



Hi, I'm Rhodri.

GC SECURITIES, NEW YORK

MY BACKGROUND AND ASPIRATIONS

I graduated with a BA in Economics from the University of Colorado in 2005 and began my career in more traditional financial market roles in portfolio management and retail brokerage. In 2010 enter the reinsurance world at the catastrophe modeling firm AIR Worldwide with a focus on reinsurance and ILS investor client service and ILS risk modeling for new catastrophe bond issuances. Since then I have held various roles in reinsurance brokerage, catastrophe modeling and ILS at Guy Carpenter and AIR and have now experience in executing catastrophe bond issuance of over \$10bn worth of Catastrophe Bond issuances in my 6 years in the industry.

WHY I CHOSE A CAREER IN (RE)INSURANCE

I was aware of the Reinsurance Industry growing up as well as followed it in my early career. Mostly I had observed the Catastrophe Bond space and as I worked in finance understood the product as a means of transferring risk to capital markets investors. I found the concept of applying financial market "technology" (i.e. fixed income) to large scale natural catastrophe risk (and other types of non-natural catastrophe risk) fascinating. That piqued my interest in the space and then became more interested to learn about the broader reinsurance market as ILS is a compliment to the traditional reinsurance. The more I learned about the industry the more interesting and compelling it became to me as a career.

MY ROLE DESCRIPTION

I am positioned in the GC Securities group on the Structuring and Origination team. Our focus is on offering Insurance-Linked Securities ("ILS") solutions to Guy Carpenter clients, and external prospects, to complement the client's respective risk transfer programs, which are likely mostly traditional reinsurance. My focus has been on Catastrophe Bond structures as an arranger of the bond which entails working with many internal and external parties to support the client's bond issuance and ultimately bring the deal to market.

WHAT HAS SURPRISED ME THE MOST

I have been pleasantly surprised at how geographically diverse (re)insurance industry is. The transfer of risk is global and there are pockets of (re)insurance around the world which certainly makes the field interesting and I think helps to energize the industry. Some of the core hubs include London, Bermuda, Zurich, Paris, Munich, Tokyo, and various cities in North America. Also, despite the industry being very much underpinned by numbers and analytics it is at its core a trust-based business which requires somewhat of a personal touch to transact business. There is a great deal of reliance on long standing relationships amongst business partners in the space.