

# Howden Re: A recent story

European Growth Conference 2025

**Massimo Reina**

CEO, Howden Re International

**HOWDEN**



# Howden Re

Global reinsurance,  
capital and strategic advisory

18.5bn

GWP

38

Locations

1,000+

Employees

**US & Bermuda**

- Atlanta
- Boston
- Chicago
- Dallas
- Hamilton
- Los Angeles
- Miami
- Minneapolis
- New York
- San Francisco
- Stamford

**LatAm**

- Bogotá
- Mexico City
- Rio de Janeiro
- São Paulo

**MEA**

- Dubai
- Johannesburg
- Tel Aviv

**UK & Europe**

- |            |            |
|------------|------------|
| Athens     | London     |
| Amsterdam  | Luxembourg |
| Barcelona  | Madrid     |
| Basel      | Milan      |
| Brussels   | Paris      |
| Düsseldorf | Prague     |
| Hamburg    | Stockholm  |
| Istanbul   | Zurich     |

**APAC**

- Beijing
- Hong Kong
- Tokyo
- Singapore
- Sydney

● Howden Re presence

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# Our Winning Aspiration

## Group

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“To be a great global business that we’re proud of, which clients, markets and partners love, and which is using our collective power to change how the world sees risk and insurance.”

By 2030, we will have:

- Revenue of **£10bn** and EBITDA of **£3bn**
- A market cap of **£50bn**
- **40,000** employees, half of whom are shareholders

## Howden Re International

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“Through deeper understanding of our client’s objectives and reinsurer appetite, we can thoughtfully quantify risk and more effectively match it to capital. This is executed via our uniquely integrated operating model, which enables us to be truly capital and solution agnostic when delivering differentiated value to our clients, and generating opportunity for our markets ”

By 2030, we will have:

- Revenue of **£200m** and EBITDA of **£50m**

# Four Forces Shaping our Industry

## Risky Business

Increasingly complex landscape, growing natural disasters and uncertain trade is demanding focus on resilience, adaptability and proactive action

## Healthy Supply

Strong capitalization and willingness to deploy capacity makes it a favourable year with market in a position to assume greater levels of risk

## Rate Reductions

With widespread rate reductions the market has entered a new phase of the cycle with lower costs observed for the first time since 2020

## Innovations Rules

More innovation, collaboration and listening to the needs of the end customer will drive industry growth

These four powerful forces have converged, creating a new opportunity for the global (re)insurance industry to enhance its relevance by expanding coverage into new areas

Our uniquely integrated operating model

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## Howden Re Treaty

- Global business and infrastructure strengthened by significant investment in the International platform
- Full service, multi-class expertise across Property, Casualty, Cyber, Specialty and Life & Health
- International networks for collaboration and best practice across claims handling, accounting and broker support

## Howden Re Facultative

- Largest facultative broker in London working closely alongside local facultative experts and local market practitioners
- Multi-line and product expertise including individual risk, reporter, and treaty hybrid capacities
- Close connection and collaboration with treaty colleagues to ensure optimum application of treaty and facultative capacity

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### Strategic Advisory & Analytics

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## HCMA Howden Capital Markets Advisory

- Premier insurance-focused investment banking group
- Expertise in ILS, M&A, capital raising and general strategic advice
- Strong market presence as a Cat Bond structurer / bookrunner, and the fastest growing global ILS platform by market share

