



# Marx Re-Insurance Brokers GmbH Corporate Presentation



## Who we are

- Privately owned Reinsurance and Insurance broking company established in 2009
- Based out of Munich (Germany) with a growing global network
- We pride ourselves on a big picture view, but with a small company touch
- We are specialized in “Asset-based”: Construction, Engineering and Property
- We provide tailored made reinsurance solutions to our client’s portfolio that delivers real value to your business
- Our culture encourages us to challenge assumptions and look at problems from different angles. The reason that we outperform is because our clients measure achievements.

## How we deliver

- We trade and advise on risk for insurance and reinsurance businesses. Our emphasis is on risk appetite, risk mitigations, risk pricing, risk transfer
- We trade competitively aiming to reach the ultimate risk taker to guarantee a cost-efficient transaction by enabling each risk carrier to perform at its best
- We service our clients in trading and risk management supported by financially strong business partners and markets that are predominantly based in Europe
- Equally, trust, integrity and honesty are at the heart of our business.

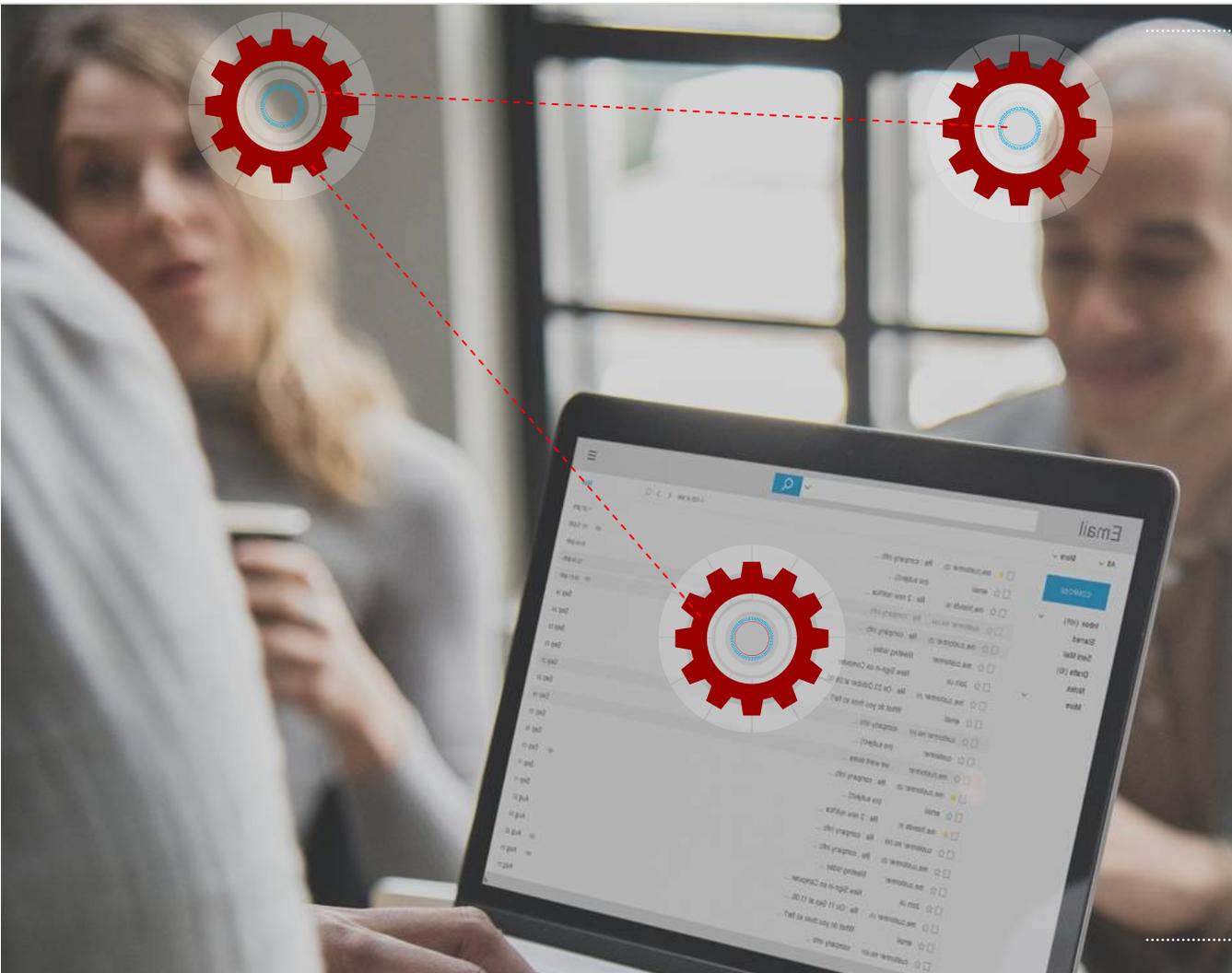


## We focus on Asset-based business

- Major focus on Specialty Business that comprises a large part of our client base in
  - Engineering (project business) and Operational Power generation including Renewable Energy, Offshore whether windfarms or submarine Cables
  - Property (manufacturing and service companies) including Energy, Metals, Pulp and Paper, Textile, Telecommunication, Railways, Automotive, Food and Beverage and other light and heavy industry segments
- We are recognized as a key partner for corporate accounts with insured values upwards of €1 billion and large construction projects exceeding €100 million
- Our main service is insurance and reinsurance broking with the associated analytics of wording coverage and post-placement services
- We further provide solutions for Liability and Marine that compliments the business mix

## We focus on Reinsurance Solutions

- We seek to provide add value reinsurance transactions and services to risk managers and underwriters to protect their business goals
  - Protection of single risk or balance sheet
  - Portfolio diversification or control of volatility
