

## Howden launches U.S. Wholesale Brokerage Division in Miami, FL

[date tbc, Miami, FL]: Howden, the Miami based specialist liability broker and part of the global insurance group Hyperion, today announced the launch of a new wholesale brokerage division for the U.S.

Managing Director Bobby Vernon says: “Our team has local roots and understands the challenges that U.S. brokers are facing. Combining of our local knowledge with our ability to leverage Howden’s global platform and ability to access markets not just in the U.S. but worldwide presents what I believe is a compelling proposition to brokers.”

Brokers will be able to take advantage of Howden’s global network of 39 offices in 14 territories and specialist liability and crime products including: professional liability (errors and omissions); management liability (directors and officers, employment practices, pension trust liability); crime for commercial and financial entities; cyber liability; and medical malpractice.

To initially lead this new division, Howden has recruited Kenia Delgado as a Director of the U.S. Broking operations. Kenia, a New York native, has held various positions within the management liability and professional liability underwriting sector for financial institutions and middle market commercial businesses at AIG and The Hartford Insurance Company. She recently served as Assistant Vice President of FirstCity’s wholesale broking division in New York. Kenia is fluent in both English and Spanish and holds a B.S. in International Business and Marketing from Marist College.

Howden established its operation in Miami two years ago which initially focused on wholesale broking and underwriting opportunities in Latin America. In addition to Miami, the company currently has offices in Argentina, Brazil, Colombia and Puerto Rico and is considering adding additional offices both in the U.S. and abroad.

Bobby Vernon continues: “Since launching our operation in 2006, we have received a hugely positive reception not only from the Latin American market but also from the local retail broking community on the East Coast. We’ve quickly developed a reputation for being able to provide a solution where others have failed, and we believe there is a significant opportunity for a specialist wholesale broking business such as ours to bring our global reach and expertise to retail brokers throughout the U.S.”

Howden is the broking arm of the Hyperion Insurance Group, one of the U.K.’s fastest growing independently owned insurance companies and a global provider of specialist insurances. Backed by world leader in private equity, 3i, the Group has operations in the United States, the United Kingdom,

Europe, Scandinavia, the Middle East, the Far East, and Australia and was awarded a Queen's Award for Enterprise in International Trade in 2007.

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### **About Hyperion**

Established in 1994 and headquartered in the City of London, the Hyperion Insurance Group is a fast expanding, independently owned insurance and underwriting company. Since its inception it has grown to become a leading global provider of specialist insurances. Comprising offices in 17 countries and employing over 500 people, the Group was awarded a Queen's Award for Enterprise in International Trade in April 2007.

Hyperion was ranked for the second year running in the 2008 Sunday Times Buyout Track 100. It was also ranked 27<sup>th</sup> in the 2007 Insurance Times Top 50 UK Brokers league table and 13<sup>th</sup> in Post Magazine's 2007 Top 25 City Brokers report.

Hyperion is backed by 3i, a world leader in private equity. It is also backed by specialist private equity investor, BP Marsh & Partners plc, and Murofo Investments SL.

For further information, visit [www.hyperiongrp.com](http://www.hyperiongrp.com)