



somewhat
different

Beyond risk sharing - we team up to create opportunities

Hannover Re's North American Treaty Division

The North American Treaty Division of Hannover Re, the third largest reinsurer worldwide, wrote its first US treaty in 1972. Since then, we have built long-standing business relationships with many clients in the USA, Canada, and the Caribbean & Bermuda. We write essentially all lines of business in the Property & Casualty marketplace as a dedicated reinsurance broker market.

Within the respective underwriting teams for the different segments of the business, we have experienced underwriters to assist our clients and broker partners. For our US and Caribbean reinsurance business, our underwriting teams are located in Hannover, whereas our Canadian Branch office oversees all reinsurance business from Canada. We also closely cooperate with our colleagues at Hannover Re Bermuda, who form our group-wide center of expertise for Cat related business (Property, WC and PA), as well as with our Facultative Underwriting Department, who are also located in Hannover. For other specialty lines, like Credit & Surety, Marine, Aviation, Agriculture and Structured Reinsurance Solutions etc. we can put you in contact with our respective expert colleagues as well.

Hannover Re is a Trusteed Reinsurer in all 51 U.S. jurisdiction and has obtained a Certified Reinsurer Status in all but three States (District of Columbia, KS, VA) where applications are currently pending. As such, US clients can take full financial statement credit for reinsurance for business placed with Hannover Re. As of Year-end 2021, we had almost US\$ 5.5 bn in assets as collateral to secure our liabilities in our Multi Beneficiary Trust Funds. Furthermore, we will very soon be able to proceed without collateral requirements, as the mutual recognition of insurance supervision will eliminate any such needs. This will likely be effective for new and renewal business starting in Q4, 2022. Our Canadian clients benefit from our local registered presence and domestic security.

Our North American business is comprised of a very well diversified portfolio. With more than US\$ 4.4 bn in premium, we service all types of companies, from single state and mono line carriers to multi-national insurance groups.

Expertise and experience is most important to us, so we have geared our set-up to best mirror the needs of our clients and broker partners. With focus areas on all property related exposures, our Property treaty department stands ready to assist with Property Per Risk and Proportional reinsurance support. Multiline writers, Workers Comp carriers and more standard Casualty and Mutual Insurance Companies are looked at by our dedicated team, whereas we have additional experts attending to the more difficult Special Casualty and Professional Liability exposures. Medical Malpractice is yet another unique segment, which we will treat accordingly. Of course, Caribbean business is varying by island, so handling of this business is in separate hands as well.

As outlined in our Group Strategy, Digital business is a priority for Hannover Re. Therefore, for the North American market, we have put together a team with Insurance and Reinsurance knowledge, in order to best assist InsurTechs and Agencies in this very quickly evolving segment of the re/insurance market.

Our underwriting activities are supplemented by a dedicated audit staff in the US, conducting underwriting and claims audits, on site and remotely. Further underwriting assistance is provided by our marketing team and our digital & program management team in Itasca, IL & Mt. Laurel, NJ for local market presence and representation.

Please take a look at the attached pages including more detailed information on each of our Underwriting Centers. The entire team is looking forward to working with you. You can reach us at NorthAmericaTreatyBiz@hannover-re.com.

Your primary contact



Axel Freiboth
Managing Director &
Chief Underwriting Officer

Hannover Re Canadian Branch

Hannover Re has been successfully trading in Canada since first obtaining its licence on December 19th, 1980. Over these almost four decades we have established ourselves as a leading reinsurer in the Canadian market, working together with our customers and partners to develop value creating and innovative solutions.

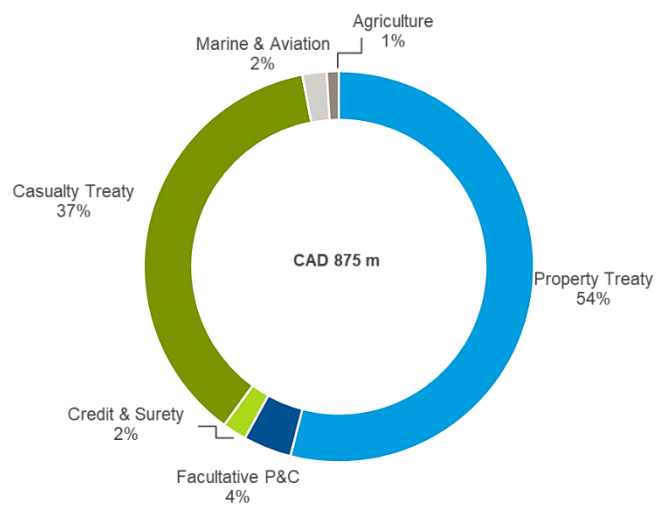
The expertise for all lines of P&C business that resides within Hannover Re is made available to our customers and partners as we strive to address their needs through a holistic solution approach.

