



somewhat
different

Flaspoehler Broker Survey 2006

- Final results

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Rendez-Vous de Septembre, Monte Carlo
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hannover **re**[®]

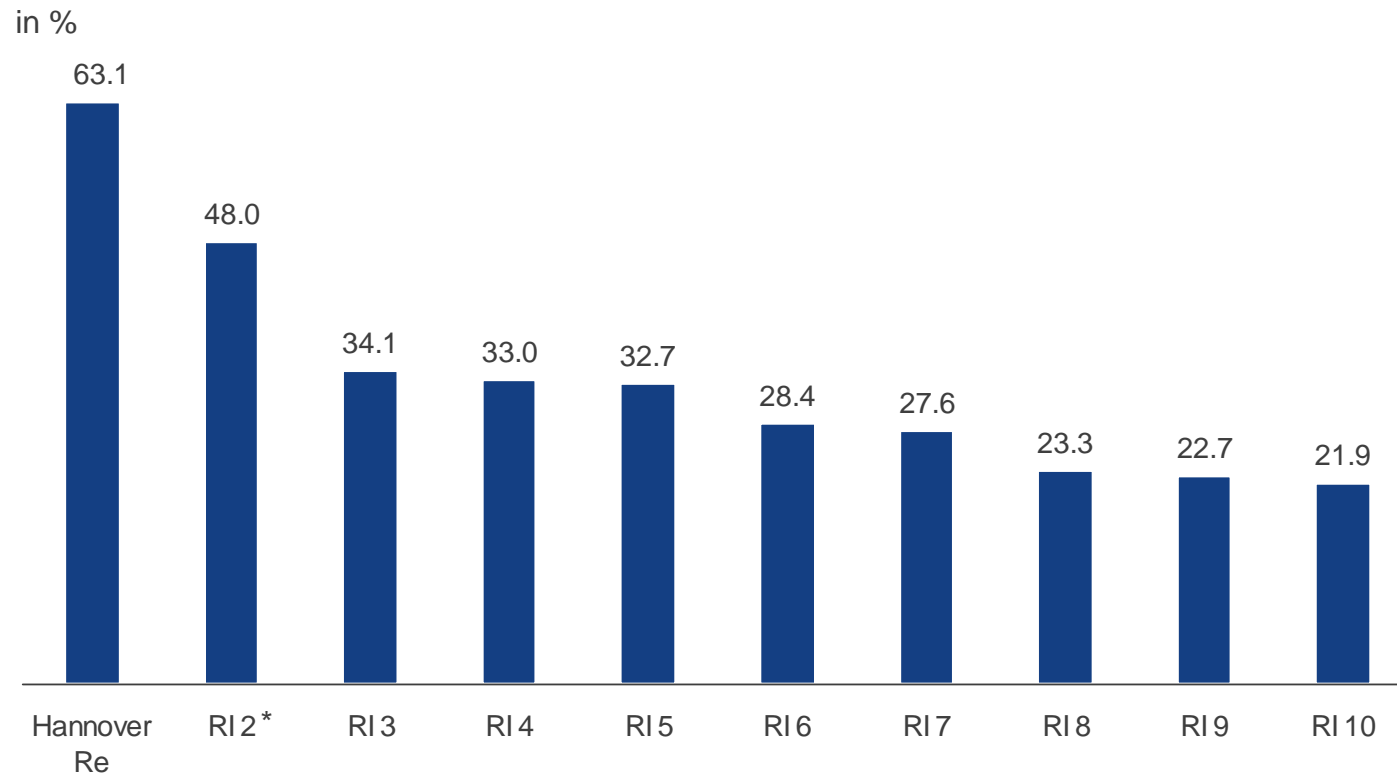
FLASPOEHLER BROKER SURVEY 2006

Survey approach

- Research accomplished in May/June 2006
- 366 responses (compared to 295 in 2004)
- Overall response rate around 40% (compared to 30% in 2004)
- 28 reinsurers, 15 lines of business and 8 market segments were evaluated

