

somewhat  
different



Thousands of merchant ships are on the move on the oceans

## Marine and Offshore Energy

Hannover Re has been writing Marine and Offshore Energy business for over 30 years. Today we are well positioned as an excess of loss player among the Top 3 in this area with an overall premium income of more than USD 300m.

### The products we offer at Hannover Re

**Treaty excess of loss:** We are a recognised leader in non-proportional Marine and Offshore Energy business worldwide, leading more than 60% of our business. Although we are willing to write at all levels of a non-proportional programme, we generally favour higher capacity layers.

**Quota Share and Surplus:** 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 or due to the client's unique access to the ceded business thanks to its regional position.

**Aggregate XL's:** Especially for PGI Clubs we can offer tailor-made solutions on an aggregate excess of loss basis.

**Cargo facultative:** We have special knowledge in Cargo insurance and can provide meaningful capacities of up to USD 15m. Alongside a traditional Marine Cargo book with a focus on commodities and Project Cargo, we are also a market for satellite pre-launch business.

From our office in Bogotá we specifically target facultative regional Latin American Cargo business, while all other regions are served from our Hannover office.

### Overall goals

Being a partner of more than 300 insurance companies in 85 countries, we are able to offer solutions perfectly tailored to our client's needs and specifications. We deliver a fast and efficient service and can promise an open communication of our decisions.

### Your contacts at Hannover Re



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