



HSBC Insurance Brokers

Reinsurance Practice

*Profit from advice*

HSBC  Insurance

## Reinsurance Practice

At HSBC Insurance Brokers we place quality of advice and excellence of service standards at the core of our business relationships. The Reinsurance Practice holds these same values and offers clients complementary expertise, across all classes of business.

$$\frac{\beta^2}{2} m_0 c^2 = \frac{v^2}{2c^2} m_0 c^2$$

1808  $dx_3^2 - c^2$

$$\frac{1}{\sqrt{1-\beta^2}} \approx \left(1 + \frac{\beta^2}{2}\right)$$
$$= \begin{bmatrix} 3 \cos(3\sqrt{3}t) \\ \cos(3\sqrt{3}t + i \sin\sqrt{3}) \end{bmatrix}$$
$$= \begin{bmatrix} 3 \\ 1 + \sqrt{3}i \end{bmatrix} X'(t) + \sqrt{3}t$$
$$n_1 + (-1 - 8i)n_2 = 0$$
$$\approx \frac{\beta_2}{2} m_0 c^2 = \frac{v^2}{2c^2} = 7$$



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Our business partners value technical skills and depth of understanding above a commoditised, transactional approach. We seek to address not only the immediate business requirements, but also the longer term, more strategic challenges that our partners face. Our objective is clear; we believe that our partners should profit from all aspects of our joint relationship.

## Stability

Our broking origins date back to 1808 and the very beginnings of Lloyd's Broking, evidenced by our broker number, GHC501. Today, HSBC Insurance Brokers is one of the largest international insurance broking, risk management and employee benefits organisations in the world. We are the only major insurance broker that forms part of a global banking group, offering our partners access to unparalleled financial capabilities.

Our partners can be assured of stability across all aspects of our business relationships; ownership, operations and team.

## Solution

Our proposition is quite simply based on our understanding of our partners' needs, the development of a bespoke solution, and delivery to the highest standard. For us, transparency is the key to understanding the objectives and constraints faced by our partners.

We have a dedicated team of market-leading, specialist brokers, technicians, actuaries and catastrophe modelling experts and we proactively draw upon the HSBC Group's international presence and that of our network partner, Assurex.

There are times when existing products cannot deliver a sufficient solution, such as areas of changing risk management or emerging risk, and in these cases we have developed, and will continue to actively develop, new products and markets.

## Service

We believe that our advice should profit our partners throughout the life of a relationship, not purely at the conclusion of a deal. Our commitment to service is measurable: we do not outsource our services to third parties, nor have we relocated our 'back-office' functions. Our partners deal with one integrated team; our advice, documentation, accounting and claims are all delivered from our headquarters in London.

# About Us

Our team is long-standing and is renowned for its ability to combine the know-how of its individuals with market knowledge and service excellence. The team interacts seamlessly across territories, classes and disciplines to deliver optimum reinsurance solutions and a proactive professional service.

To know more about the Reinsurance Practice please get in touch with any of our key contacts:

## Key Contacts:



**Morley Speed**

Head of Reinsurance, Aviation and Marine (RAM)

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Morley joined HSBC in 1989 and was appointed Head of Practice in 2002. Morley now has overall responsibility for the Reinsurance, Aviation, Marine, Cargo and Accident and Health Practices.

A board member of HSBC Insurance Brokers, Morley represents HSBC on LIIBA. Morley is a Fellow of the Chartered Insurance Institute.



**Paul Bumpstead**

Head of Reinsurance Practice

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Paul joined HSBC from PWS in 1988 and was appointed Head of Practice in 2006.

Paul has over 35 years' experience spanning all classes and territories and has overall responsibility for the Practice's relationship with the reinsurance buyers within the HSBC Group.



**Brendan Barrett**  
Senior Development Executive

**T:** +44 (0)20 7661 2393  
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Brendan joined HSBC in 1995 and his role in the Reinsurance Practice encompasses a wide range of technical, analytical, broking and business development work.

He began his reinsurance career with Greig Fester in 1990 before working for a direct insurer in Australia for two years.

Brendan has a Diploma in Financial Management from ACCA.



**Giacomo Birolini**  
Deputy Head,  
Milan Representative Office

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Giacomo joined HSBC in 2001, and as Deputy Head of the Milan Representative Office. He is responsible for developing reinsurance business for HSBC Insurance Brokers in Italy, Israel and Malta.

Previously, Giacomo held senior positions at Aon Re Italia, Lloyd Italcico Spa and La Fenice Ri.

Giacomo is a fluent Italian and English speaker, has a Diploma from the Italian State Scientific Lyceum; a Triennium from Genova State University; a Diploma from the CII and is presently studying for an ACII Advanced Diploma in Insurance.



**Christopher Blackmore**  
Divisional Director

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Christopher joined HSBC in 1990 and is now responsible for the Terrorism team within the Reinsurance Practice.

Prior to joining HSBC Christopher had 20 years' experience in Treaty Reinsurance and Property Facultative business with Lees Preston Fairly, Morgan Reed & Coleman and Jardine Thompson Graham.



