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# News Release

## **Bancassurance offerings directly in E-Banking: Zurich and UBS strengthen their cooperation**

**SMEs in Switzerland can now purchase insurance solutions from Zurich directly and easily in UBS's E-Banking. This offering expands UBS and Zurich's cooperation in the field of Bancassurance.**

Zurich, 3 October 2022 – The story of small and medium enterprises is often characterized by milestones that, once reached, immediately create a need for new banking and insurance services. Founders need a capital deposits account, mandatory accident insurance, and occupational benefits insurance. When companies expand, they often lease new machinery or equipment and insure it against damage. If the next step for them as a company is exporting abroad, they also need a foreign currency account and to expand their insurance so they're covered internationally.

Finding and taking out suitable solutions in an uncomplicated and efficient manner has now become even easier for SMEs: in addition to all existing banking products, they can also access Zurich insurance products directly in UBS's E-Banking. The cooperation guarantees full data protection. Neither bank-specific data is passed on to Zurich, nor insurance-specific information to UBS. With just a few clicks, clients can use the online tool to clarify their insurance needs and get quotes for the most important business insurances. On request, a dedicated team of advisors from Zurich is also on hand for UBS clients. There, SMEs receive comprehensive advice and customized solutions.

Alain Conte, Head Corporate & Institutional Clients Switzerland at UBS, says: "Many of our SME clients are digitally savvy and have been working with E-Banking for a long time. We consistently align with the behavior and requirements of SMEs and are therefore pleased to work with Zurich to offer insurance solutions directly in our online banking."

Robert Gremlı, Head of Brokers & Partnerships Member of the Executive Board of Zurich Switzerland says: "With the joint Bancassurance offering of UBS and Zurich, we enable SMEs clients to focus on their core tasks and get best services of bank and insurance from one source."

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