Our office in downtown Toronto is responsible for all standard treaty and facultative property and casualty business written in Canada. Hannover Re is an important provider of catastrophe coverage to the Canadian market. We are also able to offer the expertise of our specialist colleagues located in Home Office. Whether this pertains to credit and surety, political risk, agriculture, marine and aviation or structured reinsurance, we have you covered. The full product suite capability is underpinned by our licensed status, which provides added comfort to our clients. Our standing in the marketplace reflects our local presence in Canada and emphasises the close working relationships with our customers and partners.

The Branch Manager of our Toronto office, Paul Carragher oversees all P&C underwriting in Canada. Together with our CFO and Chief Agent Laurel Grant, they are steering the branch to build on long-standing customer and partner relationships, empower our local team to enhance client centricity and keep the operating model of the branch lean and fast.

Premium Split of Canadian Branch

UY 2022e



Your primary contact



Paul Carragher

Branch Manager & Head of P&C

U.S. Property Treaty Business

Our responsibilities

Our department is essentially responsible for all US (domiciled) property treaty business. However, we also entertain other first-party lines such as crisis management, contingency and kidnap & ransom.

Our core products on the property side are Risk XLs as well as Pro Rata treaties. On Risk XL programs we are one of the leading markets in the U.S., usually being part of the quoting panel and providing very meaningful capacity, preferably across the entire program. On Pro Rata treaties we target business with an above-average profit potential based on the client's special knowledge and/or leadership position within a line of business. US Cat XLs are principally written by our Bermuda office. We only involve ourselves in this line of business if it is embedded in the client's entire reinsurance program.

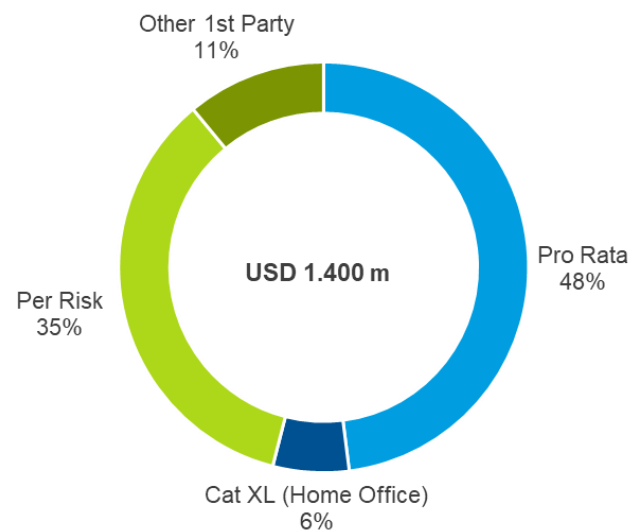
We are a market for Terrorism business (including NBCR) which we prefer to write on a stand-alone basis and with meaningful capacity. But we are also prepared to include this cover into the property program preferably on a separately rated basis.

Our goals

Our goal is to offer our clients – cedants as well as brokers – solutions that are perfectly tailored to their needs and specifications. We aim to be a first-class service provider which includes quick turn-around times, responsiveness, ease of doing business.

GWP split

UY 2022e



Note: Majority of Hannover Re's US Property Cat business is written by Hannover Re Bermuda

Your primary contact



Andreas Steinweg
General Manager (SVP)

U.S. Special Casualty Treaty Business

Our responsibilities

Our department is responsible for US Special Casualty business including non-medical professional liability i.e. financial lines, excess & surplus lines / programs, commercial umbrella and transportation business.

