

- // SI Re increases its premium income and enlarges its client base
- // With SI Re for a year already:
The new Assistant to the CEO and the Executive Board

STEPS 1/17

SI Re increases its premium income and enlarges its client base

In its 2017 January renewals, SI Re achieved a premium growth of more than 13%. The number of client relationships rose even more markedly by almost 17%. Since the 2012 renewals, SI Re has increased its client share steadily by almost 13% on average per year. As a consequence, the accounts today are in a much more balanced and stable position than they were six years ago.

The market environment hardly changed for reinsurers in the latest renewals. After 2015, a year in which, for the first time following years of steady growth, reinsurance capital stagnated at the previous year's level, such capital increased by more than 5% to USD 595 billion during the first nine months of 2016. According to Aon Benfield (the source for this calculation), this growth in capacity

outstripped demand for reinsurance coverage. Although losses from natural catastrophes increased to USD 53 billion in 2016 and therefore slightly exceeded the average figure for the last ten years, this nevertheless led to reduced price pressure only in specific markets and lines. Overall, reinsurers had to draw on their reserves again in order to achieve profitable business results in 2016 as well.

In this context, the success of SI Re is all the more remarkable, since the growth registered did not occur at the expense of underwriting profitability. Rather, SI Re observed that the push toward diversification of the reinsurance panel continues unabated, and that the number of quotation requests increased sharply, which can definitely be seen as evidence for the credibility of SI Re's consistent pricing policy.

With regard to the existing business, SI Re was able to maintain prices at the previous year's level and could even expand its shares slightly.

The company achieved premium growth as compared to the previous year via new business, 80% of which stemmed from new clients. This year SI Re also continued its strategy of underwriting a broadly diversified portfolio. While the portion of Group business in the renewed portfolio has remained relatively stable over the years, the company has succeeded in showing a two-digit increase in the number of its client relationships each year since 2012, with only one exception.

The business from Germany, Austria, Scandinavia and the Baltic States remained stable. SI Re was able to register moderate share increases and secure

SI Re – Mutually yours

Sustainable, agile, committed

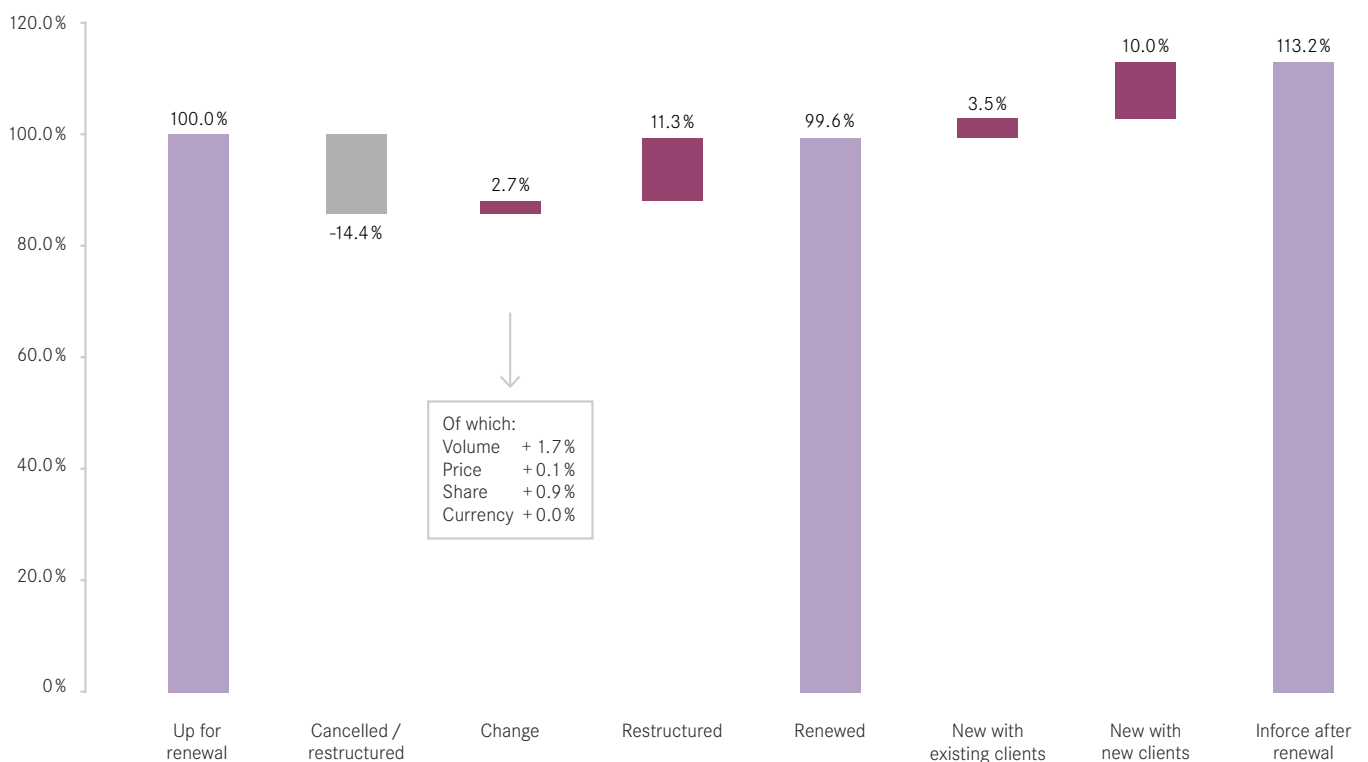
new business among existing clients in the Nordic countries as well as in Germany. In Austria, the company gained access to an important new client. In France and the Benelux countries, SI Re succeeded in establishing new business relationships. Pressure on prices showed first signs of easing. The number of inquiries received by SI Re from the Iberian Peninsula, Italy, Switzerland and

