

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.



**Anne-Kathrin Saake**

General Manager

Tel. +49 511 5604-2015

[anne-kathrin.saake@hannover-re.com](mailto:anne-kathrin.saake@hannover-re.com)



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

**Responsible for:**  
London Market and North America



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

**Responsible for:**  
London Market, DACH, IG P&I



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

**Responsible for:**  
London Market, Northern & Eastern Europe,  
P&I (ex. IG), all Facultative (ex. LatAm)



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

**Responsible for:**  
Southern & Western Europe,  
all Facultative (ex LatAm)



**Annette Nicolay**  
Senior Underwriter  
Tel. +49 511 5604-3676  
annette.nicolay@hannover-re.com

**Responsible for:**  
MENA and Africa



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

**Responsible for:**  
Latin America and Caribbean



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

**Responsible for:**  
Asia (ex. South East and Japan)



**Xi Neumann**  
Underwriter  
Tel. +49 511 5604-1377  
xi.neumann@hannover-re.com

**Responsible for:**  
Asia (ex. South East and Japan)



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

**Responsible for:**  
South East Asia and Japan



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

**Responsible for:**  
Australia and New Zealand



**Cesar Rico**  
Senior Underwriter  
Tel. +571 6 51-7584  
cesar.rico@hannover-re.com

**Responsible for:**  
Facultative Latin America