

The Tigers are here

TigerRisk Partners was founded in 2008 with a vision to focus on providing its clients very high levels of bespoke service, capability and quality of ideas. In September 2014, the reinsurance broker expanded in Bermuda with a new office focussing on retrocession business and in August 2015, it launched its Asia operation in Hong Kong. **Mr Jim Dowd**, its Chairman – International, shares what differentiates the firm and what is next on its expansion plans.

By **Benjamin Ang**

TigerRisk Partners is a privately-held reinsurance and risk/capital management adviser.

While it was only formed in 2008, the age of the firm fails to reflect the “hundreds of years of professional experience” represented by its group of industry leaders with diverse backgrounds and in-depth experience on all sides of the insurance market - CAT model vendors, primary insurers, reinsurers, and brokers, said Mr Dowd, who has 42 years of experience in (re)insurance at the enterprise level.

“The talented team assembled by the leadership and pedigree of our founders Chairman Jim Stanard, and CEO Rod Fox, gives us unmatched insight into reinsurer pricing methodology, reinsurance design, and placement strategies and execution,” he said.

Complex needs, bespoke service

On its vision to focus on providing very high levels of bespoke service, capability and quality of ideas, Mr Dowd said: “We are bringing science and intellectual rigour to the spectrum of activities. It is our obsession to be nimble and

to be committed to innovation in everything we do and we are the intelligent alternative to the ‘Big 3’.”

He added: “Our client base tends to be a limited number of larger insurance companies with complex reinsurance and capital needs. It has since grown rapidly and includes many household names.”

Capital stewardship, alternative sources

“The recent integration of a first-class capital markets team into our midst under the direction of Tony Ursano, a very seasoned insurance investment banker, is an illustration of our commitment to be a full service adviser to our clients,” said Mr Dowd.

“Tony and his team permits us to address all questions of capital stewardship, protection, addition and post event replacement. Reinsurance is a single source of capital protection and we are positioned to address all of the alternative sources of capital as well. This important addition is embedded in our corporate body and will be a real force multiplier for Tiger,” he said, adding that this is especially so as at the moment corporate consolidation activity is pretty active, as it always is in periods of market uncertainty.

“Whether the solution suggested is an insurance linked security, a sidecar, capital raising, alternative reinsurance providers or a business consolidation or disposal, we can help. It fills out the quiver of skills we bring to the markets where we will operate.”

Asia still the place to be

As a relatively young company, it has already established its presence in Asia with the opening of TigerRisk China Partners’ office in Hong Kong this August, under the leadership of Dr Houqin Zhu, a seasoned reinsurance professional.

Its interest in Asia is easily explained, he said. The firm believes that the 21st century belongs to Asia in terms of expected economic growth and development. These outsized growth rates in many Asia economies will outpace the more mature markets of North America and Europe for decades.

The increasing levels of insurance penetration, a growing recognition that risk exposure measurement may be materially understated, and a pressing need for more precise exposure measurement and management in the region, “describe the opportunity for TigerRisk, whose ‘sweet spot’ is exposure measurement, management and mitigation”. While others may be more established in the region, he said that “there is no bad time to jump on a rising escalator”.

“We want to be a responsible agent of change and innovation in a region hungry for solutions, new products, more precise assessment of exposures and more choices in the management and mitigation of that exposure. We have a proven track record in North America, London and Bermuda, and we look forward to making new friends in Asia to do the same.”

Continued geographic expansion

On what is next on the agenda, Mr Dowd said it is the company’s long term aspiration to follow, advise on and lubricate capital flow and capacity to all major financial centres and that would include Continental Europe, Latin America and the Middle East.

“We are already in New York, London, Bermuda, Hong Kong, Chicago, Stamford, Raleigh and Minneapolis. Geographic expansion is an important part of our future,” he concluded. **A**



Mr Jim Dowd