



Meet Raetsheren

Raetsheren van Orden Group

Our companies

Employees

223

FTEs

190.5

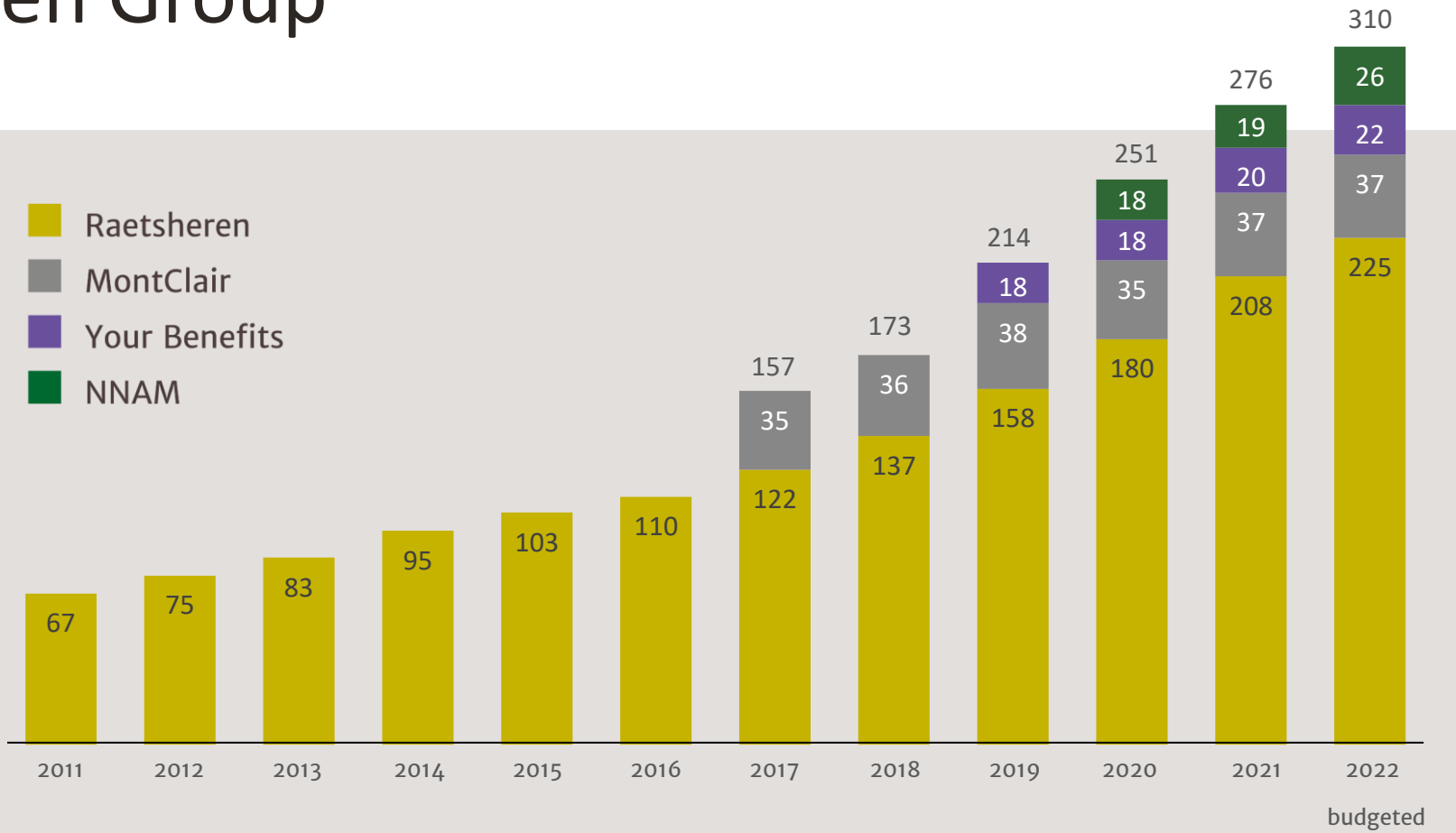
Premium volume

€ 280 million



Raetsheren van Orden Group

Premium volume
(€ million)



Raetsheren van Orden Group

Premium volume (based on line of business)



Raetsheren

- Insurance broker:
 - Innovative
 - Autonomous
 - Independent
 - International
- Not owned by any banks or insurance company.
- The specialists and advisors of Raetsheren are familiar with their clients' business, the markets in which they operate and the world of risks and insurance.
- Using knowledge, experience and expertise, we support our clients with segment-specific solutions.
- The experienced team of claim handlers provide the proper guidance during and after an event which gives rise to loss/damage.