BEST OVERALL REINSURER: HANNOVER RE

63.1% for Hannover Re with a lead of 15%-points over the next competitor

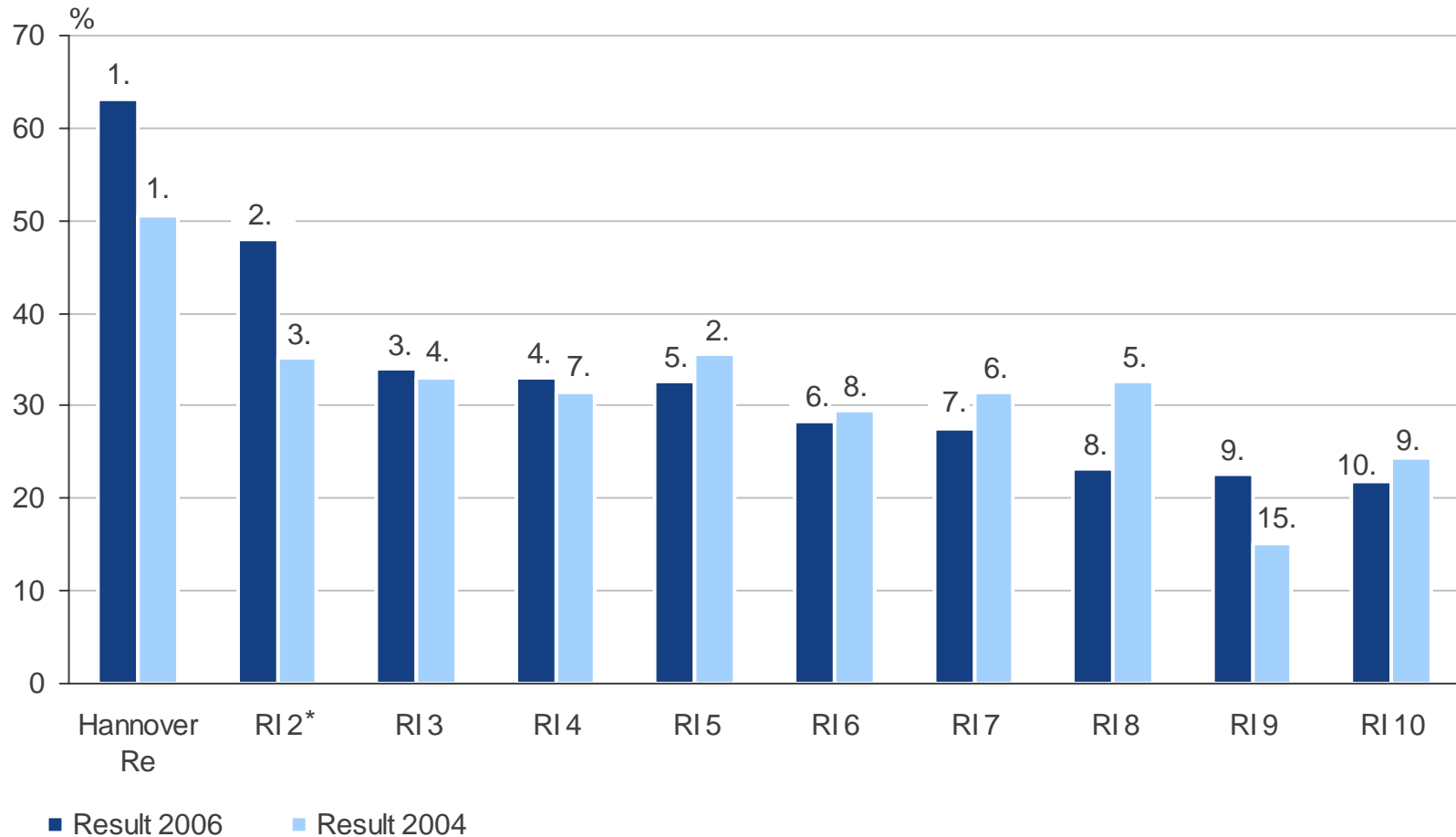


* RI = Reinsurer; competitors of Hannover Re voted for the following places

Overall results 2006 vs. 2004

SECOND TIME IN A ROW ON THE FIRST PLACE

Hannover Re result increased nearly 13%-points in comparison with 2004

