



## Rod Fox

Chief executive, TigerRisk

When Rod Fox launched TigerRisk in 2008, he was met with considerable scepticism and doubt from the industry. But the strength of the boutique reinsurance broker's approach has proven wrong anyone who did not think Fox's risk could pay off.

In just six years, TigerRisk has grown into the largest independent broker in North America and one of the top 10 brokers globally with offices in the US, Bermuda and London.

Fox says he believes the company will quadruple in size in the near future, particularly with an entrance into Asian markets planned for early 2015.

"We believe Asia will be a big part of the 21st-century story and our approach will be to apply the same principles we have applied in North America," says Fox, who has chosen China as the entry point and is confident TigerRisk's charms will translate to a new audience.

Fox sought to take on the giants of the broking industry with an entirely different business than the rest of the market, focusing on exclusivity and high-quality service, including heavy investment in sophisticated analytics.

TigerRisk will continue to focus on property catastrophe and specialty casualty, but hopes to add new capabilities, and therefore additional growth over time.

Growth will also likely come from alternative reinsurance, which Fox's company has embraced. Insurance-linked securities (ILS) and other financial market solutions accounts for around quarter of TigerRisk's current book of business and is continue to grow fast.

Fox's take on modern broking is firmly fixed on finding creative and innovative ways to manage risk for clients in the soft reinsurance market. With conditions predicted to continue into 2015, TigerRisk will continue to focus on innovation.

"There are lots of opportunities to innovate and deliver great service – both in our core areas of catastrophe and speciality casualty and beyond that into other sectors ripe for creativity," Fox said.

"We love this kind of marketplace – it opens doors to possibility in all sorts of areas. Our people get very excited about coming up with interesting new ways for clients to manage risk."

Fox and TigerRisk will definitely be one to watch in 2015.