  - Management of insurance cycle or pricing optimization
- Our services range from pure advisory and lenders due diligence, through to full reinsurance program design, trading and placement, contract review and claims management as well as underwriting services.



“The smart application of **reinsurance solutions** to your portfolio should give **risk managers and underwriters** a higher chance of succeeding”.



## Power Gen and Renewable Energy

Given our involvement in Operational Power & Energy accounts, we are accompanying some of our clients as they move more towards renewable energy sources, including solar power installation and wind farms. In our client base we have a balanced mix of direct and facultative reinsurance.



## Cyber

We provide solutions to address our clients' specific cyber security issues. Our product offerings vary widely according to the business exposure and mostly relate to a disruption of the business causing reputational harm, breach event costs, data restoration coverage, system failure and several other specific cyber risks.

# Our Focus Specialty Solutions

## Construction Offshore & Cables



We operate in some specific regions where offshore and cables are strictly necessary for the energy to be connected to the grid. Our insurance solutions are blended with reinsurance products to capture the advantages of global trading in this complex segment of business that is prone to claims during construction and operation.

## Portfolio Solutions



In addition to our expertise in single risk business for Risk Managers and Underwriters we have extensive portfolio management experience and place facultative facilities and automatic covers for multiple risks and advise our clients on risk mitigation and diversification.

## For Risk Managers: Topics of Re-insurance

 <p><b>Price</b></p>	<p>Use of Reinsurance to <b>Structure Cost Effective Placements</b> Benchmark your Price Options and Optimize Risk Transfer Programs</p>	<p>€€€</p>
 <p><b>Risk Quality</b></p>	<p>Use of Reinsurance for <b>“Carve-outs” Solutions</b> Major topics: Locations (Nat Cat, CBI) or Activities (adverse quality) or planned Divestment</p>	<p>Grading 1-10</p>
 <p><b>Risk Exposure</b></p>	<p>Manage uncertainty and use of Reinsurance to <b>secure basic Balance Sheet Protection</b> Major topics: Review of PML, Nat Cat exposure, Cyber Risks, Lenders or M&amp;A, Political Risks</p>	<p>% Probability of event</p>

