



# Captives

Comprehensive risk protection,  
customised solutions

NOT IF, BUT HOW

Munich RE 



Captives stand out as an intelligent option for risk management. Offering insurance and risk transfer solutions, they remain a valuable mainstay for addressing self-insured interests.

Munich Re is committed to helping captives take advantage of every opportunity as well as tackle every challenge along the whole value chain. In the face of emerging risks, we support captives to adjust and grow. We ensure future success by expertly managing recent compliance regulations as well as new risk models like cyber and reputation. By meeting the needs of

diversification, we offer an efficient way to steer a captive that focuses on profitability. By understanding the further challenge of remaining relevant for its group, we also provide captives with the solutions needed to meet this goal.



# 5 reasons we are the right partner



## Experience

We have been competently reinsuring single-parent captives for over 20 years. We are dedicated to long-term partnerships that deliver commitment, even in stormy times.



## Net capacity

We provide significant and risk adequate net capacity backed by the financial strength of Munich Re Group and offer experience in structuring captive protection schemes.



## Customised solutions

A collaborative approach that really fits your needs, we underwrite bespoke solutions even for emerging risks.



## Experienced claims processes

Trust our best in class claims reputation.



## Significant industry and risk expertise

We have a long history in risk transfer solutions across all relevant lines of business including connected industry.

# P&C Solutions

Ensuring captive growth



How can I stabilise my insurance budget and reduce the overall cost of risk?

Who supports me in mitigating the impact of claims?

How can I secure captive growth?



105 captives with direct reinsurance relationship

#### Contacts:

Patrick Steenwegen  
Underwriting Manager Property Europe  
psteenwegen@munichre.com

Jonas Haug  
Business Development  
jhaug@munichre.com

Jo Müller  
Underwriting Manager International Liability  
jmueller@munichre.com

>> [www.munichre.com/fc/property](http://www.munichre.com/fc/property)  
>> [www.munichre.com/fc/casualty](http://www.munichre.com/fc/casualty)

## Our services

In the highly dynamic industries of today, optimal captive insurance solutions require the right partnership. From regulatory changes to emerging risks, Munich Re has the expertise of long-term partnerships with single-parent captives. Additionally, with over 50 dedicated NatCat experts on hand as well as access to our NatCatService analytic global database, we maintain in-depth know-how regarding property risks from natural disasters. This ensures that we offer tailored solutions along the whole value chain with the capacity to back it up.

- Property (including NatCat stand-alone)
- Energy (Oil&Gas and Mining – open Pit/ Underground)
- Liability (e.g. product liability, recall and environmental liability)
- Financial lines (e.g. D&O, E&O, professional indemnity, crime)
- Complex aggregate XLs and multi-line/multiyear solutions
- Engineering (e.g. construction and operational power)
- Access to dedicated experts in areas such as Marine, Fleet Motor business, employee benefits and more

# Emerging Risks

Let's create strategic value through individual risk transfer



**How do you handle long-term business interruption challenges potentially caused by authorities or loss of data?**

**Are you prepared to properly respond to espionage, sabotage, data theft or unexpected system downtimes?**

**In such cases, how do you encounter adverse media reporting and compensate for a consequential loss of revenue?**

## Our services

Risk landscapes are becoming more and more complex and dynamic. Also, business resilience and your future depend more on intangibles and third parties than your own physical assets. Such dependencies and their inherent risks need to be identified, assessed and clearly addressed by adequate risk management measures. Based on close collaboration with you and backed by Munich Re's expertise and data, we can help you to effectively transfer such individual risks. We bring to the table:

- Access to emerging risk think tank with support from over 20 specialists
- Internal and external quantitative monitoring of individual risks in industry-specific ecosystems
- Intelligence database to identify and verify the causal chains of emerging risks
- Expertise in the language of regulation and compliance (incl. GDPR, US data-breach notifications, PDPA, etc.)