FTEs

206

Premium volume

€ 280 million



MontClair

International clients

- Strong focus on non-life insurance and risk management for international companies: multinationals and other commercial customers.
- The MontClair Global Network comprises more than 100 partners in 70 countries.
- MontClair is also a member of various international networks.
- The team consists of more than 15 professionals in non-life insurance, claims handling and international coordination.
- The added value of our international services is mainly in Compliance, Control, Consolidation, Costs and Care.

MontClair Global Network

**100 partners
in 80 countries**



MontClair

Employee Benefits

- Employee Benefits (EB) with a new online portal: MontClair Xpert Suite.
- Clients varying from multinationals to large corporate clients.
- Team of > 15 EB professionals: pension specialists, healthcare and income specialists and EB consultants.
- All EB elements are integrated within the services: group pension schemes, health & vitality, disability, accidents, financial planning and communication.

FTEs

23

Premium volume

€ 35 million

Corporate clients

> 650



Intermont Assuradeuren - MGA

- Independent entity and entirely separate (Chinese Walls) from the brokers within the Raetsheren van Orden Group.
- Own risk engineer, along with specific prevention tooling for selected segments.
- Lloyds cover holder.
- Specialised in European tenders (own Tender Desk).
- Focus on specific insurance sectors: Real estate, Motor Vehicle, Accidents, Property, Liability, Directors' and Officers' Liability, Marine, Legal Assistance, Employee Benefits.

FTEs

25


Premium volume

€ 108 million




Intermont Assuradeuren - MGA

Carriers


 Achmea Schadeverzekeringen N.V. operating under the name of Avero Achmea


 AIG Europe SA

 Algemene Friese Onderlinge Schadeverzekeringsmaatschappij 'Zevenwouden' U.A.

 ASR Schadeverzekering N.V.

 AXA XL


 Baloise Belgium N.V.


 Chubb European Group SE

 DAS Nederlandse Rechtsbijstand Verzekeringmaatschappij N.V.


 DUPI Underwriting Agencies B.V.

 Elipslife


 Ergo Versicherung AG


 Ethias N.V.


 Eucare Insurance PCC Limited

 Everest

 Guardian Group Nederland h.o.d.n. Fatum General Insurance N.V.


 Gaede & Glauerdt Assecurateur GmbH & Co. KG

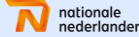
 Glasassurantie Maatschappij Midglas N.V.


 HDI Global SE

 Liberty Mutual Insurance Europe SE


 Maas Lloyd

 MS Amlin Insurance SE


 Nationale-Nederlanden Schadeverzekering Maatschappij N.V.

 Quantum Leben

 Royal & Sun Alliance Insurance PLC

 Samenwerking Glasverzekering N.V.

 VHV Allgemeine Versicherung AG

 Zurich Global Corporate Benelux



Your Benefits

- Acquired in 2018 by Raetsheren van Orden Group.
- Predominantly insurance for private individuals, freelancers and SMEs.
- Focussed on the online market with its own market-specific products.
- Multi-channel and multi-label strategy with maximum flexibility.
- Some parts of the service that fall under the core tasks of brokers are fee-based.

FTEs

15.3

Premium volume

€ 18 million

Policies

> 150,000



Raetsheren van Orden Consulting

- Through Tender Desk, under the guidance of a lawyer specialising in the tender process, provides complete procedural, legal and underwriting support in European and private tender processes.
- Writes independent advice in relation to insurance, risk management, prevention and/or insurance mergers.
- Has its own risk engineer for on-site prevention advice, with reporting and follow-up through digital tooling.
- For Housing Associations, provides the Raetsheren Inspection and Prevention Platform.





Noord-Nederlandse Assurantiemakelaars B.V.

- Acquired by Raetsheren in September 2020.
- Specialised B2B maritime and non-marine broker.
- Products: marine hull and acts of war risks, construction insurance, Loss of hire insurance, P&I insurance
- Crew insurance
- Corporate liability insurance/Property
- Network:
 - Extensive international network of surveyors, lawyers, loss adjusters, salvage and towing companies.
 - Places risks with more than 40 risk bearers in the Netherlands, Scandinavia, UK, Spain, France, Belgium, Italy, Japan and Germany.

