

## **Howden extends its international operations by setting up a marketing office in Mexico**

August 4, 2008: VK Underwriting, a division of Howden Insurance LLC, Miami, (which itself is a wholly owned subsidiary of Howden, the leading independent Lloyd's broker specializing in business critical insurances), today announced the consummation of a partnership with independent contractors to create a marketing office in Mexico City, Mexico.

Launched in July 2006, Howden Latin America has offices in Miami, Argentina, Brazil, Colombia, and Puerto Rico. The new marketing office based in Mexico City will focus on underwriting activities in Mexico and Central America and will promote the company's interests to its current clients, being locally licensed reinsurance intermediaries in Mexico.

Matt Kelly, Chief Underwriting Officer of VK Underwriting, comments: "This office will allow us to increase service to our clients in Mexico and provide a stepping stone into the neighbouring markets of Central America. Juan Dupuy will head up the office as well as assist in the continued development of our general casualty and professional liability units".

Juan spent more than ten years as an underwriter of general liability, professional liability, D&O, and medical malpractice. He began his career at General Reinsurance in Atlanta, Georgia and subsequently spent several years at ACE Fac Re. At both companies Juan established himself as a liability expert, building successful general and professional liability books of business in Mexico, Central & South America and the Caribbean.

Matt Kelly concludes: "We are delighted to have been able to attract someone of Juan's experience and caliber to partner with our business. I firmly believe that Juan's technical experience across all lines of liability, his energy and reputation will help us continue to consolidate our presence in Latin America and become a dominant force in the region."

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## **NOTES TO EDITORS**

### **About Howden**

Howden is an accredited Lloyd's broker specialising in business critical insurances. It is the broking arm of Hyperion Insurance Group.

Established in 1994 and headquartered in the City of London, the Hyperion Insurance Group was awarded a Queen's Award for Enterprise in International Trade in April 2007. The Award recognises the outstanding achievement of its international trade activities over the past three years, and the contribution made to the Group's consistent growth and commercial success.

The Hyperion Insurance Group has also been recognised as one of the UK's fastest growing private equity backed companies by the 2007 Sunday Times Buyout Track 100, achieving 32<sup>nd</sup> place in the league table. The Group is currently ranked 27<sup>th</sup> in the 2008 Insurance Times UK Top 50 Brokers report, and 10<sup>th</sup> in the Post Magazine 2008 Top 25 City Brokers report.

The Group comprises 51 operations in 17 countries and employs over 700 people. It operates through four distinct platforms – wholesale and retail broking, underwriting and reinsurance.

### **Howden Insurance, LLC locations**

#### **Miami, FL (head office)**

9100 S. Dadeland, Blvd  
Datan 1 - Suite 1500  
Miami, FL 33156  
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#### **San Juan, Puerto Rico (representative office)**

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#### **Bogota, Colombia (representative office)**

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#### **Buenos Aires, Argentina (representative office)**

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#### **Mexico (representative office)**

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