### Contacts:

Michael Schrempf  
Head of Green Tech Solutions  
mschrempf@munichre.com

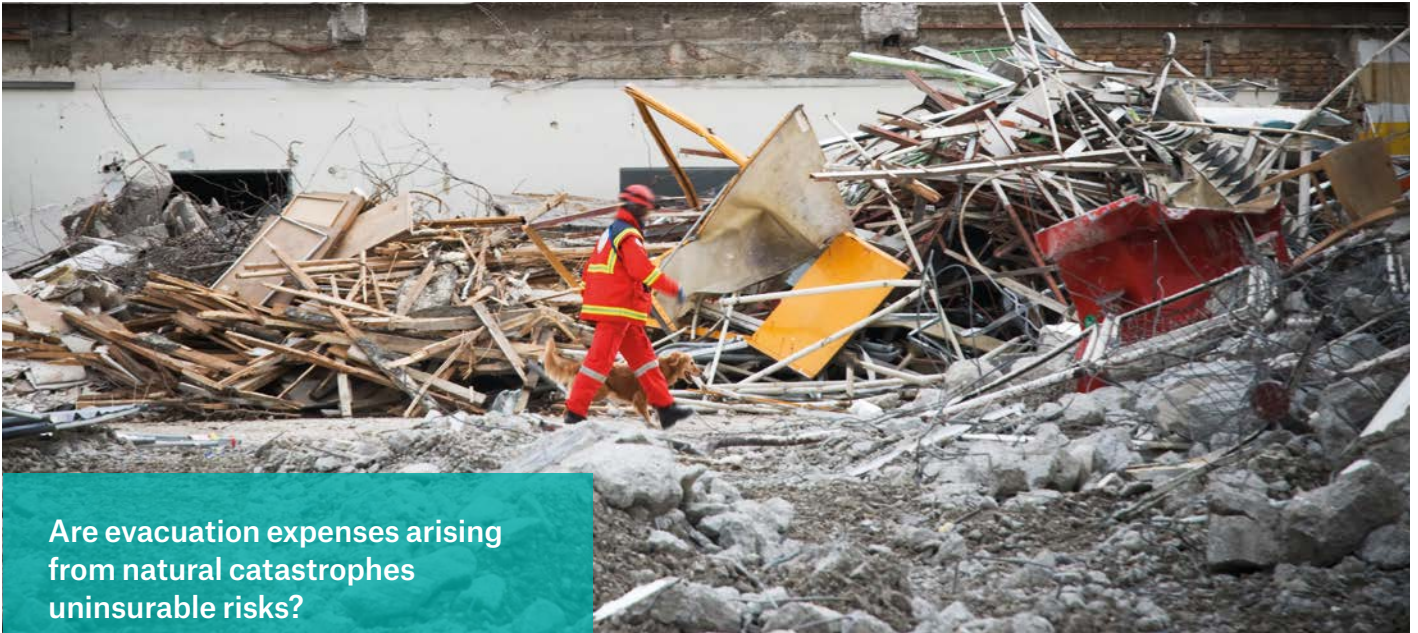
Sophia Waßner  
Head of Cyber Europe/RoW  
swassner@munichre.com

Christian Höft  
Head of New Risk Solutions  
choeft@munichre.com

- >> [www.munichre.com/fc/cyber](http://www.munichre.com/fc/cyber)
- >> [www.munichre.com/gts](http://www.munichre.com/gts)
- >> [www.munichre.com/equip](http://www.munichre.com/equip)

# Parametric Triggers

Swift acting cover when you really need it



Are evacuation expenses arising from natural catastrophes uninsurable risks?

How can I get the liquidity I need for a fast recovery from natural disasters?

Can I customise coverage for certain triggers and their payout?

## Our services

When disaster strikes, you need a cover for your captive that acts immediately. Our OneCat concept offers a payout process based on parametric triggers. It delivers when organisations need their insurance claims to be settled quickly and transparently in order to avoid cash flow problems. OneCat provides comprehensive response to natural catastrophes with two specialised covers:

- OneStorm, a comprehensive and rapid response to tropical cyclones, hurricanes and typhoons
- OneQuake, parametric trigger cover specifically designed for seismic events

### Contacts:

Jonas Haug  
Business Development  
jhaug@munichre.com

Stefan Mathijssen  
Underwriter Property & Engineering  
smathijssen@munichreamerica.com

Fabrizio Zoni  
Business Development  
fzoni@munichre.com

>> [www.munichre.com/onecat](http://www.munichre.com/onecat)

# Capital Partners

Like time, capital is a valuable resource



Can I quantify my level of protection?

Is my captive's capital position optimised?

Am I seeking capital relief or ways to improve efficiency?

## Our services

Many businesses are unaware of how much their reinsurer can do for them. We go beyond traditional reinsurance. We meet solvency requirements head-on, by offering alternative risk transfer solutions that increase your captive's ability to improve capital management, earnings smoothing, and capital strengthening. Working closely with our clients, we deliver results that are highly flexible and include turnkey packages that optimise capital management. We offer an ever-expanding array of collaborative solutions and covers.

