

The travel and tourism industry can be susceptible to a downturn in economic fortunes. However, leveraging ancillary revenue streams can be an effective way to generate additional revenue in tough times, while maximising the opportunity when the going is good.

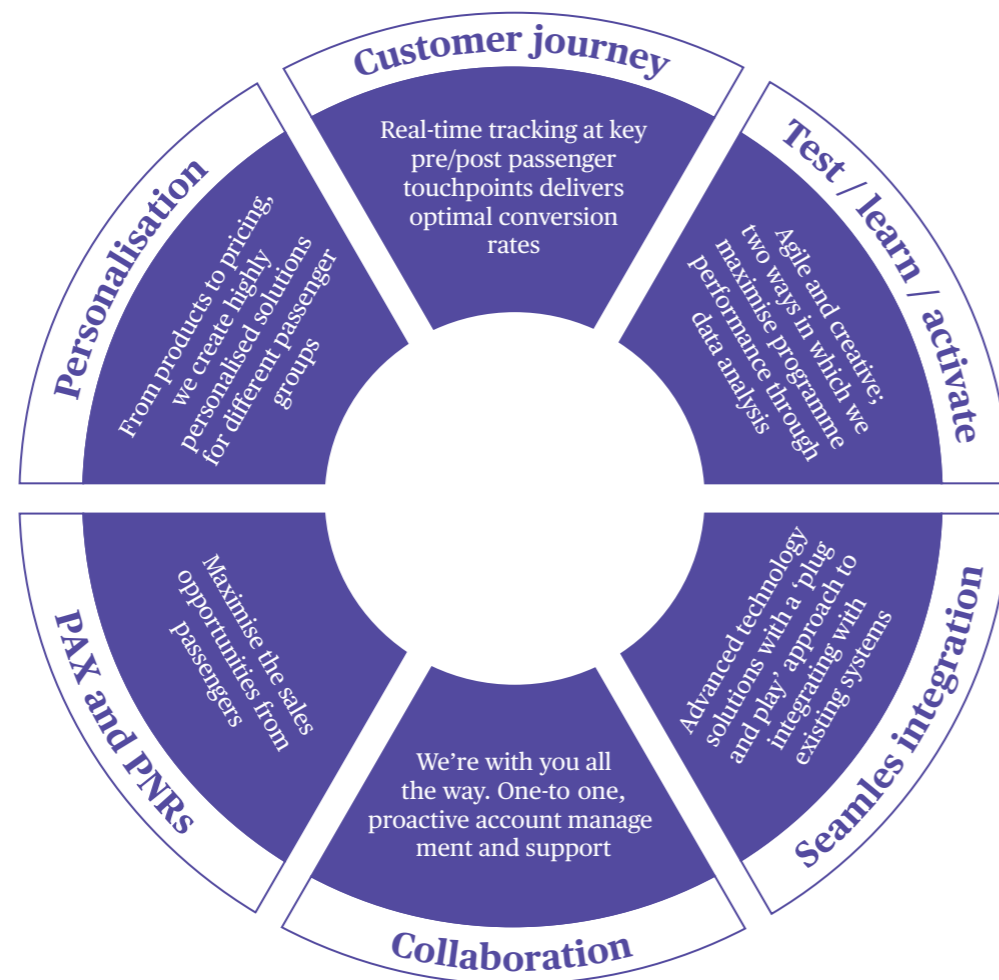
Maximising ancillary revenue

As a partner of choice for airlines, online travel agents and other alternative distributors around the world, we deliver proven solutions that drive additional revenue. Tangible financial benefits for partners and peace of mind for their customers.



The Chubb model - Rev Max

If you don't currently offer an insurance programme in your booking path, or your existing programme isn't delivering the ancillary revenue you expect, our Rev Max programme delivers excellent returns.



Partnership benefits



For you

- Differentiation in a competitive market
- Improve operating margins, even when schedules are reduced
- High yield, low risk model
- Dynamic programmes that keep pace with your business
- Supporting your duty of care principles



For your customers

- Peace of mind for travellers and their families, including cover for COVID-19
- A range of highly personalised solutions
- Competitive premiums
- Slick, efficient customer experience and claims handling
- Cover is in place - even before the holiday begins

What do our partners think?

“In Chubb, we have found a partner that will provide our passengers with tailor-made insurance solutions giving them peace of mind that makes travel even more hassle-free and enjoyable. We will keep on improving our service and product portfolio to best meet the needs of our savvy customers.”

George Michalopoulos
Chief Commercial Officer at Wizz Air

“At TAP, we are committed to providing an excellent travel experience for our customers. With Chubb, we have found a partner that provides customised insurance solutions, this allows us to offer our passengers more peace of mind to make their trip even more pleasant and hassle-free.”

Tiago Phillimore
Head of Digital and Innovation,
TAP Air Portugal

“Chubb and Alitalia have enjoyed a successful period growing the insurance sales across multiple distribution channels, namely the call center, travel agencies, online integrated sales, online standalone sales, web check-in and via outbound telemarketing. Our continued efforts have delivered growth for both parties in excess of 140% over our 5-year partnership.”

Maurizio Morelli
Ancillary Senior Manager, Alitalia

Get in touch

To find out how we can help you meet and exceed your ancillary revenue objectives, contact ruben.rivero@chubb.com

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