

# **E-commerce Distribution**

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Head of Direct-to-Consumer

CJSC "Chartis"





- Travel Guard / Chartis & Airlines / Авиалинии
- Sample On-line Proposition / Пример взаимодействия
- On-line legal Issues / Юридические аспекты страхования on-line

# Travel Guard / Chartis & Airlines



# С кем работаем уже **Proven Expertise**



















































# Схема взаимодействия











# Purchase your trip



## Dear Customer

There is a schedule change in your itinerary in at least one of the segments. You may proceed with the existing flights or select other flights (you will need to delete the existing flight segments before booking others). (5002)

We strongly recommend Travel Protection to cover your trip (not available on domestic routes). (64209)

Total price for all travellers Purchase Conditions 1,271.60 USD

San Jose to Buenos Aires Saturday, July 17, 2010 15:40 - 04:17 +1 day(s) [i]

Buenos Aires to San Jose Saturday, July 24, 2010 06:37 - 13:30

Airline(s): Taca Intl Airlines

Traveller(s): Adsf Asdf

Ticket delivery: E-ticket Credit Card Payment:

### Travel Insurance

### We strongly recommend you cover your trip with insurance

C I don't want insurance.

Maximum age to be eligible for coverage: 75 years.

View Details

(19.99 USD)

19.99 USD

Total price for insurance for all travellers.

# Продуктовое наполнение Product



# • Поездка «туда» и «обратно» / Round-trip Itineraries

Benefits	Destination (USD)		
Delicits	Domestic	Asia	Worldwide
Accident & Sickness Medical Expense	10,000*	25,000	50,000
Hospital Income	10 per day up to 20 days	25 per day up to 20 days	50 per day up to 20 days
Evacuation & Repatriation	10,000	25,000	25,000
Compassionate Visit	N/A	3,000	3,000
Personal Accident	25,000	25,000	25,000
Travel Cancellation	1,000	3,000	5,000
Flight Delay	30 per 8 hrs. up to 24 hours	50 per 8 hrs. up to 24 hours	50 per 8 hrs. up to 24 hours
Personal Baggage	300	500	1,000
Baggage Delay	30 per 8 hrs. up to 24 hours	100 per 8 hrs. up to 24 hours	100 per 8 hrs. up to 24 hours
Travel Documents	300	1,000	1,500
Personal Liability	N/A	50,000	50,000
Emergency Assistance	Included	Included	Included
Automatic Extension	Included	Included	Included
Terrorism Coverage	Included	Included	Included

# Продуктовое наполнение



# **Product**

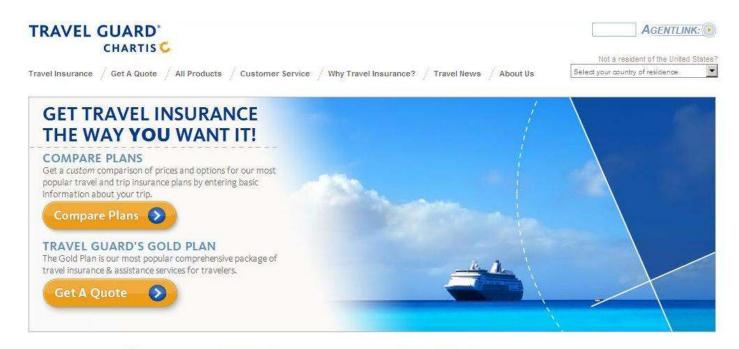
# • В одну сторону / A one-way

Benefits		Destination (USD)			
bellerits	Domestic	Asia	Worldwide		
Personal Accident	25,000	25,000	25,000		
Travel Cancellation	1,000	3,000	5,000		
Flight Delay	30 per 8 hrs. up to 24 hours	50 per 8 hrs. up to 24 hours	50 per 8 hrs. up to 24 hours		
Personal Baggage	300	500	1,000		
Baggage Delay	30 per 8 hrs. up to 24 hours	100 per 8 hrs. up to 24 hours	100 per 8 hrs. up to 24 hours		
Travel Documents	300	1,000	1,500		
Terrorism Coverage	Included	Included	Included		

# Service Provider



# Компания Содействия





Don't know what you're looking for? Travel Guard's Price Comparison Tool can help you find the right travel insurance plan for your travel budget. Try it now!