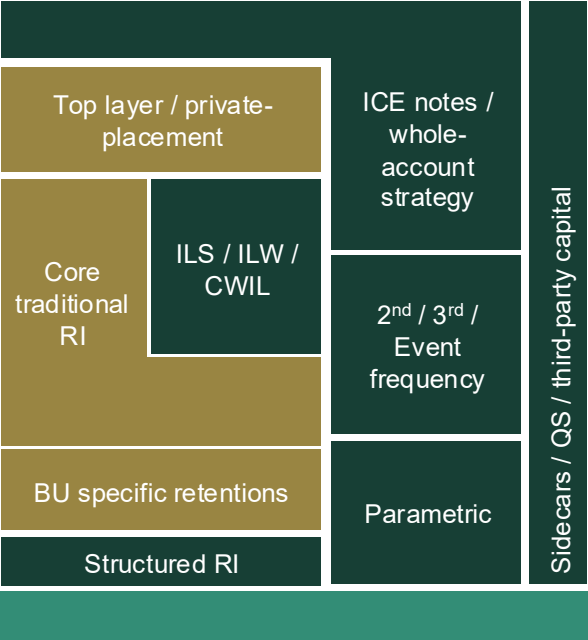


- Program business as a global specialty
- Specialist delegated binding authority division
- High quality, tech-enabled specialists maximising clients potential for growth and performance

*We offer fully integrated client teams that are solutional and product agnostic*

# Howden Re: Our capabilities

	Reinsurance brokers	Investment banks	Consultants	Your <b>HOWDEN</b> Team
Traditional reinsurance	✓	✗	✗	✓
Structured reinsurance	✓	✗	✗	✓
Retrospective solutions	✓	✗	✓	✓
Parametric solutions	✓	✗	✗	✓
Collateralised Reinsurance	✓	✗	✗	✓
Sidecars	✓	✓	✗	✓
Insurance linked securities	✓	✓	✗	✓
Debt capital markets	✗	✓	✗	✓
M&A	✗	✓	✗	✓
Corporate strategy	✗	✗	✓	✓
Business analytics	✗	✗	✓	✓
Capital / Funds at Lloyd's	✓	✗	✗	✓



Traditional RI consultancy  
Howden Re

Our team

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Massimo Reina

CEO

Seb Cook

Deputy CEO

Andy Souter

APAC

Tobias Andersson

Continental Europe

Mario Baotic

IGM

Matt Westerman

London Int.

Luigi Boglione

Int. Fac

Ollie Campbell

Int. Globals

Tim Edwards & Florent Scarabin - Analytics

Alex Roth – Capital and Operational Solutions

Wolfram Schultz – European Casualty

Tom Finch – Prospective Solutions

Pierpaolo Iaquina – Value Delivery Team (VDT)

## International Clients

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International Clients

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# How do we win?



