

Singapore, May 3, 2023

# Media release: Allianz Asia Pacific Partners with INSEAD to Transform Allianz Agency Force

- **Six-month program targets to provide top performers with specially curated training by experts & leaders**

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Allianz Asia Pacific (AZAP) has proudly announced a partnership with INSEAD, one of the world's leading business schools to create a training and certification program aimed at transforming and upskilling the organization's Life and Health business agency salesforce.

The six-month program is a performance-based qualification initiative that recognizes and rewards the top-performing agents across seven markets in Asia and is designed to upskill and revolutionize the learning experience of agents licensed in the Life and Health business. Specially designed and co-created by Allianz and INSEAD, the program follows a hybrid training model comprising of both online and face to face content.

With access to world-class professors, panel speakers, industry practitioners, the curriculum covers a wide range of topics from organizational leadership and customer management to marketing, sales and business strategy, agents will also be able to engage with their peers across the region through proven educational pedagogies and expand their network while learning from one another. This innovative approach aims to provide a holistic professional development experience for agents and accelerate the development of next-generation leaders in the industry.

Fully sponsored by Allianz Asia Pacific, the program offers agents the latest skills and knowledge to stay ahead in a rapidly evolving industry. Top qualifiers will also have the chance to complete their training program at the INSEAD campus in France, exchanging learning experiences with their counterparts for a truly global educational experience.

The program, which is the first of its kind, will be carried out in China, Indonesia, Malaysia, Philippines, Sri Lanka, Taiwan, and Thailand.

**Charles Ong, Chief Executive Officer, Allianz Life Insurance Malaysia Berhad,** said, "At Allianz Malaysia, our focus is on cultivating and nurturing our team and our agents, to support their career growth and ensure their success. This partnership with INSEAD is an opportunity of a lifetime for our agents to gain an exclusive course certification from a highly reputable institution. By integrating the



INSEAD Agency Training Program with the Allianz C.E.O. Programme, we aim to build a team of entrepreneurs who are customer-centric, professional, and able to instil confidence in our customers.

**Anusha Thavarajah**, Regional Chief Executive Officer, Allianz Asia Pacific, said, "This partnership brings together the best of two world-class organizations to create truly best-in-class opportunities for our agency distribution force. It marks a significant step in Allianz Asia Pacific's commitment to developing and investing in our agents, and we are excited to work with INSEAD to equip our agents with future-proof skills and establish a new standard of excellence in the insurance industry. I believe this partnership is a game-changer that will enable us to attract the best talents in the market and empower our next generation of agency leaders as we develop a more robust and even more resilient distribution channel."

**Professor Sameer Hasija**, INSEAD Dean of Executive Education, said, "Our aim at INSEAD is to be the intellectual sparring partner organisations can rely on to upskill their employees, cultivate their curiosity, and help nurture a growth mindset.

"What we value above all is creating deep collaborations that help organisations navigate uncharted waters and provide their executives with tools, skills, and future-proof their knowledge to the benefit of not just themselves, but also their clients.

"We are excited to enter our collaboration with Allianz, an organisation at the forefront of its industry and one that understands the importance of lifelong learning. Leveraging our experience in delivering impactful online learning and live virtual experiences for executives and organisations, our deep footprint in APAC, together with Allianz's commitment to upskilling its employees, we are confident that our partnership will be a success in both the short- and long-term.

"I, for one, look forward to working together and seeing our partnership grow and evolve."

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### **About Allianz in Asia**

Asia is one of the core growth regions for Allianz, characterized by a rich diversity of cultures, languages and customs. Allianz has been present in the region since 1910, when it first provided fire and marine insurance in the coastal cities of China. Today, Allianz is active in 15 markets\* in the region, offering its core businesses of property and casualty insurance, life, protection and health solutions, as well as asset management. With its more than 32,000 staff, Allianz serves the needs of over 18 million customers in the region across multiple distribution channels and digital platforms.

\*Allianz Asia Pacific Operating Entities only (11): China, India, Indonesia, Japan, Laos, Malaysia, Philippines, Singapore, Sri Lanka, Taiwan, Thailand  
Including other Allianz Global Lines (15): Above including Brunei, Hong Kong, Pakistan, South Korea

**About Allianz**



The Allianz Group is one of the world's leading insurers and asset managers with more than 122 million\* private and corporate customers in more than 70 countries. Allianz customers benefit from a broad range of personal and corporate insurance services, ranging from property, life and health insurance to assistance services to credit insurance and global business insurance. Allianz is one of the world's largest investors, managing around 683 billion euros\*\* on behalf of its insurance customers. Furthermore, our asset managers PIMCO and Allianz Global Investors manage about 1.6 trillion euros of third-party assets. Thanks to our systematic integration of ecological and social criteria in our business processes and investment decisions, we are among the leaders in the insurance industry in the Dow Jones Sustainability Index. In 2022, over 159,000 employees achieved total revenues of 152.7 billion euros and an operating profit of 14.2 billion euros for the group.

\* Including non-consolidated entities with Allianz customers.

\*\* As of Dec 31, 2022

These assessments are, as always, subject to the disclaimer provided below.

### **Cautionary note regarding forward-looking statements**

This document includes forward-looking statements, such as prospects or expectations, that are based on management's current views and assumptions and subject to known and unknown risks and uncertainties. Actual results, performance figures, or events may differ significantly from those expressed or implied in such forward-looking statements.

Deviations may arise due to changes in factors including, but not limited to, the following: (i) the general economic and competitive situation in the Allianz's core business and core markets, (ii) the performance of financial markets (in particular market volatility, liquidity, and credit events), (iii) adverse publicity, regulatory actions or litigation with respect to the Allianz Group, other well-known companies and the financial services industry generally, (iv) the frequency and severity of insured loss events, including those resulting from natural catastrophes, and the development of loss expenses, (v) mortality and morbidity levels and trends, (vi) persistency levels, (vii) the extent of credit defaults, (viii) interest rate levels, (ix) currency exchange rates, most notably the EUR/USD exchange rate, (x) changes in laws and regulations, including tax regulations, (xi) the impact of acquisitions including and related integration issues and reorganization measures, and (xii) the general competitive conditions that, in each individual case, apply at a local, regional, national, and/or global level. Many of these changes can be exacerbated by terrorist activities.

### **No duty to update**

Allianz assumes no obligation to update any information or forward-looking statement contained herein, save for any information we are required to disclose by law.

### **Privacy Note**

Allianz SE is committed to protecting your personal data. Find out more in our [privacy statement](#).

### **About INSEAD**

As one of the world's leading and largest graduate business schools, INSEAD brings together people, cultures, and ideas to develop responsible leaders who transform business and society. Our research, teaching and partnerships reflect this global perspective and cultural diversity.

With locations in Europe (France), Asia (Singapore), the Middle East (Abu Dhabi), and now North America (San Francisco), INSEAD's business education and research spans four regions. Our 165 renowned Faculty members from 42 countries inspire more than 1,500 degree participants annually in our Master in Management, MBA, Global Executive MBA, Specialised Master's degrees (Executive Master in Finance and Executive Master in Change) and PhD programmes. In addition, more than 11,000 executives participate in INSEAD Executive Education programmes each year.



INSEAD continues to conduct cutting-edge research and innovate across all our programmes. We provide business leaders with the knowledge and awareness to operate anywhere. Our core values drive academic excellence and serve the global community as The Business School for the World.