# My Travel Guard Plan

Choose the travel insurance coverage that meets your travel needs whether you're going on a cruise or European netaway

# Gold Plan

Perfect for family summer vacations Provides coverage for trip cancellation, travel delays, lost luggage, medical emergencies and more. And kids are covered at no additional cost.

### Get A Quote

# 2012 Outside Travel Awards



Travel Guard has been named Outside Magazine's Best Travel Investment in the first-ever Outside

### Travel News



Fravel Destination Planners

Headed overseas or

our collection of Travel Destination Planners to prepare for your trip and stay safe while travelling. Our extensive collection covers the globe and includes Europe, Latin America. North America, South America, the Caribbean, Asia, and Australia.

### More travel news stories

### Information

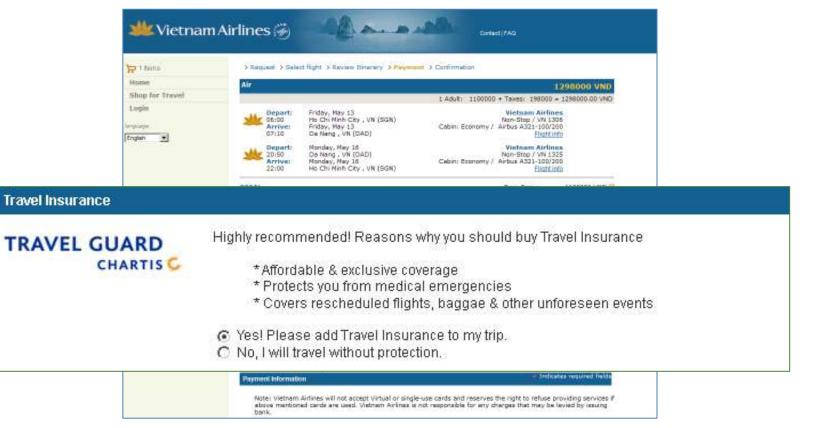
For Businesses:

# Offer Travel Guard Plans

More than 12,000 travel companies through virtually to the Caribbean? Use every distribution channel in the travel industry sell Travel



# Форма предложения Marketing format





# Форма предложения Marketing format







<i>/</i> \ =		Home Agências Mapa de Rotas Ônibus Web Check-in Tudo Azul Serviços Fale com a Azul Empresa
AZ	€ IDA E V	☐ Desejo me cadastrar no programa de vantagens Tudo Azul Solicitações de Serviços
C IDA E VOLT	Sao Pau Indo para Rio de Ja	Nome de usuário: Senha: Usar letras e números, mínimo 8 caracteres.  Senha: Senha: SSR Qde Vôo Preç
Sao Paulo-Ca- Indo para Brasilia (BSB)	Inforr	Detalhes do Passageiro  Excesso de Bagagem 05 Kg  O  Todos  RS  Adicionar Serviço
Informa		Passageiro 1  As mesmas informações do contato  • Na compra antecipada você economiza no valor por quilo adicional  • Aqilidade no momento do check-in
	*Nome	*Nome completo:  *Sexo:  *Nascimento:  *Nascimento:  *Atenção: uma vez utilizado um quilo adicional, não será possível o
*Nome con		CPF: reembolso do valor pago, tampouco poderão ser utilizados em outro
*End *C	*	N° Tudo Azul:
*CEP/Cod. I		Seguro Viagem Azul
*Tel		Sua viagem mais tranquila e totalmente protegida. Apenas R\$15,00 por pessoa
	*Confirm	Contrate agora mesmo e aproveite as vantagens. saiba mais
*Confirme o		CONTINUAR SEM SEGURO VIAGEM
	Tud	Cadastre-se agora e ganha 30 créditos, além de ganhar 5% da tarifa das passagens que comprar.  Cadastre-se agora e ganha 5% da tarifa das passagens que comprar.  Economize até 60% na compra antecipada de sua bagagem extra