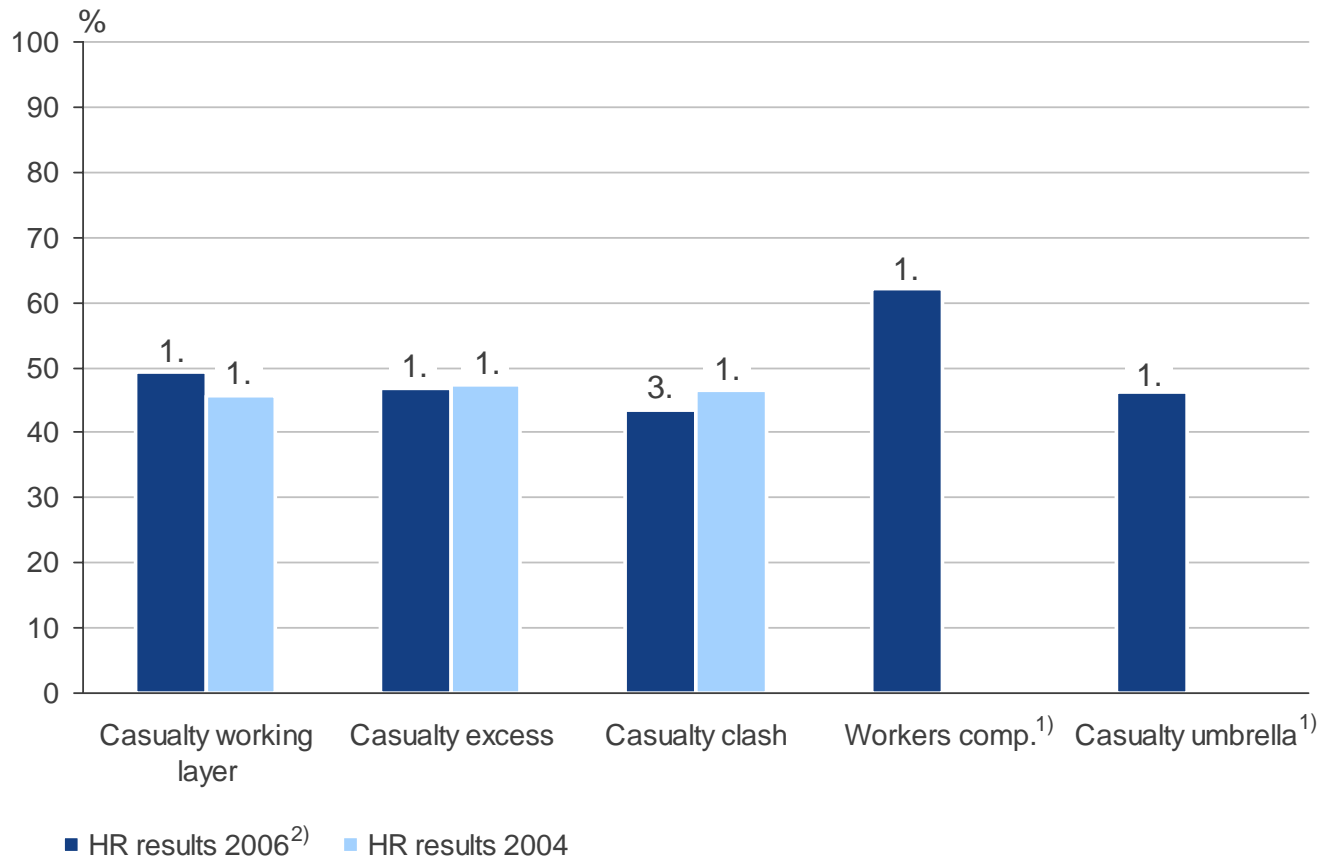


* RI = Reinsurer; competitors of Hannover Re voted for the following places

Hannover Re ranking per line of business

BEST LEAD MARKETS FOR NEW PLACEMENTS

Casualty I (2006 vs. 2004)



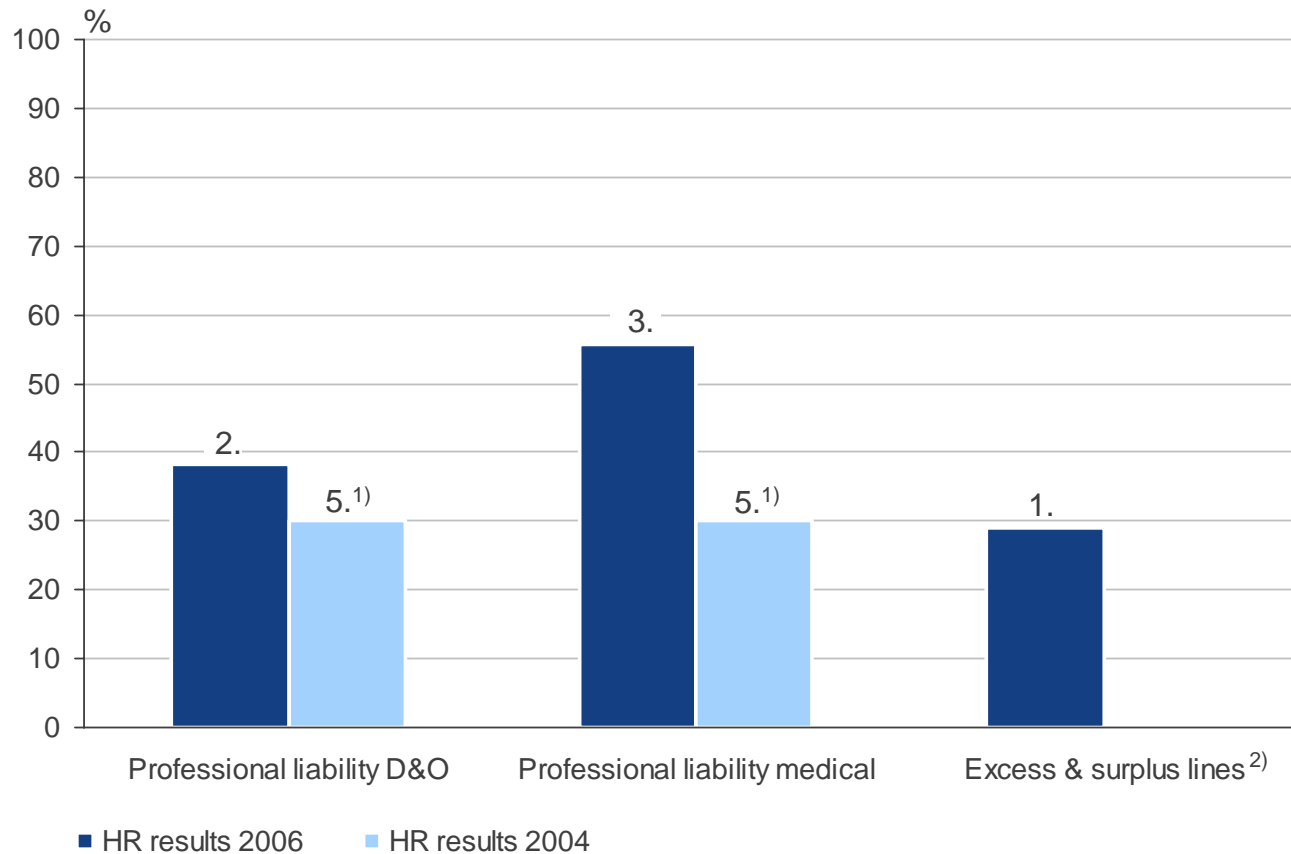
1) No results for workers comp. and umbrella in 2004

