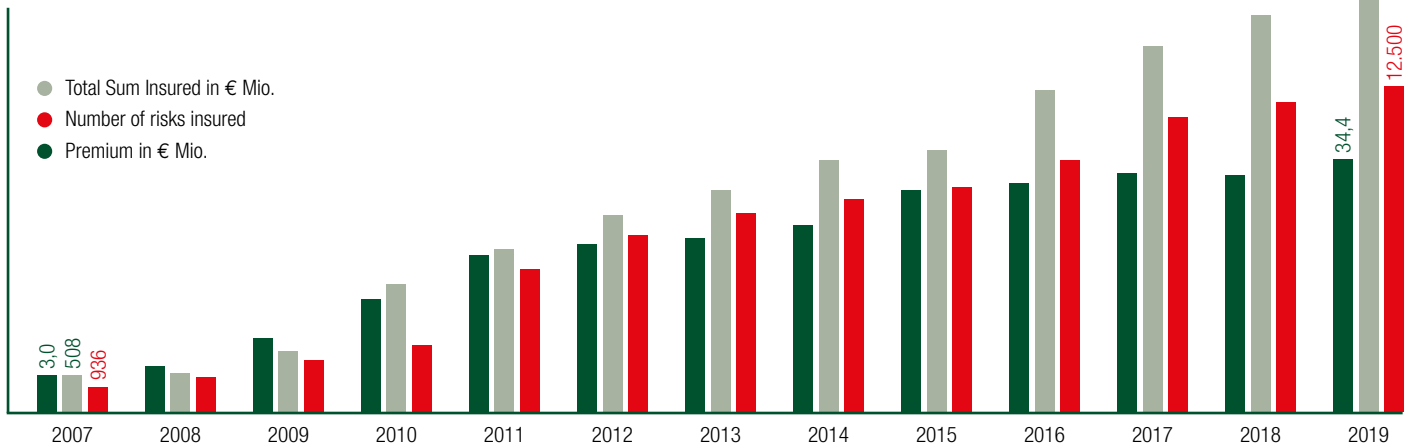


DEVELOPMENT



STRATEGY

Hübener's business strategy focuses on the dynamic expansion of existing niche markets coupled with growth in new specialized areas. This is achieved through intensive cooperation with competent local insurance agents and brokers. Hübener does not attempt to compete with other risk carriers in the mass personal lines market. The key element of its strategic planning is to offer cover for commercial risks

most insurers try to avoid. Longstanding relationships with leading global reinsurance companies enable Hübener to solidly reinsure the non-standard and often very volatile risks which are underwritten. The Company's team of reinsurers have a combined average S&P Rating of 'AA (stable outlook)'.

KEY FIGURES

