

# Our success strategy

Interview with Hans Joachim Guenther, Chief Underwriting Officer and Head of Reinsurance, Europe & Asia and Chris Schaper, Chief Underwriting Officer and Head of Reinsurance, Bermuda, Endurance Specialty Insurance Ltd.

## What is Endurance's strategy to service Europe and Asia?



**HJG:** Our goal is to be recognised as the best specialty reinsurer in the world. We plan to achieve this through an account management approach where strong local relationships are

coupled with the specialty expertise of our underwriters, claims and actuarial colleagues around the globe. This model enables us to bring the power of a multi-line reinsurer to our clients along with depth of experience in the local markets.

## What do you see as the key to Endurance's success in Europe?

**HJG:** Building and maintaining strong relationships with our clients and brokers will be critical to our success. In-depth knowledge of our clients and their business models will enable us to differentiate our underwriting approach, both on service and pricing.

**CS:** Having the right people is the key. Through the hiring of additional specialty market experts in our Zurich and Singapore branch offices we will further enhance our credibility with our clients.

## What about your London reinsurance operation?

**HJG:** Our London office will focus on expanding our existing portfolio of clients in the United Kingdom and Ireland and providing specialty product expertise. For example, London continues to be a centre of excellence for our Personal Accident line.

We recently named Lauren Kent as Head of Reinsurance in London. Lauren has 18 years experience in the industry including five years working for Endurance in our London and New York offices.

## And in Asia?

**HJG:** Singapore is a growing reinsurance hub and gateway to clients in the Asia and Pacific region. Patrick Aeschbacher, Head of Reinsurance in Asia, joined Endurance in Singapore earlier this year. He has more than twenty years of industry experience including eleven years in the Singapore reinsurance market.

## Mr. Schaper, what is the advantage of having colleagues in Europe and Asia?



**CS:** We have always serviced these regions, underwriting catastrophic risk for our European and Asian clients out of Bermuda. With our experienced team and advanced modeling capabilities, Bermuda

will continue to be the hub for our catastrophe underwriting. As we become geographically closer to our clients, we will benefit by gaining an even better understanding of their risk portfolios, tolerance levels and needs.

## What is your staffing plan?

**HJG:** We are building our team with a number of senior underwriters and actuaries:

Laurent Beaugard and Patrizio Amedio Cassinis joined our Zurich operation as Senior Account Underwriters

focused on the French speaking and Southern European markets, respectively. They bring a combined 40 years experience in reinsurance and deep knowledge of the European markets.

In Singapore, Patrick is supported by Kevin Quek, a Senior Account Underwriter with 16 years experience in treaty underwriting and claims in the Asia and Pacific markets. We are actively recruiting experienced talent and expect several senior hires to be joining Endurance in the near future.

These professionals bring to Endurance not only visibility and experience in the regions in which they operate but a deep understanding of the local culture and native language capability. By developing a deeper understanding of clients' risk portfolios we can more effectively underwrite their risks as well as deliver consultative risk management services throughout the year.

**CS:** Since Endurance was founded in 2001, we have been building onto the core team in Bermuda, adding knowledgeable underwriters with both technical expertise and transaction specific experience. This provides us with a very solid foundation upon which to operate effectively within the market.

## What specialty products are you writing?

**HJG:** We are able to offer broad multi-line capability through a network of specialists across our global teams. In addition to our property and casualty treaty portfolios, specialty reinsurance product lines include property catastrophe, surety, aerospace, personal accident, marine and agriculture. We continue to grow our expertise in areas where client needs emerge.

**CS:** Since inception, Endurance has had a core business focused on catastrophic risk providing both traditional products and customised individual solutions. We pride ourselves on the consistency and transparency of our underwriting process, built on a foundation of proprietary tools and specialised modeling techniques.

## Why now?

**HJG:** We are building for the long term – both to service clients and brokers in the current soft market and to be an effective long-term market for all our clients.

**CS:** At Endurance, we have worked hard to develop our technical and underwriting capabilities so that we can bring value during all business cycles.