- Redeployment of risk-bearing capital from dormant run-off portfolios
- Regulatory and event-driven solutions
- KPI optimisation by enhancing retention and structures as well as gaining business plan protection in distressed situations
- Retrospective covers, Complex Aggregate XLs and multi-year solutions

In addition, together with our ALM experts, we provide an ALM consulting service based on Munich Re's own liability-driven investment process. This helps clients use their risk capital in the most efficient way by optimising their asset allocation based on and in line with their liabilities.



We believe that reinsurance can do more for our clients than pure traditional risk transfer solutions.

### Contacts:

Agnes Jullin  
Senior Origination Manager – Capital Partners  
ajullin@newre.com

Verena Lülfi  
Financial Analysts  
vluel@munichre.com

>> [www.munichre.com/capitalpartners](http://www.munichre.com/capitalpartners)

# Risk Management Partners

Intelligence first when it comes to risks



What is my organisation's risk in regard to global hazards?

Is my business fully GDPR compliant?

Am I managing my portfolio with limited information?

## Our services

Oftentimes, an organisation has difficulty seeing the whole picture which hinders making an informed decision followed by quick actions when time is of the essence. We provide you comprehensive business insights by offering you agile and tailor-made risk management solutions. We empower your organisation with a holistic set of risk solutions based on location, climate, business and regulations. With access to our unique tools and experts, companies benefit from an entire toolbox of benefits at their disposal.

- Access NATHAN and assess natural hazards around the world in order to enhance your portfolio and claims management
- Get geological analytic feedback vital to your exact locations with M.IN.D., our interactive portfolio manager
- NatCatService archive provides the perfect risk management and research tool for natural catastrophe assessments
- Streamline staff with our Compliance Web software solution for GDPR company compliance made easy



More than 22,000  
NATHAN users  
worldwide

### Contact:

Christof Reinert  
Head of Risk Management Partners  
creinert@munichre.com

- >> [www.munichre.com/risk-management-partners](http://www.munichre.com/risk-management-partners)
- >> [www.munichre.com/complianceweb/en](http://www.munichre.com/complianceweb/en)



# Weatherproof your business

Mitigating unpredictable scenarios



Is volatile weather impacting my company's profit?

Can I mitigate my renewable portfolio while safeguarding from fluctuations?

How can financial hedging instruments help better manage my non-catastrophic weather-related risks?

## Our services

Companies around the globe are exposed to everyday weather anomalies impacting their revenues. Weather-index-linked covers have grown to become an important risk management tool in many industries to manage the weather-driven volatility and provide more budget certainty. Our weather-related solutions go beyond just commodity-linked industries like energy and agriculture but span all sectors that may be financially impacted by volatile weather including retail, entertainment, tourism, construction and more. With our data and analytics, we can support clients in identifying their weather exposure and help structuring tailor-made risk management solutions.

- Traditional weather products that can cover multi-year, annual, seasonal, accumulating risks or critical days (in winter and summer) depending on the specific risk profile
- Renewable product lines include solutions for wind, solar and hydro assets
- Covering excess costs for construction companies related to weather driven delays
- Our solutions can be structured as both insurance and derivative



Munich Re has supported a large real estate manager in fixing its country-wide snow removal bill through a fixed budget product allowing for stable business planning.

#### Contact:

Marcel-Steffen Reif  
Head of Weather & Commodity EMEA  
mreif@newre.com

>> [www.munichre.com/weather-risk-transfer](http://www.munichre.com/weather-risk-transfer)



## Munich Re Risk Solutions for industrial clients

Munich Re's experienced and diverse teams of specialists offer medium-sized and large corporations traditional and innovative risk transfer solutions for all lines of business. We are committed to positioning ourselves as a reliable global partner in the volatile industry insurance market.

Combined with our in-depth market know-how and backed by the strong financial solidity of Munich Re, one of the world's leading providers of reinsurance, primary insurance and insurance-related risk solutions, we have the ability to provide high net capacity. We strive to deliver innovative and flexible solutions for our client's market needs of today – and tomorrow.

**Disclaimer**

Münchener Rückversicherungs-Gesellschaft (Munich Reinsurance Company) is a reinsurance company organised under the laws of Germany. In some countries, including in the United States, Munich Reinsurance Company holds the status of an unauthorised reinsurer. Policies are underwritten by Munich Reinsurance Company or its affiliated insurance and reinsurance subsidiaries. Certain coverages are not available in all jurisdictions.

Any description in this document is for general information purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any product.

**Picture credits**

Cover, pp. U2/1, 3, 4, 5: Getty Images

p. 2: Masterfile

pp. 6, 7: Shutterstock.com

p. 8: Markus Buck

