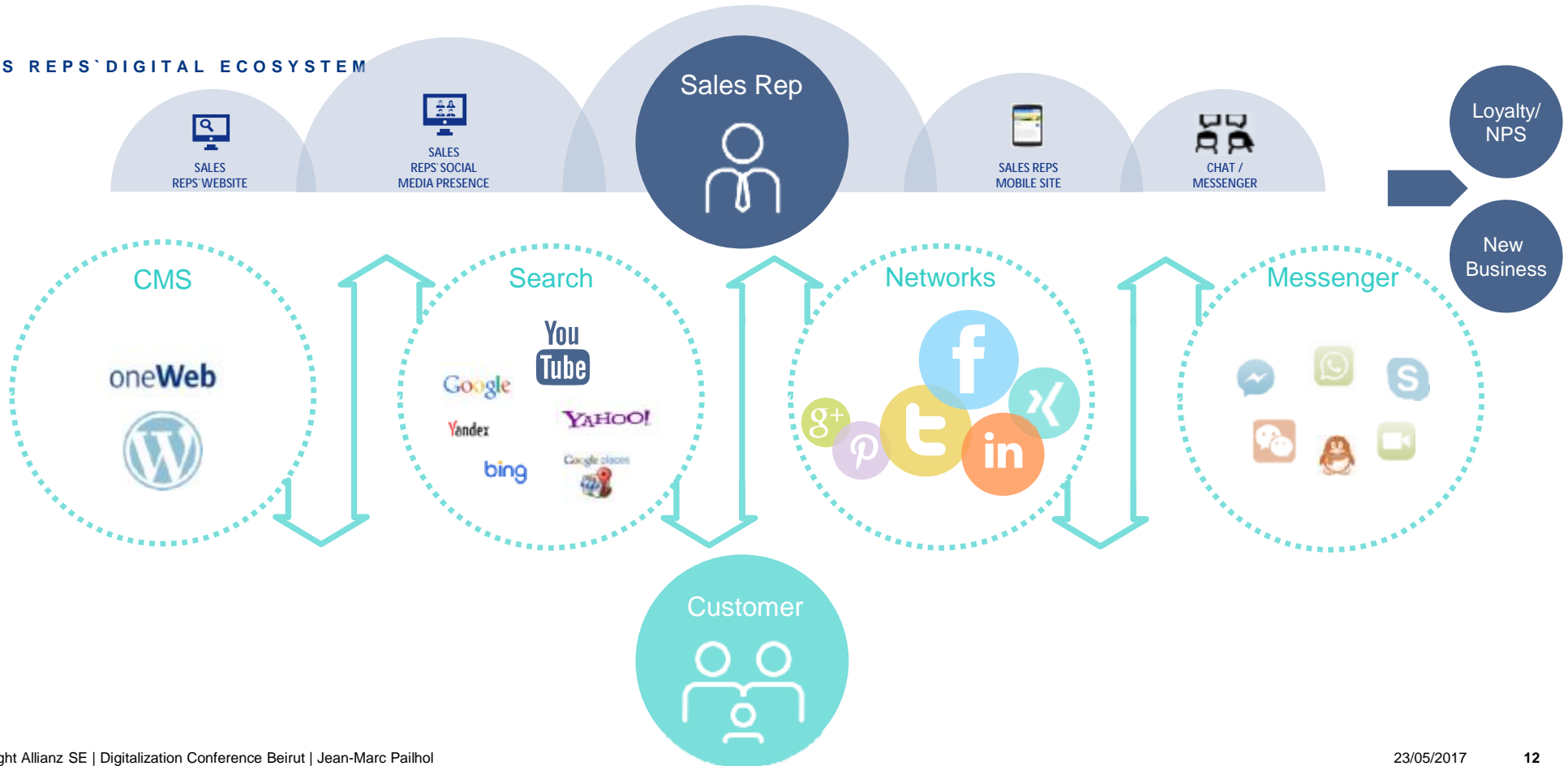
MARKETING SUITE





MULTI ACCESS MODEL DIGITAL WINDOW FOR INTERMEDIARIES

SALES REPS' DIGITAL ECOSYSTEM



NEW BUSINESS MODELS?