FTEs

20

Premium volume

€ 30 million

Portfolio

> 300 vessels





Vision: We believe that change is an opportunity

Enterprising organisations want to be able to take advantage, responsibly, of the latest developments, in order to exploit opportunities and create value for customers.

We work for clients who do business and make choices.

These choices must be made responsibly, because everyone wants to be risk aware and confident in order to achieve ambitions.

Strategy



Economy of scale is important for the future



- Risk management skills.
- Specialised expertise.
- Global capacity.
- Excelling in IT and data capabilities and solutions in order to stimulate growth.
- Underwriting facilities.

Raetsheren in a strong position



- Entrepreneurial, commercial team of motivated professionals with a winning mentality.
- Distinctive through segment-specific expert knowledge and solutions.
- Well positioned within the business market; smartly anticipated transparency and technological developments.
- Financial: excellent track record.
- We see many opportunities for growth, autonomous and through acquisitions.

Pursue growth together!



- Guaranteeing culture and continuity (personnel).
- Make Raetsheren a leading digital broker providing services of high added value.
- Invest in the organisation.
- Focus on segments is pivotal: existing and focussed on new segments.
- Enhance with add-on acquisitions: commercial and consumers.



Segments



Specialised in the following segments

Public

55%

- Housing associations
- Safety & Health
- Education
- Municipalities & Public sectors
- Healthcare

Companies

45%

- Real Estate & Owners' Associations
- Mobility
- Food, Packaging & Retail
- Trade & Commodities
- Logistics & Warehousing
- Building & Construction
- Professional services
- Trade Credit



Services

Solutions & Services

Assets

Tender Desk

Partner for brokers (Domestic & International)

Liabilities

International programmes and global services

People

Risk management and prevention support

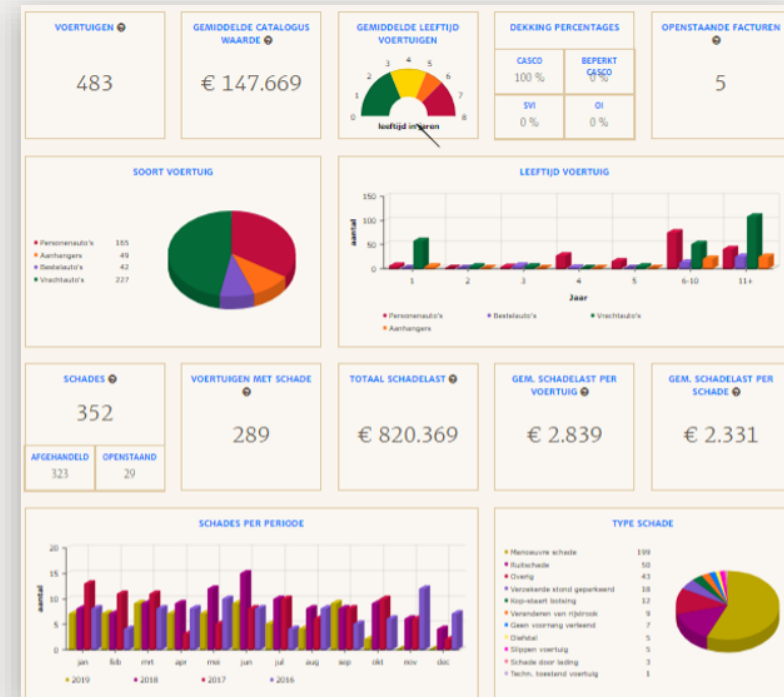
Employee Benefits & Pension Consultancy



Portals

Smart ICT solutions

- Raetsheren Digital for policy and claims management.
- Wagenpark Online (*Fleet Online*).
- Marine Online.
- Werkmaterieel Online (*Equipment Online*).



Contact

- Raetsheren head office:

Arcadialaan 36a
P.O. Box 1015
1810 KA Alkmaar

+31 (0)72 541 41 51
home@raetsheren.nl

- For International related queries:

Duncan Berrevoet – d.berrevoet@montclair.nl

- Raetsheren branches:

– Rotterdam
– Eindhoven
– Hilversum
– Leeuwarden
– Groningen