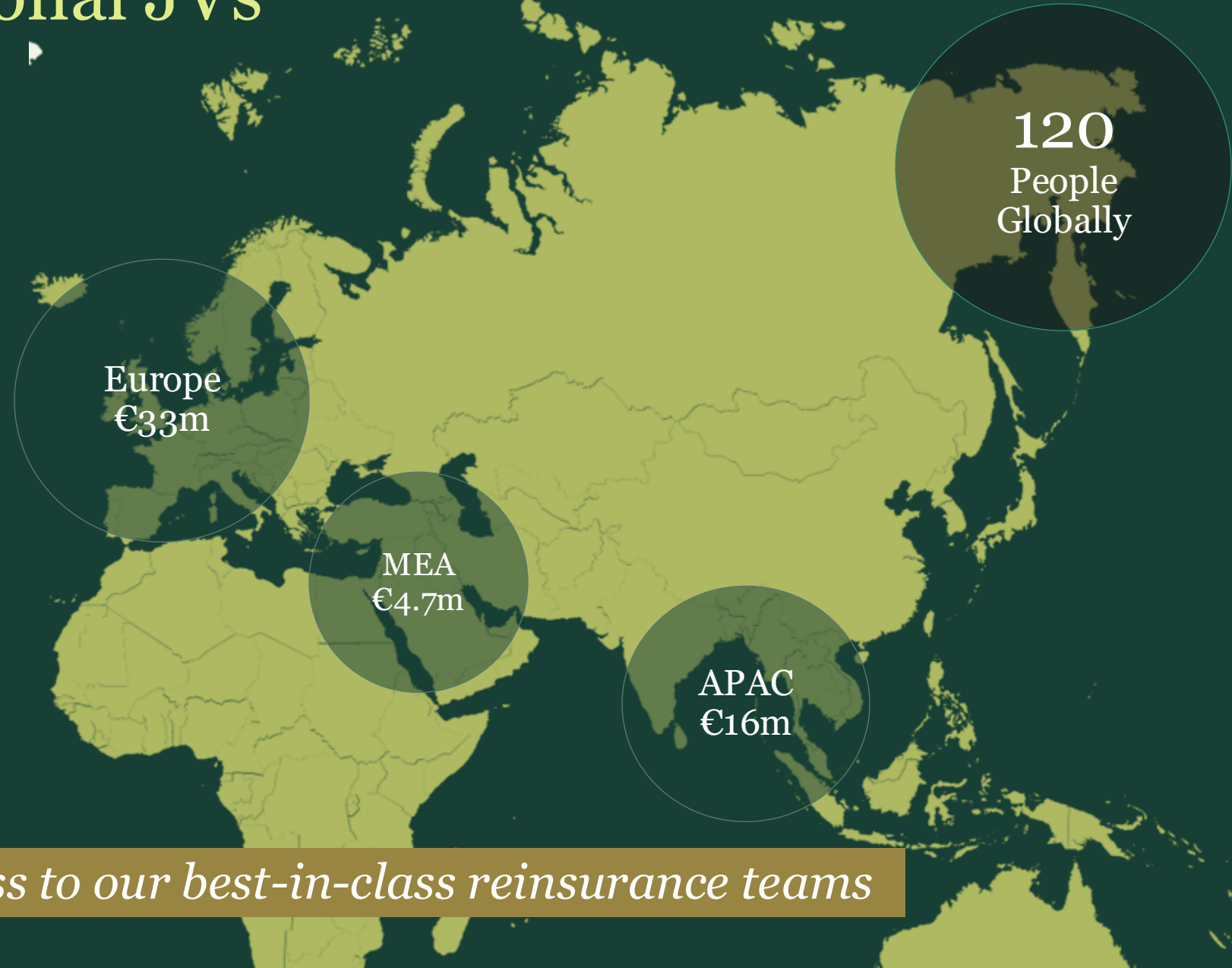
First class client experience in every area.

- ✓ Highest quality talent
- ✓ Integrated Client Teams
- ✓ Proximity

# International FAC - Regional JVs

## Regional FAC JVs Purpose

- Align financial interests
- Collaborate better together, encourage teamwork and the right behaviours
- Find smart solutions for clients and grow Group revenues



*Our clients have access to our best-in-class reinsurance teams*

(100% figures)

## Regional FAC JVs Highlights

### Europe

- JV Between RE & Retail
- 36 People
- Offices in:  
Italy, DACH,  
Nordics, Spain

### MEA

- JV Between RE & Retail
- 17 People
- Offices in:  
UAE, KSA,  
South Africa

### APAC

- JV Between RE & Specialty
- 30 People
- Offices in:  
Singapore, Australia,  
Malaysia, Japan,  
Taiwan, China

# International FAC Leadership

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International FAC & JVs  
Luigi Boglione

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Italy  
Alberto Carrara, Alessio Izzo

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DACH, Benelux, France  
Marenco Scholz

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Nordics  
Camilla Langensjo

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Spain  
Jordi Poveda

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Asia Pac  
Cynthia Cui, Peter Naylor

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MEA  
Julian Samengo-Turner

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London - Iberia & LATAM  
Creg Curtis

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London - Europe & Pacific broking  
Akshay Reddy

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London – CEE  
Tom Sharman

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## London International FAC

- 37 Colleagues
- Operates across all regions & LOBs
- Supports and contributes to regional FAC JV budgets