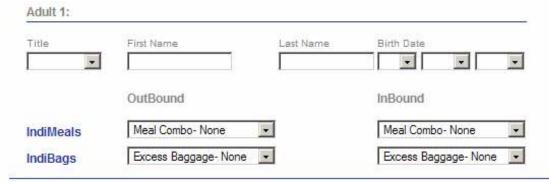
# RoundTrip Fare (MAA to BLR)

Base Fare and Rs 1,505.00
Airline Fuel Charge Rs 332.00

Fees & Taxes [details]

Rs 3,926.00

Total Price



# Travel Insurance by





You can avail Travel Insurance, specially designed for IndiGo by TATA AIG General Insurance Company Ltd., for Rs. 129 per person. We have pre-selected this option for you. Please read the policy information for list of all benefits and terms & conditions.

- C No, thank you.
- Yes, I want to insure the trip with TATA AIG General Insurance Company Limited.
- ☐ I have read and accept terms and conditions.



1 Search & Choose 2 Select & Pay 3 Print & Fly

# Personalise Your Trip

Please Select Air Arabia Add-On Services and enjoy the extra comfort during travel.

## Select Your Seat

Now you can reserve a favorite seat for the journey.

Yes, I would like to select my seat.

O No thanks

Add To My Trip Now

# Secure Your Trip with Travel Secure

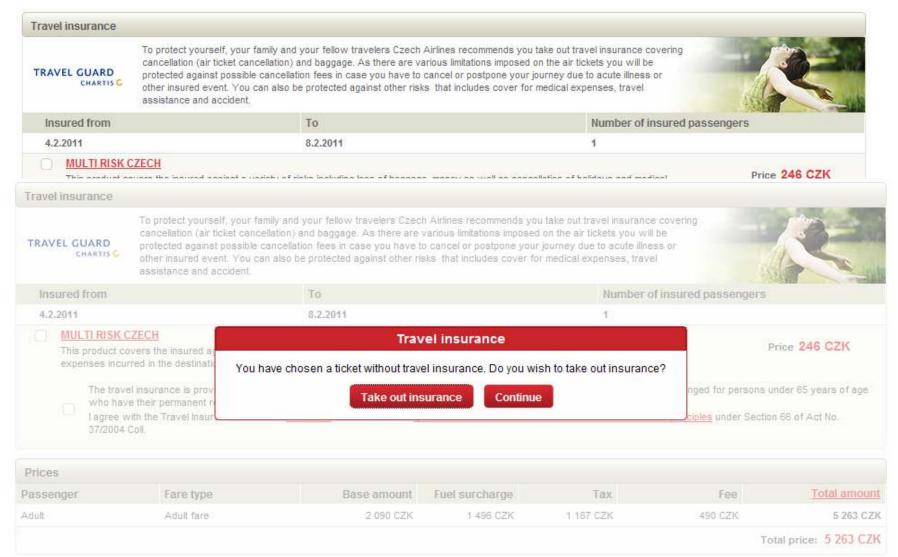
For your extra comfort during travel, we have added Travel Secure travel insurance to your booking. It is underwritten by Chartis Inc. member companies or third parties licensed to provide travel insurance in the country of origin of travel. It covers you for trip cancellation, baggage loss, flight delay, personal accident and much more\*. Click here to learn more about Travel Secure.

Travel Secure by for this trip costs 37.00 AED

Yes, I would like to purchase Travel Secure travel insurance.