Eastern Europe rose considerably. Moreover, individual insurers increased their cessions to improve solvency.

Only minimal changes occurred in the insurance lines. SI Re increased the portion of the Motor segment by approx. 2 percentage points to a good 20% and in turn reduced the property line by 2.5 percentage points to about 29%. More-

over, the portion of the Accident and Health line decreased slightly, while the Liability business grew proportionately. Overall, upon conclusion of the renewals, SI Re recorded a good mixture of short- and long-term business and feels confirmed in its strategy of steadily expanding and deepening its portfolio through continuity, reliability and market knowledge.

JANUARY 2017 RENEWALS



With SI Re for a year already: The new Assistant to the CEO and the Executive Board

Flawless organization is the alpha and omega for the new Assistant to the CEO and the Executive Board of SI Re.

It has now been a year since Christa Dobmann took up her position as Assistant to the Executive Board at SI Re. The native from Lucerne switched to the reinsurance sector after 25 years with a major bank. At SI Re, she is responsible for the administrative and organizational tasks of the CEO and the Executive Board. She particularly appreciates the familiar atmosphere and culture of respect that characterize her new working environment. «That suits me well, as the individual counts,» she says, adding «this has helped me to learn the ropes quickly and become a member of the team. The first year just flew by.»

Her start took place in the middle of a particularly hectic period: preparations for the biannual meetings of the Executive Board as well as planning of the CEO's travel schedule were pending. At the same time, other new staff arrivals had to be integrated into the finance and technical accounting departments.

Bertrand R. Wollner, CEO of SI Re, says: «Christa is very well organized. She thinks ahead and sets the right priorities. She has sophisticated working methods and her pragmatic and solution-oriented approach suits us very well at hectic moments. I feel my work load has been

lightened in many areas and, as a result, I can proceed with the development of our company in a more targeted manner.»

In her activity as Assistant to the CEO and Executive Board, Christa Dobmann deals with a wide variety of people both inside and outside of SI Re, ranging from craftsmen, clients and colleagues right up to the Executive Board. «The broad range of different encounters makes my work varied and exciting,» says Christa Dobmann and explains, «I consider a flawless organization and ongoing prioritization of tasks that arise as indispensable in my job. Often many different things land simultaneously on my desk, and I have to maintain an overview at all times. But that's exactly what I enjoy doing and what challenges me every day.»

Her work is exceptionally diverse, and she particularly appreciates that she can contribute her own ideas and thereby reshape her working processes herself. She is continually impressed by the short decision paths involved and how extremely efficiently something can be decided on and implemented.

She also appreciates the fact that the SI Re offices in Zug are so centrally located and technically well equipped. Christa Dobmann particularly enjoys spending her midday break at the nearby Lake of Zug in order to load up on fresh air and energy.



Given her enthusiasm for the cultural landmark of her hometown, the Culture and Convention Center of Lucerne (KKL), she has also engaged herself with heart and soul since 2014 as the Managing Director of the Concert Hall Foundation. Another passion is gathering expertise on the development, history and production of niche perfumes, i.e. fragrances outside the mainstream, from natural precious ingredients by professional perfumers. The art of composing a perfume, which requires particular creativity, experience and skills, fascinates her. In her free time, Christa Dobmann likes to relax by cooking, trying out new recipes and enjoying her creations.

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