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**Press release**

## Munich Re announces successful collaboration with The Knights of Columbus and Disability Management Services, Inc. making individual disability insurance more widely available

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Munich American Reassurance Company (“Munich Re”) today announced the successful introduction of a new individual disability insurance product. The product was developed on behalf of the Knights of Columbus under the “DI Made Easy” program, a collaborative initiative between Munich Re and Disability Management Services, Inc. (“DMS”). The new product, “Income Armor,” is sold by Knights of Columbus to its members and their wives in the United States and Canada. It features an easy to understand, low-cost, high-value disability income insurance policy that provides fundamental income protection in the event a policyholder is unable to work as a result of a sickness or injury.

The DI Made Easy program is a unique turnkey solution that helps insurance companies enter the disability insurance market. It combines best-in-class product development, policy delivery and administration, and risk management services. Stephen Miller, Vice President of DMS, commented that “Income Armor is the result of a synergistic approach to meeting an extremely important consumer need through the DI Made Easy program. We combined the insights of the Knights of Columbus as to the needs of their members and agents with the disability insurance expertise of DMS and Munich Re”. Michael G. DeKoning, President & CEO at Munich American Reassurance Company, remarked that, “over two-thirds of Americans do not have adequate disability coverage and Munich Re, as the nation’s leading disability reinsurer, is committed to reducing this gap with products that make sense for consumers, producers and insurers”.

The ability to earn a living represents the single most significant financial resource of most working consumers. As workers are taking on increasing responsibility for retirement savings while also extending their working careers, protecting their earning power has never been more important. Thomas P. Smith Jr., Executive Vice President of Agencies and Marketing for the Knights of Columbus, stated that “with Income Armor, we are shielding our members and their wives from the economic pressures caused by disabilities.”

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Note for the editorial staff:  
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**Munich Re** stands for exceptional solution-based expertise, consistent risk management, financial stability and client proximity. Munich Re creates value for clients, shareholders and staff alike. In the financial year 2010, the Group – which pursues an integrated business model consisting of insurance and reinsurance – achieved a profit of €2.4bn on premium income of around €46bn. It operates in all lines of insurance, with around 47,000 employees throughout the world. With premium income of around €24bn from reinsurance alone, it is one of the world's leading reinsurers.

**Munich American Reassurance Company**, founded in 1959 as a subsidiary of Munich Re, is one of the largest reinsurers in the U.S. offering life, disability and long term care reinsurance to insurance companies throughout the United States. The company also writes group, credit and other reinsurance products. Headquartered in Atlanta, with an office in Chicago, Munich American is licensed, accredited or authorized in all fifty states; Washington, D.C.; Guam; and Puerto Rico.

#### **Disclaimer**

This press release contains forward-looking statements that are based on current assumptions and forecasts of the management of Munich Re. Known and unknown risks, uncertainties and other factors could lead to material differences between the forward-looking statements given here and the actual development, in particular the results, financial situation and performance of our Company. The Company assumes no liability to update these forward-looking statements or to conform them to future events or developments.

**The Knights of Columbus (“The Order”)**, headquartered in New Haven, Connecticut, is a fraternal benefit society that has been protecting the financial security and stability of Catholic families since 1882. Each year, its members contribute some 70 million hours and more than \$150 million to charitable causes worldwide. Over the years, The Order has grown from a few dozen members in a single council to more than 1.8 million members in 14,000 councils in a dozen countries on three continents. The Knights of Columbus has a rating of A++ (Superior) from A.M. Best and a rating of AAA (Extremely Strong) from Standard and Poor's

**Disability Management Services, Inc. (“DMS”)** is a privately held third-party administrator and consulting firm specializing in the design and administration of disability insurance programs. Headquartered in Springfield, Massachusetts, DMS has maintained its focus as a specialized provider of comprehensive disability outsourcing solutions since 1995, including underwriting, actuarial, policy administration and claims management services enabled by proprietary systems technology.