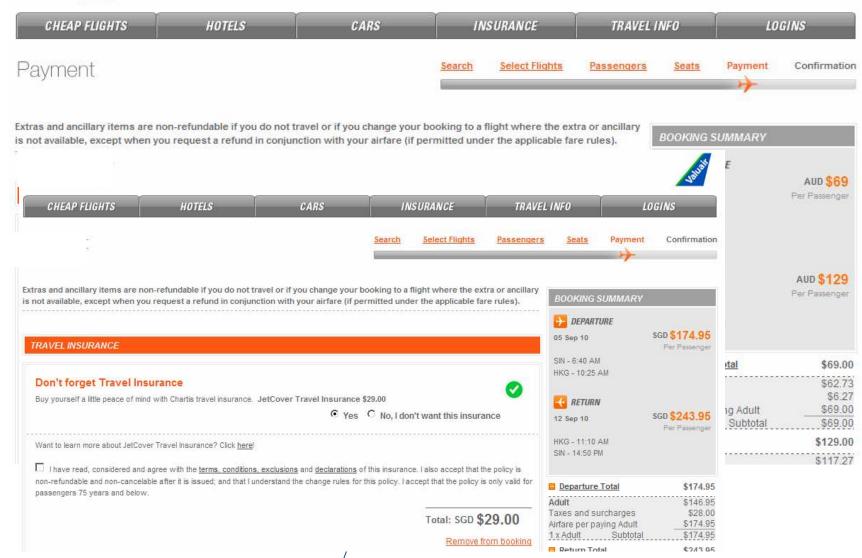
Uncheck the box if you do not wish to purchase.











# Sample of On-line Proposition



	CHARTIS
	Steps: 2. Flight 3. Review 4. Passenger 5. Purchase 6. Illinerary
Step 5 of 6: Confirm your Purchase	
- 678,924 KZT Total price for all passengers	
Passengers Flights Taxes  2 adult(s) x (319,999 + 19,463) = 678,924 KZT	
Total for rail passengers 678,924 KZT	
Almaty to Beijing         Thursday, November 11, 2010         16:00 - 23:00           Beijing to Almaty         Monday, November 22, 2010         00:30 - 04:15	
Airline(s): Air Astans Passienger(s): Hoja Ram, And Ram	
Ticket delivery information	
* = mendatory fields	
E-bicket	
* The following photo document(s) will be used for identification purposes during Check-In.	
* ID document * ID document number  Haja Ram Passport	
* ID document	Multi Risk is selected by default
And Ram Passport	
Travel Insurance	
Action of the Control	Ali: 11 T. O. I. 11
We strongly recommend you secure your trip with insurance	Alternative option - Trip Cancelation
Multi Risk Travel Insurance for all travellers.	(10,688 KZT)
Trip Cancellation Insurance for all travellers	(31,366 KZT)
I do not want to add travel insurance	(no charge)
10,688 KZT Total price for insurance for all travellers	Charlebants assent Tames and Canditions of
	Check box to accept Terms and Conditions of
I accept the following	Insurance and airline
Please note the following item(s) and check to indicate that you accept in order to continue.	
* I have read the Fare Conditions above.	
Any attempt at fraudulent use of credit certis to purchase air tickets will be fully investigated. In order to avoid instances of fraud Air Astala may seek addit the ticket and consequently denial of service.	NAMES SACRETIONS: COMME NA SACRETIA MESSE DOCUMENTS THAY RESULT IN CONCRESSION OF
Start over	Next



При навтуплении отрехового случеи security a Timed Guard on renedons:

1(7) 495-907-9408, (8) 808-788-8888

dividation between connections

К Договору страхования № / Insurance Policy:	0202A00464		
Страхователь / Policyholder:			
Застрахованное лицо / Insured Person:	1		
Дата рождения / Date of Birth:			
Период действия страхования /	с« » 20 г. по« » 20 г.		
Duration of the Insurance:	from «», 20 to «», 20		
Harmanna Committee and the com	THE STREET STATES AND A CONTRACTOR OF STATES AND A STATE AND A STATES AND A STATE AND A STATE AND A STATES AND A STATE AND A S		

Настоящим Сертификатом подтверждается, что указанное выше лицо является застрахованным в соответствии с условиями Договора №0202/ ниже покрытиям / This Certificate is to confirm that the above mentioned Person has been insured under policy # 0202A00464 for the following coverages:

**		(D:1 C 1 1C	
Перечень	страховых покрытий и страховых су	MM / Risks Covered and Sum	s Insured:

Медицинские расходы, понесенные в результате несчастного случая или внезапного заболевания (стоматология – не более \$200) во время поездок за пределами территории РФ, при условии, что Застрахованное лицо не является ни гражданином государства, по территории	
которого совершается послых, ин лином в таком государстве преизуществению проживающим (более 183 календарных дией в год). Emergency Medical Expenses due to Accident or sudden and unexpected Sickness (dental care up to \$200) during trips outside the territory of the RF only if Insured Person is not a citizen or permanent resident of the country (more than 183 days in a calendar year), where insured trip takes place.	USD 200 000
Содействие при несчастном случае или внезапном заболевания во время поездок за пределами территории РФ, при условии, что Застрахованное лицо не является ни гражданином государства, по территории которого совершается поездка, ни лицом в таком	
accipatorsantor amor in success in passantinos (toyaquens, in epiphiophia solicipator) consequences includes, in anios i nation recyaperse increases and posture access and posture acce	
Транспортировка в медицинское учреждение / Transport to medical institution	USD 100 000
Репатриация Застрахованного лица / Repatriation of the Insured Person	USD 100 000
Репатриацию тела Застрахованного лица к месту, где Застрахованное лицо постоянно проживало/ Repatriation of body of the Insured Person to the place of permanent residence	USD 5 000
Компенсацию стоимости гроба / Coffin cost reimbursement	USD 2 000
Репатриацию детей Застрахованного лица (при его госпитализации) / Emergency travel repatriation of child(ren) (in case of hospitalization of the Insured Person)	USD 2 500
Чрезвычайные транспортные расходы для члена семьи Застрахованного лица / Emergency travel expenses for a family member of the Insured Person	USD 2 500
Юридическое содействие после автомобильной аварии / Legal assistance following automobile accident	USD 3 000
<sup>8</sup> Смерть и постоянная полная нетрудоспособность, наступившая в результате несчастного случая / Accidental Death and Permanent Total Disability as a result of accident	USD 25 000
<sup>4</sup> Смерть и постоянная полная нетрудоспособность, наступившая в результате несчастного случая на средстве транспорта,	USD 50 000
зарегистрированного перевозчика / Accidental Death and Permanent Total Disability as a result of accident on Common Carrier	1

Время действия страхового покрытия / Operative time of cover.
Все выше перечисленные покрытия / действительны 24 часа в сутки во время поездок Застрахованного лица за пределами территории РФ, при условии, что Застрахованное лицо не Все выше перечисленные покрытив действительны 24 часа в сутия во время послую Заспрахованного лица за пределами территории Ров, при условии, что Застрахованного лица на праста выше перечисленной праклановации. Продолжительного за послужного послужного предуста пр

occurred due to mountain skiing, snowboarding, (with the exception of inappropriate routes), diving and rafting.

occurred use or monumant saving showsware growing (with use exception or impropriate toucies), uring and ariting,

All coverages listed above apply on a 24-Hr. basis dring any trips of the Insured Person oxide the territory of the RF only if the Insured Person is not a citizen or a permanent resident of the
country, on the territory of which trip is being undertaken. Duration of one trip can not exceed 60 days. Coverage is effective for unlimited number of trips during the term of validity of international country, on the territory of which trip is being undertaken. Duration of one trip can do exceed 60 days. Coverage is effective for institution attender for this goal uring the term of validity of international plastic and "God!". Six but for the provided that the rip had been fully to partial position by international plastic and "God!" is sused by the Folkpholded during the policy duration before the loss occurred, have of the folkpholded during the insured trip, and promote in flower of the torn agency, parameted of goods in hurp Free shaps or any other expressed suring sear peak by the confidence of goods in hurp Free shaps or any other expressed suring sear peak by the card of the bank before the trip, insurance comes in force from the moment when trip of the Insured Person begins. In this holded by the card of the bank before the trip, insurance comes in force from the moment when trip of the Insured Person begins are the surface of the bank before the trip, insurance comes in force from the moment when trip of the Insured Person begins.

But needs to be a surface of the bank expressed the properties of the Confidence of the State Resolvable and the trip can be the court of the Insured Fourth person begins.

But needs to be a consumer a Travel Guard to object and follow the surface and the surface of the surface of the State Resolvable and the Person begins.

recommendations of operator.

