



A strong partner in uncertain times

A thoughtful and robust flood strategy can help us build a more resilient future together

Munich Re's first-class thought leadership and technical expertise makes us a reliable partner in helping insurance carriers address the market gap in flood coverages.

Recent years have set a new standard in flood frequency and severity in the United States. These extreme weather patterns highlight the need for your clients to have effective flood coverage that mitigates risks and builds stronger resiliency to severe weather. Munich Reinsurance America, Inc. ("Munich Re") is your ideal risk partner. Our comprehensive U.S. flood strategy, including both personal and commercial lines white label flood insurance products, equip homes and business owners with the flood solutions to recover faster.

The private flood market is emerging



Increase in policyholder and agent awareness due to frequency and severity of floods



Improvement in current regulatory environment



Advancement in the risk assessment, loss estimation, and accumulation control technologies



Growth in U.S. private flood market grew by 51.2% in 2017¹

By the numbers

90%

U.S. Natural disasters involve flooding²



12%

U.S. homes are flood insured³



80%

Texas homeowners uninsured in 2017⁴



60%

Florida homeowners uninsured in 2017⁴



\$40b

U.S. flood insurance premium gap⁵



1. <https://www.insurancejournal.com/blogs/right-street/2018/03/18/483689.htm>

2. <https://www.iii.org/article/facts-about-flood-insurance>

3. 2016 poll by Insurance Information Institute

4. <https://fas.org/sfp/crs/homesec/IN10890.pdf>

5. <https://www.brinknews.com/flood-insurance-gap-represents-40-billion-new-market/>

Munich Re is your trusted flood partner

Flood is unlike any other catastrophe peril. Our flood insurance experts will allow you to navigate the complexities associated with flood risk assessment and modeling, as well as the state specific regulatory issues associated with private flood solutions.

We are currently looking for long-term partners interested in expanding their knowledge and building a more resilient future for everyone.

The Munich Re difference

-  Munich Re's unparalleled financial strength
-  Robust risk appetite informed by years of private flood market experience
-  Dedicated hydrologic science and flood modeling expertise
-  Policy wording and regulatory support on staff

Flood Appetite: Risk assessment, loss estimation, and accumulation control to support your flood insurance initiative.

Geography / perils

- Covering inland flood and storm surge perils
- Limited appetite for Tier-1 counties in Texas
- Limited appetite south of I-10 in Louisiana
- Excludes Hawaii and Alaska

Reinsurance structure

- Treaty and facultative
- Proportional and non-proportional structures

Underwriting

- Standard homeowners, mobile homes, and renters
- Commercial business with TIV's < \$5 million per location

Price adequacy

- Risk adequate pricing by our hydrologic experts

Aggregation

- Preferred occurrence limits, soft aggregation caps
- Additional caps depend on geographic distribution
- TIV / limits at zip / county level
- 250-yr PML at zip / county level

Claims

- In-house claims staff, vetted by Munich Re, is optimal
- Contractual relationships in place in the event of flooding

Deal size / performance

- First year minimum treaty premium of \$1.5 million
- Assistance in take-up strategies and marketing collateral

Client retention

- Preferred client retention minimum of 20%

Partnering with Munich Re also gives you the ability to expand product offerings for your clients. For more information: munichreus.ly/flood

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