2) HR = Hannover Re

Hannover Re ranking per line of business

BEST LEAD MARKETS FOR NEW PLACEMENTS

Casualty II (2006 vs. 2004)



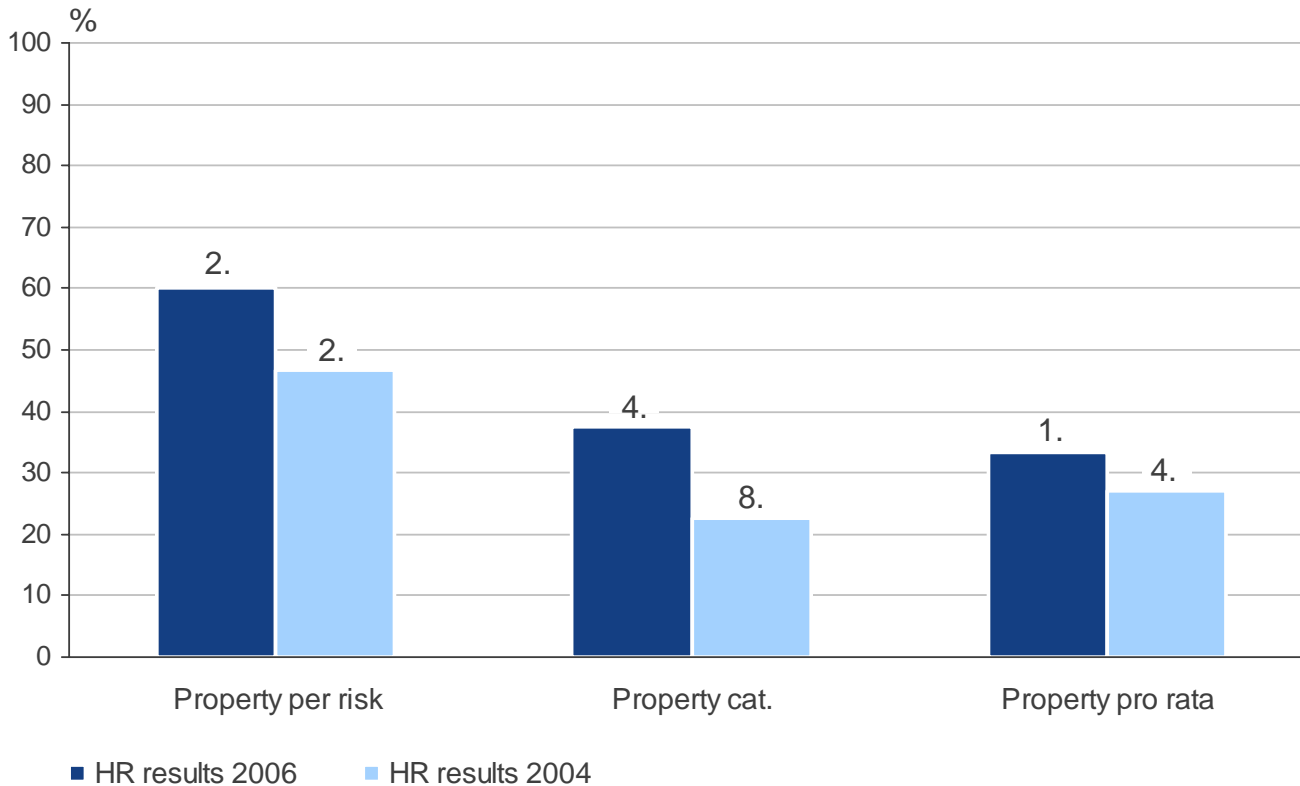
1) Professional liability D&O and medical were combined in 2004