Факт принятия Застрахованным лицом Страхового Серпификата подтверждает, что Застрахование лицо было проинформировано, что Полисные условия страхования являются неотъемленой частью Договора страхования, подтвержденного Стражденного Стражденного и дело ознажововано услования и Томастью с ними. То бе абсерание об тhe Issuariee Certificate confirms that the Issuard Pessen has been infirmed that polys wording as in integral part of the issuariee contract confirms that the Issuarie Pessen has been infirmed that polys wording as in integral part of the issuariee contract confirms that the Issuarie Pessen has been infirmed that polys wording as in integral part of the issuariee contract confirms that the Issuarie Pessen has been infirmed largered to the above polys wording.

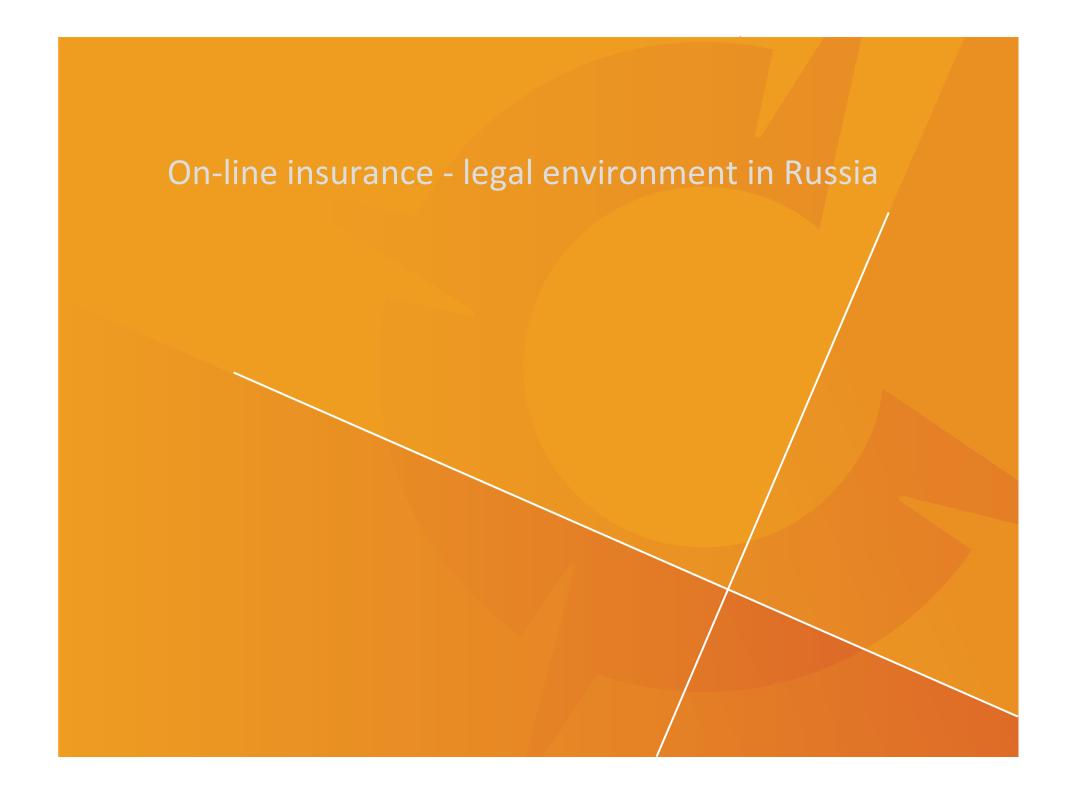
Данный Сертификат выдан на основании Договора # 0202A00464, но не заменяет данный Договор / This certificate issued on the basis of the insurance policy # 0202A00464 is not a substitute for insurance



METABLE STREET, A STEEL STREET, AND A STREET Street, Street, Street, St. Married, St. Williams, St. Commission, St. Commiss CONTRACTOR VIOLENCE AND ADDRESS OF THE PARTY OF THE P







# Юридический аспект Legal framework



- Договор страхования должен быть заключен в письменной форме. По общему правилу, несоблюдение письменной формы влечет недействительность договора страхования
- The insurance contract should be concluded in writing. As a general rule, failure to comply with this requirement leads to insurance contract waiver

