

Mondial Assistance partners with LOT - Poland's leading Airline

Paris, 06 December 2007 – LOT, Poland's largest airline company, has chosen Mondial Assistance to distribute travel insurance on its website. This new partnership enables travellers to subscribe to travel insurance contracts (cancellation, lost luggage...) online on the company's web site: www.lot.com. It also allows them to subscribe to medical assistance while abroad at the time they purchase their airline tickets.

LOT, a market player for more than 78 years, is the largest airline company in Poland attracting 3.7 million travellers in 2006. It operates in one of Europe's most dynamic markets and continues to develop its internal flights as well as international network.

It is in this context of strong growth that LOT chose Mondial Assistance to propose a range of assistance and travel insurance solutions to its customers travelling within Poland and toward 13 other European destinations (Germany, Austria, Belgium, Denmark, Spain, Finland, France, Greece, Italy, Norway, the U.K., the Netherlands and Sweden), in which will be gradually introduced between now and early next year.

« We are very pleased to announce this partnership with Mondial Assistance, whose proven expertise is a long-standing accomplishment, » declared Radoslaw Dutkowski, E-Commerce Manager of LOT. « Their savoir-faire and skills in e-Commerce allowed us to integrate their travel insurance solutions directly within our web site in multiple languages without disturbing our sales process or the smooth running of our website. »

« LOT is experiencing rapid growth that relies on demands for total quality, » added Erick Morazin, Director of International Sales for Mondial Assistance. « We are particularly pleased to have been able to provide LOT and its customers with travel insurance solutions that meet these demands. »

LOT benefits from the eMagin platform developed by Mondial Assistance and used today by many tour operators, airline companies and online travel agents in more than 30 countries in Europe and worldwide. EMagin makes it possible for each travel partner to offer insurance policies that have been specifically tailored to respond to their expectations and to the needs of their diverse clients (type of transport, users, business or leisure travel...). The eMagin platform handles several thousand travel insurance contract sales every day.

Mondial Assistance Group: an intervention every 3 seconds around the world.

International leader in Assistance, Travel Insurance and Personal Services, today the Mondial Assistance Group counts more than 8,550 employees who speak 40 different languages and work throughout the world with a network of 400,000 service providers and 180 correspondents. 250 million people, or 4% of the world's total population, benefit from its services, which the Group provides on all five continents. The Mondial Assistance Group is a member of the Allianz Group.
www.mondial-assistance.com

Mondial Assistance group

Léonor de Coëtlogon
Tel.: 00 33 1 53 25 53 65