2) No results for excess and surplus lines in 2004

Hannover Re ranking per line of business

BEST LEAD MARKETS FOR NEW PLACEMENTS

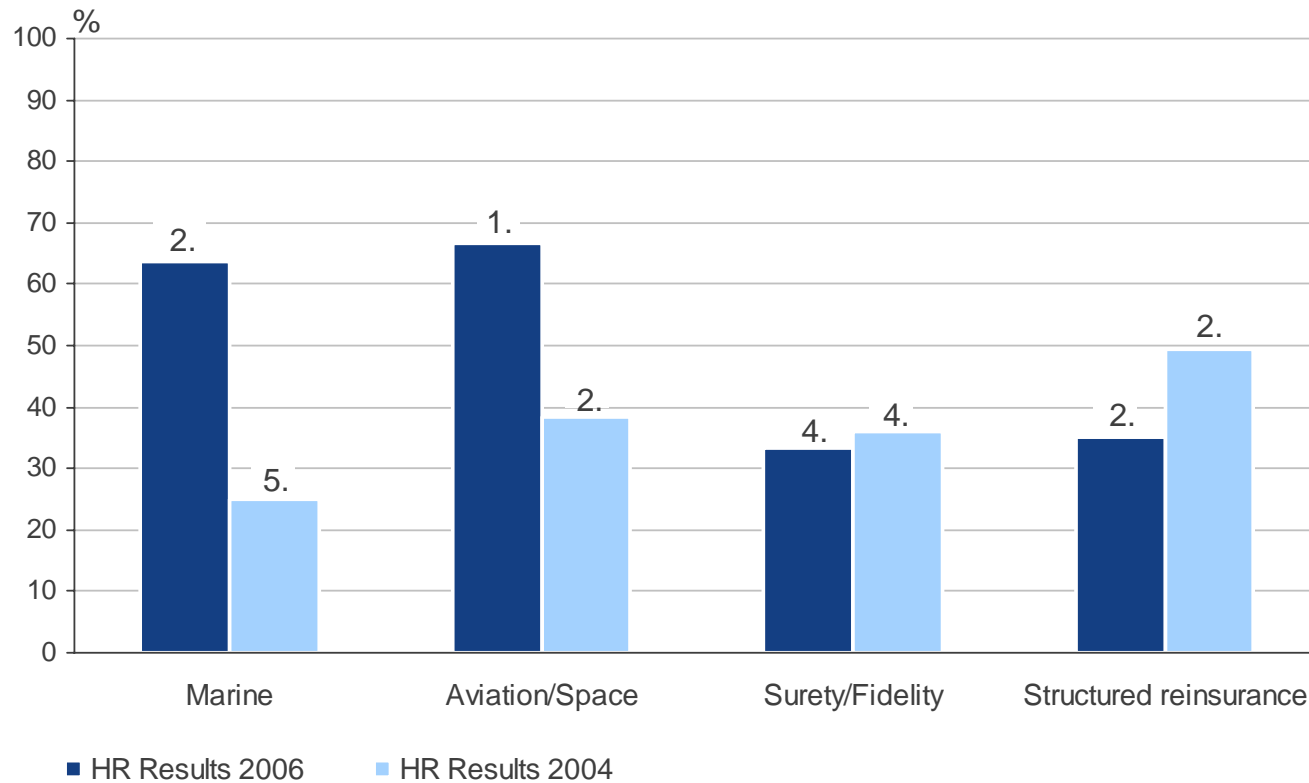
Property (2006 vs. 2004)