1

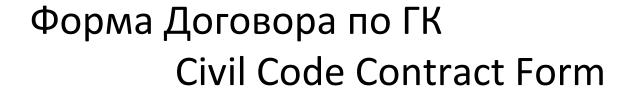
- Составление одного документа
- Drawing up one document

2

- Вручения Страховщиком подписанного свидетельства сертификата / квитанции на основании устного заявления клиента (принятие условий подтверждается принятием от страховщика правил и сертификата)
- Deliveries by the Insurer of the signed certificate of the certificate / receipt on the basis of an oral statement of the client (acceptance of conditions proves to be true acceptance from the insurer of rules and the certificate)

?

- Вопрос: Как сочетается требование о письменной форме договора страхования со страхованием on-line?
- Question: How the written form of the insurance contract will compliant with on-line insurance?





Общая норма ГК: договор может быть заключен в любой форме, предусмотренной для совершения сделок, если законом для договоров данного вида не установлена определенная форма

Форма договора страхования – письменная

# Письменная форма

# В соответствии с ГК:

Договором в письменной форме может быть заключен путем составления одного документа, подписанного сторонами, а также путем обмена документами посредством почтовой, телеграфной, телетайпной, телефонной, электронной или иной связи, позволяющей достоверно установить, что документ исходит от стороны по договору

Civil Code: the contract can be concluded in any form provided for transactions if a specific form was not established

Insurance contract should be performed in written form

# Written form

# According to Civil Law:

The written form of contract can be concluded by a way of drawing up one document signed by both parties, and also could be an exchange of documents by means of mail, teletype, telephone, electronic or other service allowing authentically establish that the document proceeds from the party under the contract



# Алгоритм сделки Transaction Algorithm

# Регламент заключения сделки в целях соблюдения письменной формы:

Наличие оферты

Оферта должна содержать все существенные условия договора

Оферта/Offer existence

Акцепт (оплата премии или 1-ого взноса)/
Acceptance (premium paid or 1<sup>st</sup> payment made)

Договор заключен/ Contract is Endorsed

Regulations of transaction conclusion in order to follow with a written form:

Offer existence

Offer contains essence of the contract

# Предварительный Вывод Preliminary Conclusion



Не противоречит законодательству РФ/

Does not complained with Russian Federation Civil Law

Логика заключения сделки on-line т.е. посредством сети интернет /Logical conclusion on on-line transaction via the internet

Подтверждается внешними консультантами / юридическими экспертами/

Approved by outsource consulting companies/legal experts

Нет прямого запрета регулятора/ No direct Regulatory veto

# Возможность страхования On-line



# insurance options available

«Определено право участников электронного взаимодействия использовать электронную подпись любого вида по своему усмотрению, если требование об использовании конкретного вида электронной подписи в соответствии с целями ее использования не предусмотрено федеральными законами или принимаемыми в соответствии с ними нормативными правовыми актами либо соглашением между

участниками электронного взаимодействия.»

Простая Ordinary

06.04.2011 № 63-Ф3 «Об Электронной подписи» Виды ЭЦП:

06.04.2011 № 63-Ф3 regarding Electronic signature

Types of Electronic signature

Неквалифицированная

Non qualified

Усиленная Квалифицированная (равнозначна подписанному собственноручно)

Qualified electronic signature (Identical to wet signature)

«Provided the requirement about use of a concrete type of a digital signature according to the purposes of its use is not defined by federal laws or regulating legal acts adopted in line with those federal laws or specific agreement between electronic interaction participants - The rights of electronic interaction participants to use digital signature of any kind is at their own discretion.»



# Ясность и Сомнения / Clarity vs. doubt

В целях соответствия исключительно консервативному подходу и учитывая позицию регулятора:

заключение договоров страхования следует подкреплять устным заявлением страхователя с помощью телефонной связи и соответствующей регистрацией таких устных заявлений



To follow with conservative approach and following the regulator's position:

Contract acquisition should proceed together with oral statement through the phone and should be filed accordantly

/



# Questions? Thank you