03





OUR FUTURE CHALLENGES



Artificial Intelligence



Robotics/Attitudes



Cyber Risk



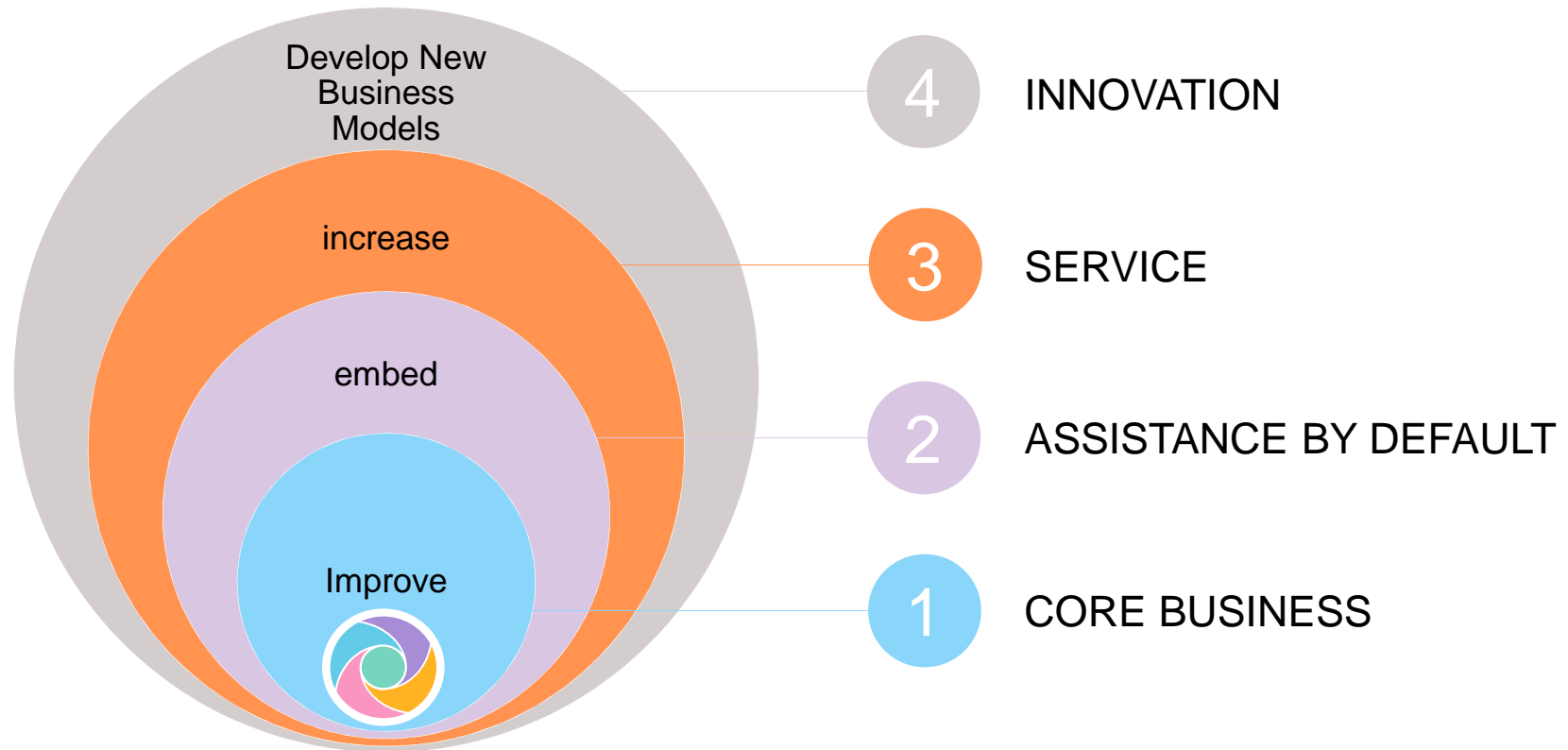
Autonomous Vehicles



Drones



Smart Cities



THANK YOU!

**QUESTIONS
& COMMENTS**