Hannover Re ranking per line of business

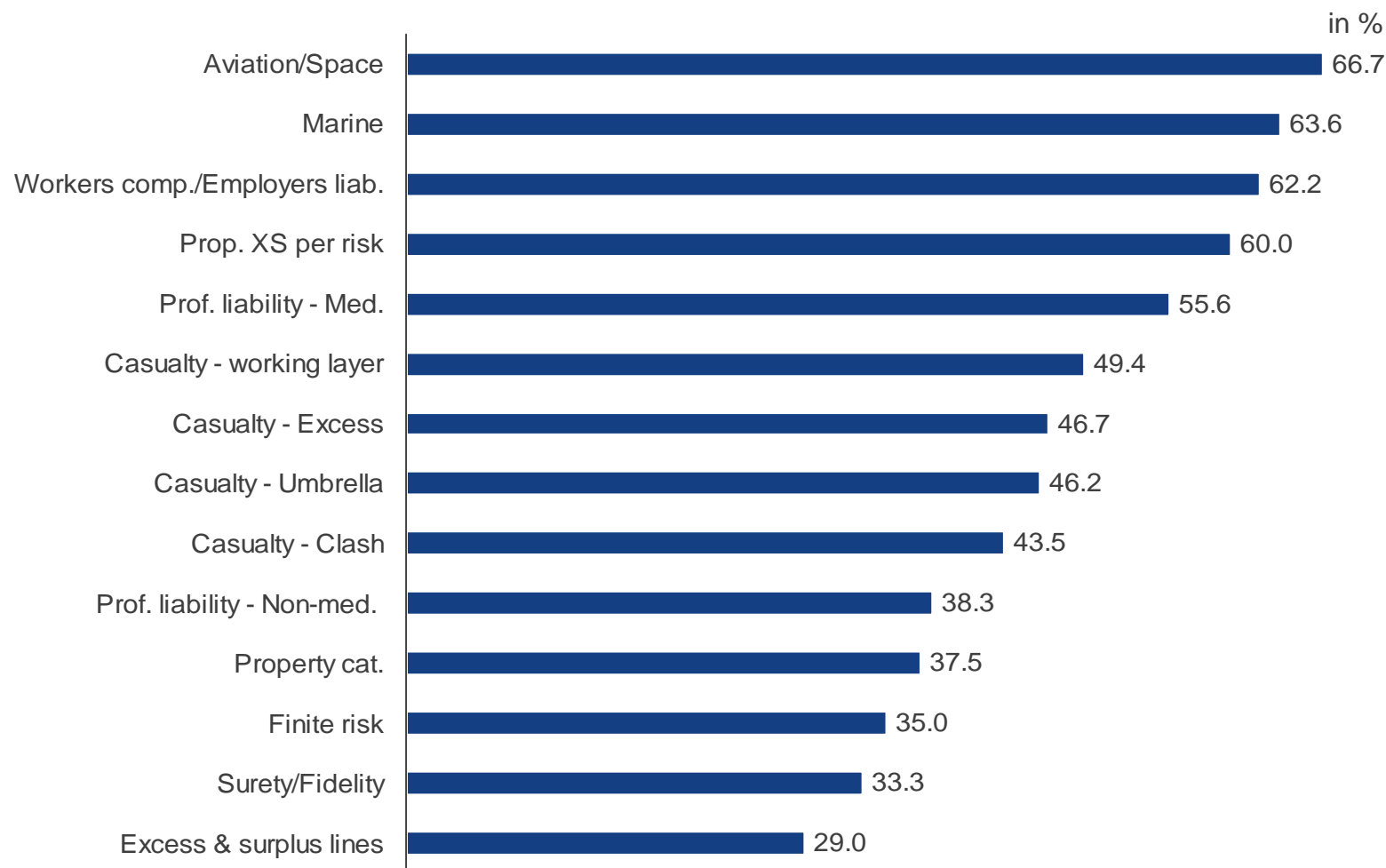
BEST LEAD MARKETS FOR NEW PLACEMENTS

Other lines (2006 vs. 2004)



HANNOVER RE IS A VALUED MARKET IN ALL LINES OF BUSINESS

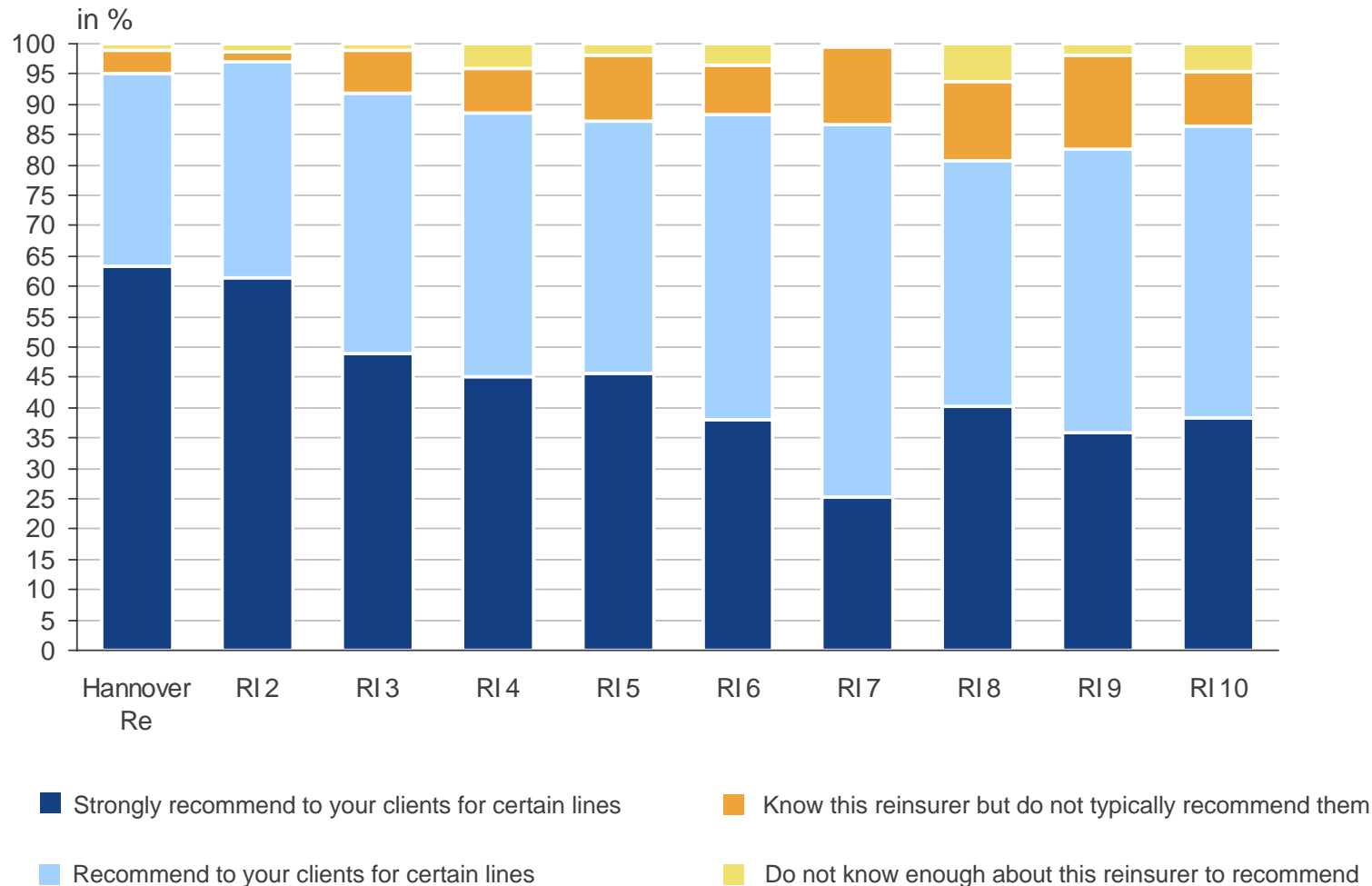
Hannover Re specially preferred for:



Impressive market recognition

98.8% OF THE BROKER COMMUNITY KNOW HANNOVER RE

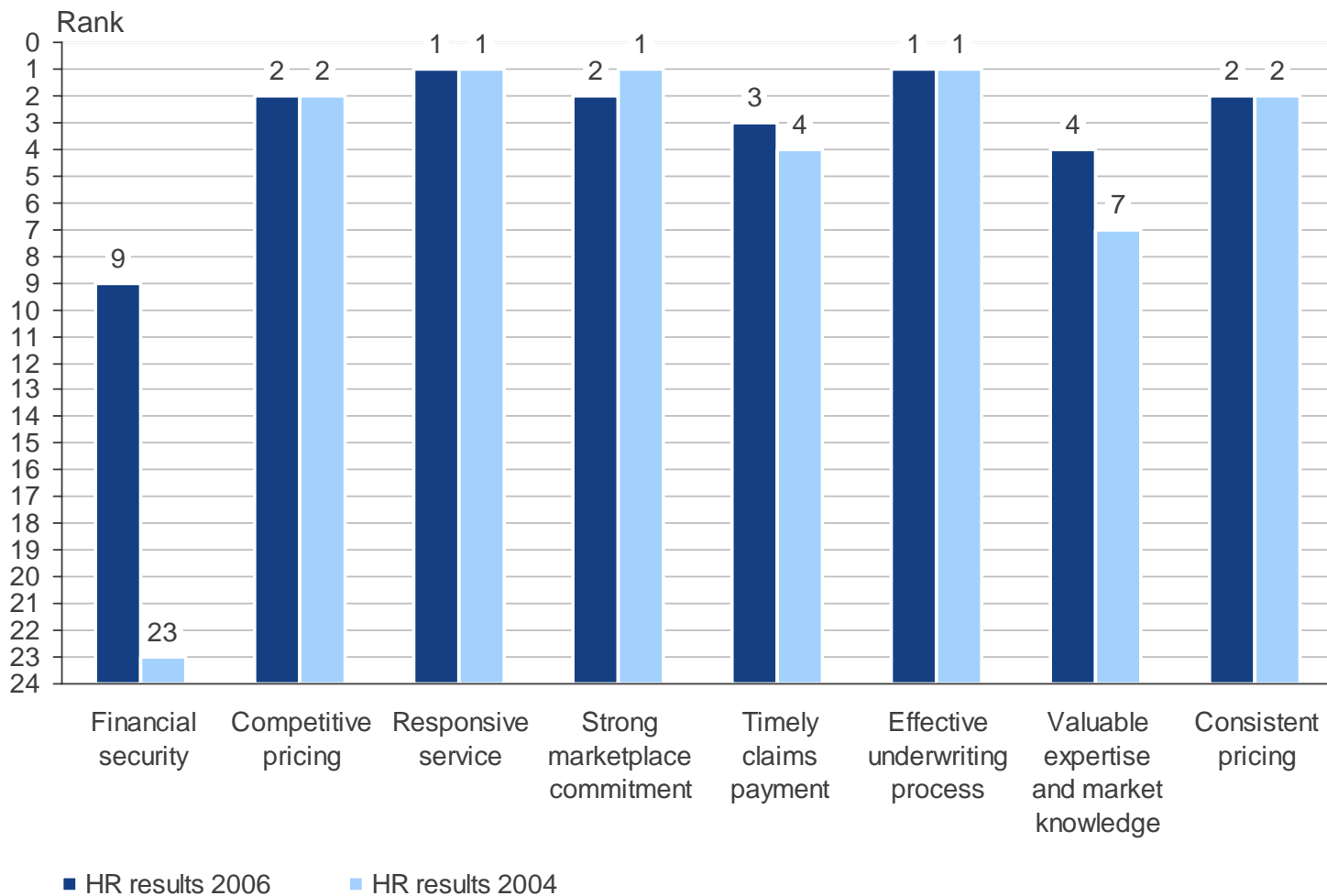
And 95% recommend Hannover Re to their clients



