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## **Leading Portuguese insurer joins the ING Employee Benefits Global Network!**

ING Employee Benefits Global Network welcomes its new Portuguese Network Partner, Companhia de Seguros Tranquilidade.

Tranquilidade was founded in 1871 and has been a leading Portuguese insurer ever since. The company is known for its strong market position and solid financial situation. Its strategic alliance with Banco Espírito Santo offers it an important series of cross-selling opportunities.

In the Employee Benefits market, Tranquilidade offers Pension, Life, Disability and Medical coverage. Especially the Portuguese Life market is growing quickly and Tranquilidade has responded by a diversification of its product range. This approach has been successful: the company's premium volume and market share are increasing. Tranquilidade's market share in Life was 15.9 % at the end of 2003 and in the first months of 2004, Life premium went up by almost 19 %.

The decision made by Tranquilidade to join the ING Employee Benefits Global Network will lead to a series of mutual advantages. Tranquilidade's experience and poolable Life and Disability products will further strengthen the Network, whereas the latter's experience in pooling will allow Tranquilidade to further improve its services to its multinational clients.

If you are interested in learning more about Tranquilidade, please visit its website: [www.tranquilidade.pt](http://www.tranquilidade.pt)

Kind regards,

The ING Employee Benefits Global Network Team