In general, our maximum capacity is up to USD 5 million per risk / per occurrence, with additional capacity available on a case-by-case basis. We support all kinds of insurance companies from small companies to national writers, and mono-line to multi-line carriers. We exclusively work through reinsurance brokers.

Our team for specialty casualty accounts serves the market for commercial umbrella / excess casualty and E&S casualty including business such as environmental and public entity. Further, we look at MGA-driven casualty programs and stand-alone commercial auto business albeit with a rather cautious approach.

We are also providing reinsurance solutions for all non-medical professional liability business including commercial and not-for-profit D&O and all segments of E&O such as lawyers E&O and A&E. This further includes coverage for fidelity as well as cyber business and transactional liability (R&W) which we prefer to write on a stand-alone basis.

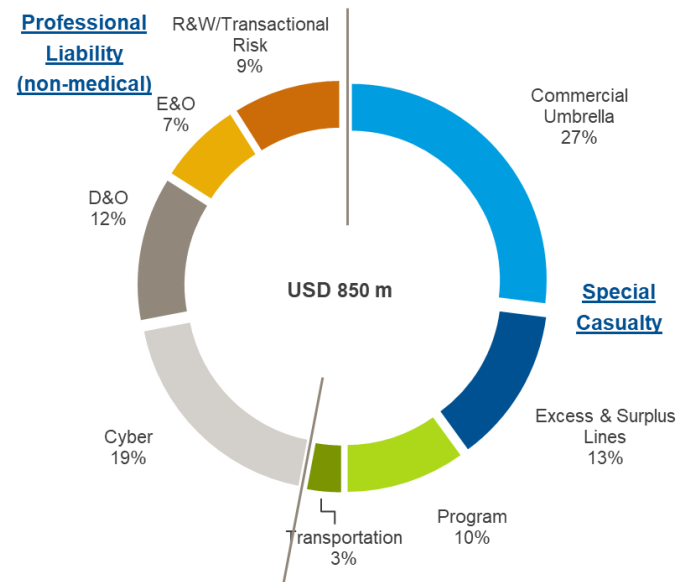
We consider ourselves cyclical underwriters and are a quoting market for both proportional and non-proportional treaties.

Our goals

Our goal is to offer our clients solutions that fit their needs. Due to short reporting lines, we can provide quick turnaround on underwriting and claims. Hannover Re's A+ rating by A.M. Best, as well as the AA- by Standard & Poor's furnish our clients with the security they need, especially on the casualty business.

GWP split

UY 2022e



Your primary contact



Thomas Windheim
General Manager (SVP)

U.S. Standard Casualty Treaty Business

Our responsibilities

Our department is responsible for US (domiciled) Standard Casualty business including Workers' Compensation, Umbrella, Casualty Clash as well as Multi-Lines business.

Predominantly, our target client segment comprises regional, superregional and mutual companies whether they are mono-line or multi-line carriers. We exclusively work through reinsurance brokers.

The Team handles all Workers' Compensation business, almost entirely on an excess of loss basis. Standard Casualty focuses on moderate types of casualty exposures, including personal and light commercial umbrella business.

As one of the leading markets on the Multiple Line side we cover the whole spectrum of lines and provide our expertise when looking at reinsurance purchases in a holistic way. We are therefore also able to offer the capabilities and knowledge of our colleagues from specialist departments.

We are a quoting market and can provide lead lines.

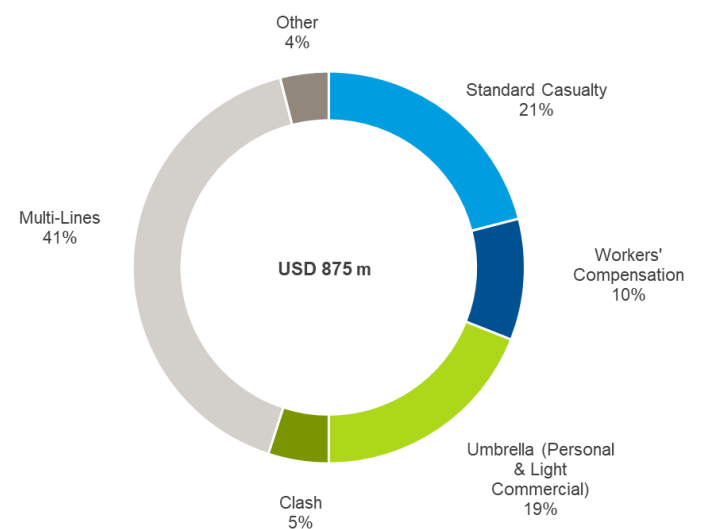
Our goals

Our goal is to offer our clients a holistic, swift and easy experience of their reinsurance purchase matching their needs. This is done by engaging in discussions, providing our expertise and service, together with our broker partners and a turn-around time that beats the market average.