Hannover Re's ranking in competition

CONSISTENTLY HIGH PERFORMANCE LEVELS

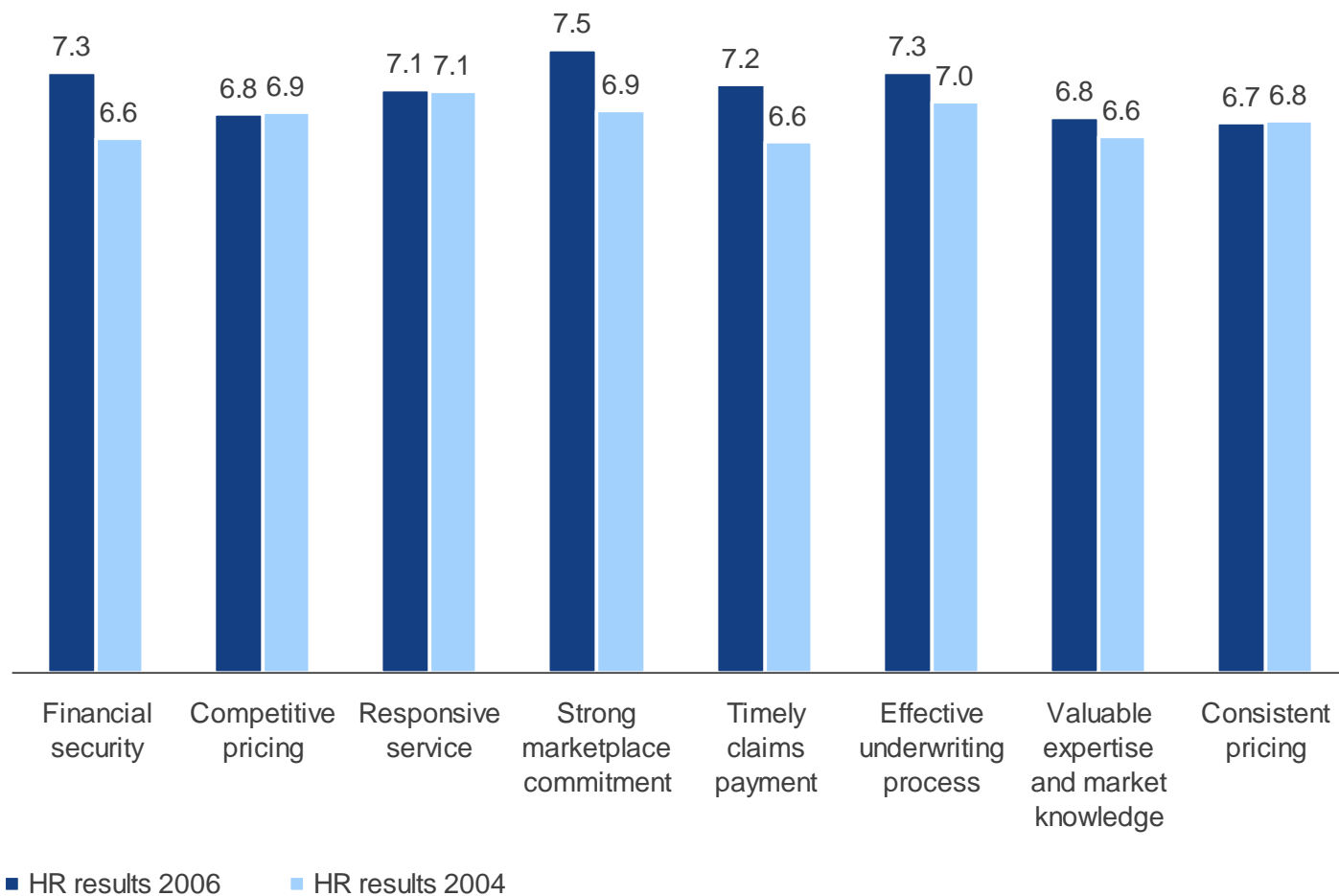
Evaluation factors in order of HR brokers prioritisation



According to the perception of HR brokers:

FURTHER IMPROVEMENT ON A HIGH PERFORMANCE LEVEL

On a scale from 1 - 9



General Outlook: What specific issues will be most critical to the intermediary market over the next 12-24 months?

MOST CRITICAL IN THE FUTURE: PROPERTY/CAT. ISSUES

. . . mentioned by more than 2/3 of the brokers