**Graham Bundock**  
Head of Production, Middle East, USA,  
Scandinavia, Retro WW

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Graham joined HSBC in 1995 and, as one of the Heads of Production, has an active role in assisting with the running of the Reinsurance Practice. He leads the development of business in the Middle East, USA, Scandinavia and Retro worldwide.

Graham has over 30 years' reinsurance broking experience and, prior to joining HSBC, was a director at Fielding and Partners as well as C E Heath.



**James Cabourne**  
Divisional Director

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James joined HSBC in 1991 and is responsible for producing and handling Treaty business for the Reinsurance Practice.

Prior to joining HSBC James held positions at Willis Faber & Dumas where he was responsible for producing and handling LMX, International and US Treaty business.



**Roberto Calderon**  
Senior Development Executive

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Roberto is responsible for business production and client retention in Latin America and the Caribbean. He joined HSBC in 1995 when he was responsible for Treaty Reinsurance purchasing for HSBC in Argentina. He joined the Reinsurance Practice in 2003.

Roberto studied Business Administration in Buenos Aires. His mother tongue is Spanish and he is a fluent English speaker.



**Richard Cocks**

Deputy Head of Reinsurance Practice

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Richard joined HSBC in 1994 and is now Deputy Head of the Reinsurance Practice. He has overall responsibility for the Claims, Technical Accounts and Compliance functions. He leads the London Market Operation Initiative within the Group, ensuring best practice and efficiency for business partners.

Richard commenced his reinsurance experience with Hogg Robinson as a Claims Broker in 1978.



**Rocky De Lucia**

Divisional Director

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Rocky has over 30 years' experience in handling international reinsurance business and joined HSBC in 2005. He has overall responsibility for business development in Latin America and the Caribbean as well as client responsibilities in Europe.

Prior to joining HSBC Rocky was a Director of Heath Lambert's reinsurance operations.

Rocky is a fluent English, Italian and Spanish speaker.



**Nicola Giargia**

Divisional Director

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Nicola joined HSBC in August 2009 and is responsible for the development of Treaty Reinsurance business in Europe, with specific responsibility for Turkey, Greece and Cyprus.

Previously, Nicola led the Turkish and Greek reinsurance teams at AonBenfield for 10 years.

Nicola is a fluent English, French and Italian speaker.



**Roland Horton**

Divisional Director

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Roland joined HSBC in 2007 and is responsible for business development in Scandinavia, France, Holland, Germany and USA.

Prior to joining HSBC Roland was an Executive Board Director at Aon Re Nordic and Willis Re Nordic.

Roland is a graduate of St Andrews University.



**Ian Kerton**

Head of Broking

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Ian joined the Reinsurance Practice in 1993 as a graduate and now heads up the Broking team as well as having business development responsibilities in the UK and Far East. He has wide experience across all aspects of reinsurance servicing.

Ian has a Degree in Economics and Politics from the University of Swansea.



**Enrico Ricceri**

Head of Production, Europe

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Enrico joined HSBC in 1995 and leads European Business Production (ex. UK) for the Reinsurance Practice.

Prior to joining HSBC Enrico worked for Willis where he was Head of Europe Non-Marine Treaty.

Enrico is a fluent English and Italian speaker, a member of the CII, an ACII Chartered Insurance Broker and has a Degree in Economics and Commerce from LUISS University, Rome (Italy).



**John Richards**  
Divisional Director

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John joined HSBC in 1995 and his current role spans both business development and client retention across a range of classes.

John has over 40 years' reinsurance experience and prior to joining HSBC was City Manager and Underwriter at Bishopsgate Insurance Company.

John's qualifications include ACII, A.C.I.Arb, and he is a Chartered Insurance Broker.



**Glyn Ridpath**  
Senior Development Executive

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Glyn joined HSBC in February 2009 with responsibility for client retention and business development.

Glyn has a strong Liability background across global and multinational programmes. His experience includes Financial / Professional Lines, General Casualty and Speciality Casualty classes of business.

Prior to joining HSBC Glyn was an Associate Director at AonBenfield.



**Celia Smith**  
Head of Technical

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Celia joined the Reinsurance Practice in 1997 as part of the ReAct team. She now leads the technical area which encompasses the Practice's analytical and servicing responsibilities.

Prior to joining HSBC Celia held roles within the Bass Group, Moore Stephens and the ABI.

Celia qualified as a Chartered Accountant in 1993 and has a Degree in Law.



**Giovanni Tarantino**  
Head of Milan Representative Office

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Giovanni joined HSBC in 2001 and leads the Practice's representative office in Italy. He is responsible for business production in Italian and German speaking countries.

He has 20 years' experience in both underwriting and broking roles and has worked for Aon Re Italia, Frankona Rueckversicherungs, La Fenice Ri, Manzitti Howden Beck and Luigi Prtolongo.

Giovanni is a fluent English, French, German and Italian speaker and has a Degree in Law.



We welcome the opportunity to explain our approach and how this can profit our partners. Our key contacts will be pleased to answer any questions or to provide further information.

# HSBC Insurance

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