# Success Stories

Real life example of collaboration across the Group



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# Collaboration

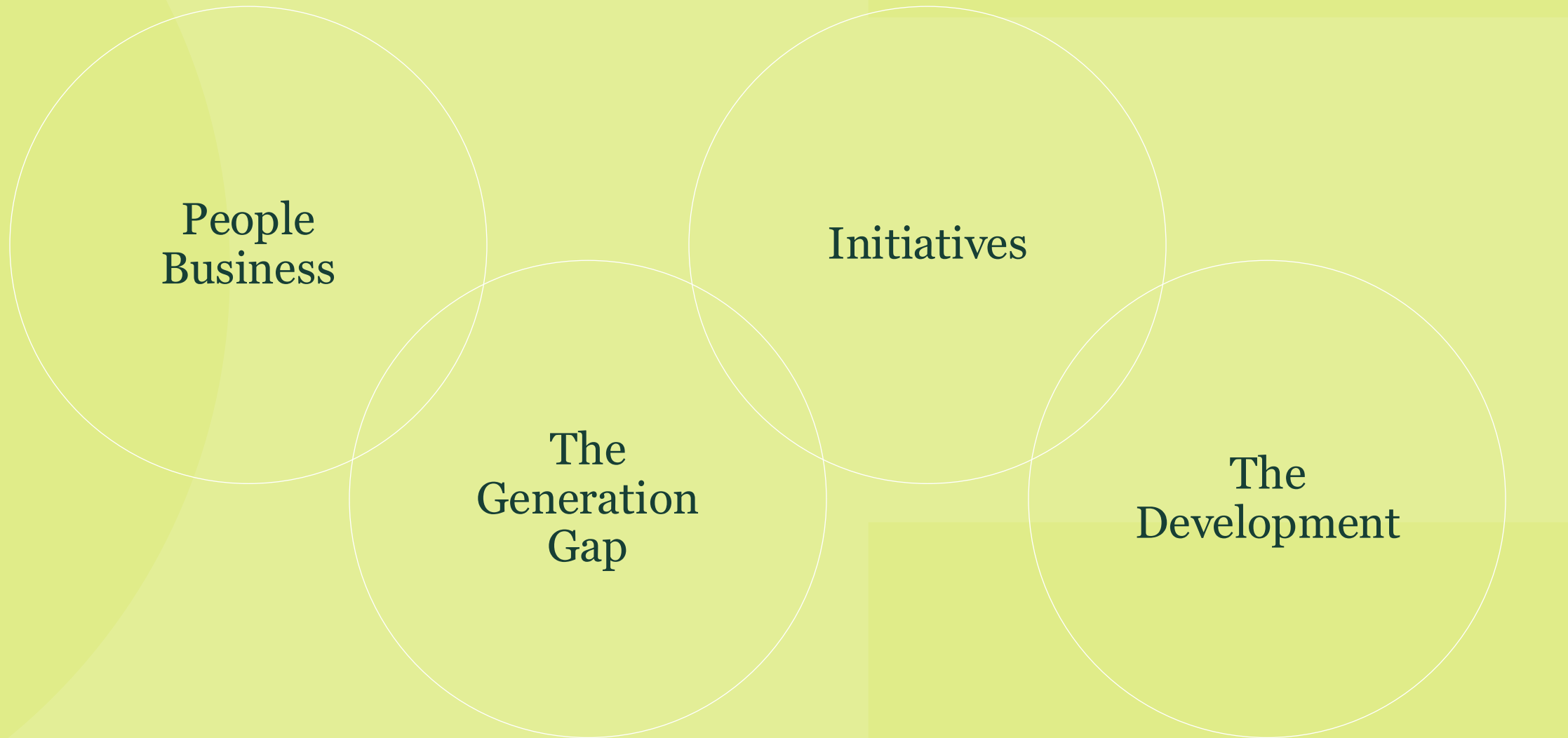


Relationships

Market  
Intelligence

What can  
Howden Re  
offer

# Talent



**HOWDEN**