Hannover Re's security (A.M. Best: A+, Standard & Poor's: AA-) provides additional comfort, particularly on the long-tail classes.

GWP split

UY 2022e



Your primary contact



Jan Zimmermann
General Manager (SVP)

Medical Professional Liability

Who we are

As a company, Hannover Re have close to 40 years of consecutive commitment to the US Medical Professional Liability business. Over those years, we have achieved a significant market penetration among healthcare buyers of reinsurance and have developed great contacts to the healthcare broker community. For many of our clients we are the longest-standing reinsurance partner on their programs – often dating back to the time the client had bought reinsurance for the first time. Whilst historically focusing on Captives and provider-owned companies in every form and shape, we are open and have been supporting all kinds of clients - always following the developing demands of the healthcare industry. Overall, we have accompanied our reinsured partners through decades and cycles of insurance markets and have seen them prospering throughout the years. We are proud to say that it has always been a mutually successful relationship and we look forward to continuing such into the future and through the challenges in the healthcare arena and insurance markets.

What we do

Our accumulated Know-How about the US Healthcare industry puts us in a good position to design tailor-made reinsurance solutions for our clients – helping them to meet the challenges of the changing healthcare environment. We can seamlessly blend traditional risk transfer reinsurance with structured reinsurance solutions. We have been supporting the full range of Medical Professional Liability segments – Hospitals, Physicians, Surgeons, Dentists, Longterm Care Providers, Facilities and more. We are open to respond to new products that might become of interest in a changing and competitive market environment. If necessary, we can benefit from the Know-How and experience of other insurance lines, which are all done in our company, to find the best solution for our clients.

How we do it

We are a broker-dedicated reinsurance market. We write proportional, non-proportional and structured reinsurance and are open for treaty and facultative reinsurance requests. Limit-wise, we have flexible capacities – depending on the type of solution a respective client prefers. We try to establish a close relationship with our insured partners and much appreciate open discussions. We want all parties to be best informed about what is going on in the market place and what might be thought of to avoid mishaps in a competitive environment.

In a nutshell

We have a dedicated and loyal “veteran” team. Our home office team has many years of experience in Medical Professional Liability – all of those years spent with this company. We look forward to talking to you on your insurance needs. It is fun to work with us!

Your primary contact



Thomas Reinecke
Chief Underwriter/Vice President

Agency & Digital Business

Our responsibilities

We are responsible for underwriting business in the US InsurTech segment and are a trusted partner for MGAs fronted by a variety of carriers for all property and casualty lines.

Furthermore, we are the underwriting center for all cannabis-related business in the US. In addition, we manage and underwrite Hannover Re's worldwide nuclear underwriting capacity interacting with the national pools and specialized mutuals.

Our approach

We target Managing Agents, InsurTechs and specialty focused risk carriers enhancing capacity levels in underserved areas of the market. Thereby, we focus on digital business opportunities providing flexible and tailor made solutions.

We build close and sustainable relationships along the value chain, adopting quickly and in a flexible manner to our client's needs. We are a creative and reliable long-term partner.

With years of experience in supporting the Cannabis insurance industry, our team is a trusted leader in this emerging segment of the reinsurance market.

We view the broking partners as our clients and happily work together with them in providing solutions to MGAs, InsurTechs and carriers. These solutions need to be characterised by a fair risk sharing approach.

We are prepared to offer pricing support, help in finding primary capacity, help in scaling the respective business opportunity globally and to assist in due diligences by including our various Digital Business Accelerator Teams.

We look forward to working with you!

Your primary contacts



Frank Rückert

General Manager (SVP)
Chairman of the Branch Steering Board for the Canadian Branch



Frank Overtheil

Chief Program Officer