

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 treaty 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 250m.

The products we offer at Hannover Re

Treaty excess of loss: Recognised leader in non-proportional marine and offshore energy business worldwide (facultative offshore energy business is written in our Facultative Division). We are 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 P&I 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 home office.

Overall goals

Being a partner of more than 300 insurance companies in about 85 countries, we would like to offer solutions perfectly tailored to the 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



Anne-Kathrin Saake

General Manager
Tel. +49 511 5604-2015
anne-kathrin.saake@hannover-re.com

Responsible for:

Marine Treaty & Facultative and
Energy Offshore Treaty



Michael Witham
Senior Underwriter
Tel. +49 511 5604-1712
michael.witham@hannover-re.com

Responsible for:
London Market and North America



Sascha de Buhr
Underwriter
Tel. +49 511 5604-1134
sascha.buhr@hannover-re.com

Responsible for:
London Market, DACH and
International Group PGI



Max Mühlbeyer
Underwriter
Tel. +49 511 5604-2749
max.muehlbeyer@hannover-re.com

Responsible for:
London Market, Asia and PGI (ex.
International Group)



Alexandra Jonas
Assistant Underwriter
Tel. +49 511 5604-2785
alexandra.jonas@hannover-re.com

Responsible for:
London Market and Northern and
Eastern Europe



Knud Haas
Senior Underwriter
Tel. +49 511 5604-1816
knud.haas@hannover-re.com

Responsible for:
All Facultative (ex. Latin America);
Southern and Western Europe Treaty



Annette Nicolay
Senior Underwriter
Tel. +49 511 5604-1676
annette.nicolay@hannover-re.com

Responsible for:
MENA and Africa



Nils Hornig
Underwriter
Tel. +49 511 5604-1672
nils.hornig@hannover-re.com

Responsible for:
Asia



Stefani Lawrenz
Underwriter
Tel. +49 511 5604-1685
stefani.lawrenz@hannover-re.com

Responsible for:
Australia and New Zealand



Ursula Majzner
Underwriter
Tel. +49 511 5604-2546
ursula.majzner@hannover-re.com

Responsible for:
Caribbean and Latin America



Franziska Diers
Assistant Underwriter
Tel. +49 511 5604-2701
franziska.diers@hannover-re.com

Responsible for:
South East Asia



Miguel Velasquez
Head of Marine in Bogotá
Tel. +571 6 51-7583
miguel.velasquez@hannover-re.com

Responsible for:
Latin America Facultative