## For Underwriters: Facultative Reinsurance to support business strategy



Low risk premium pool relative to net and group capacity



Underwriter focus on local profitability



Flexibility to adjust the net line over time as portfolio grows



Market intelligence

### Key Considerations:

- Treaty cover purchased on company group level often stresses local or country portfolio net equation
- First or second total **net loss may jeopardize annual result**
- Primary reinsurance layer to protect the local net retention could give a portfolio a better chance to succeed
- Inherent opportunistic nature of facultative enables underwriter to **adjust protection to the size of the book**
- Limited number of acceptable risks in the market that can be written in whole with supporting reinsurance
- Alternative to facultative is consortium business with a downside: share company information with competitors
- Dialogue with facultative brokers and markets can often feed underwriters with **important market intelligence**

## For Underwriters: Protect your Portfolio with Fac Reinsurance



Facultative options

- Primary layers
- Quota Share
- Stop-Loss
- AGG Deductibles



- Mid layers
- Higher excess
- Quota Share
- Bundle/Facility



- Primary
- Cat stand-alone
- Location based fac



- BU vs Group expenses
- Retail vs Wholesale

- Cut volatility
- Improve Net Result and keep Gross Premium

1. Use of facultative cover to moderate and mitigate the volatility of the portfolio and better manage written premium during insurance cycle
2. Proportional facultative to capture market share and the market fortune in pricing cycle – as well as recouping direct expenses
3. Excess of loss reinsurance pricing with a wide range of pricing – take advantage of reinsurers appetite for specific perils e.g. MB, BI, CATNAT

## Team Chart

### **Oliver Marx**

Managing Director

[oliver@marxre.com](mailto:oliver@marxre.com)

Direct Phone: +(49) 893835 6570

Mobile: +(49) 1514 0020807

English, German & Spanish language

International manager with 20 years in insurance, re-insurance and broking in Latin America and Europe with focus on risk trading of insurance assets predominantly operational power generation and construction projects. Hands-on with clients to achieve commercial targets and taking leading role in complex claims.

### **Brian Byrnes**

General Manager

[brian@marxre.com](mailto:brian@marxre.com)

Direct Phone: +(49) 8938956571

Mobile: +(49) 176 3298 2770

English & German language

Highly experienced insurance professional with 30+ years in the insurance and reinsurance industries. Focus on global, multi-national business mainly in the Industrial Property area. Lead multi-cultural teams and diverse portfolios in Europe, Asia and the Americas. Proven customer relations and marketing capabilities.

### **Mariano Mosel**

Head of Claims / Manager Global Accounts

[mariano@marxre.com](mailto:mariano@marxre.com)

Direct Phone: +(49) 8938956571

Mobile: +(61) 412593654

English & German language

Lawyer (AUS) and claims expert with more than 8 years of experience in the insurance and legal industry. Strong background in the management of claims focused on achieving the best commercial outcome for clients. Mariano holds a Juris Doctor degree, Master of International Law and a Graduate Diploma of Legal Practice.

### **Diego Velasco**

Commercial Director

[dvelasco@marxre.com](mailto:dvelasco@marxre.com)

Direct Phone: +(49) 8938956571

Mobile: +(49) 176 5694 9937

English, German & Spanish language

Engineer and MBA graduate with 10 years of experience in the insurance and reinsurance broking industry focused on Property & Casualty, Construction and Risk Management solutions. Accountable and fully committed to deliver the service milestones agreed with clients.

### **Max Alenik**

Commercial Director Latin America

[malenik@marxre.com](mailto:malenik@marxre.com)

Direct Phone: +(49) 8938956571

Mobile: +(49) 1515 875 1007

English & Spanish language

Commercial Manager in Healthcare industry based in Latin America +15 years, focused in developing insurance and reinsurance solutions for our clients in Latin America & Europe. Strong background in organizational and management knowledge developing new business opportunities in the Latin America region.



**Think Globally.  
Diversify.  
Go re-insurance **with MarxRe.****