

## Press release

November 17, 2022

# Intégrance and Relyens join forces to offer a broader range of solutions to their policyholders, customers and members in the disability and elderly sectors

**Intégrance, a solidarity-based mutual insurance company that supports vulnerable, disabled and dependent people and their families, and Relyens, a leading risk manager in Europe for actors working for the general interest, have announced a distribution partnership. The objective is for the two companies, both deeply rooted in their shared ecosystems, to pool their expertise to provide comprehensive affinity solutions to meet the needs of their policyholders, customers and members, particularly those operating in the areas of disability and old age.**

## An alliance to better protect and support people with disabilities and the elderly

Intégrance and Relyens share the same values, convictions, commitment to the general interest and mutualist culture. Their visions and positioning converge in close proximity to the regions they serve.

This partnership will enable them to pool their health, personal protection and P&C solutions (property damage, automotive, construction, civil liability and legal protection) to deliver comprehensive affinity solutions to their policyholders, customers and members.

## A major project for both partners

By combining their expertise, Intégrance and Relyens are engaging in a long-term approach whose aims are shared by these two companies that serve the general interest.

Through this partnership, Intégrance continues to broaden the support it provides to vulnerable people: *“We are very proud to announce that we have entered into a partnership with Relyens, in close proximity to health and medical social professionals”,* said Intégrance Chief Executive Officer, Patrick Chague. *“By strengthening our network of expert partners, we can harness the spirit of solidarity that drives us and reach out to even more people, thus meeting the needs of the most vulnerable”.*

For Relyens, the partnership bolsters its position as risk manager: *“We are delighted with this partnership with Intégrance, a company with which we share strong mutualist values. Our complementary strengths enable us to deliver effective solutions to our customers and members while consolidating our strategy of anchoring ourselves in our ecosystems, particularly in the areas of disability and old age”,* explained Dominique Godet, Chief Executive Officer of Relyens.

## Two complementary areas of expertise

Founded in 1980 by and for people with disabilities, Intégrance specialises in health cover for vulnerable people, offering affinity solutions tailored to their specific health needs and situations. Since its creation, it has gradually expanded its operations to include health policies taken out by legal protection professionals (specifiers) for their protected adults or by employers. It provides, manages and distributes mandatory and optional supplementary health insurance for individuals and groups.

The Relyens Group supports its customers and members in the overall management of their risks. In alignment with its core mutualist values and its mission, the Group helps health and medical social facilities to better manage their human capital. To this end, its leading brand, Sham, delivers comprehensive solutions to support staff, improve social performance and develop a professional approach to risk prevention. It offers personal protection solutions to all its customers and group policies for public and

private employers. Relyens also delivers P&C products tailored to operators in its ecosystems to ensure the continuity and quality of their activities.

Under the partnership, Intégrance and Relyens will apply their complementary expertise to benefit their policyholders, customers and members in the disability and elderly sectors:

- Intégrance will offer Relyens' personal protection and P&C solutions to its members that are not currently covered in this area by Intégrance or its partners.
- Relyens will distribute Intégrance's group health schemes to its customers and members that are not currently covered in this area by Relyens or its partners.

#### **About Intégrance**

*Created on the initiative of people with disabilities, families and professionals in the health and medical social sector, Intégrance has been delivering innovative supplementary health, assistance, personal protection and savings solutions for over 40 years. It provides effective long-term solutions to its members, whether they be individuals, associations or companies. The company places support for the most vulnerable at the heart of its commitment and development, making every effort to increase the independence and defend the rights of the people it protects. Intégrance is the first national mutual insurance company to obtain approval as a solidarity-based company of social utility ("Entreprise Solidaire d'Utilité Sociale" – ESUS).*

#### **About Relyens**

*Relyens is the leading European mutual group providing insurance and risk management services for healthcare professionals and local authorities. Its 1,100 employees support the customers and members in 4 countries (France, Spain, Italy and Germany), to secure their operations and guarantee the continuity and quality of the common good services for the benefit of patients and citizens. Through a global risk management approach unique in Europe, the Group develops bespoke, innovative solutions combining prevention, risk management and insurance services. In 2021, Relyens strengthened its commitment to its stakeholders by setting itself a purpose - "Act and innovate, alongside those who work for the common good, to build a world of trust" – as well as social and environmental objectives that guide its day-to-day actions. The status of "purpose-driven company" (Entreprise à Mission) has been incorporated in the articles of association of the Group and this mission unites all the employees of Relyens.*

[www.relyens.eu](http://www.relyens.eu)

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