



Asia Capital Re Eyes Regional Growth

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Dr Reto Brosi, Chief Executive of Asia Capital Re, spoke to A.M. Best TV during the 2013 Singapore International Reinsurance Conference (SIRC). Dr Brosi shared on the optimistic growth potential of the Asian reinsurance market and also commented on alternative capital entering the reinsurance markets.

The video may be viewed at this link: <http://bcove.me/cw49ns8m>



A.M. Best TV: How would you describe the Asian reinsurance markets today?

Reto Brosi: If we just look around this conference here – record attendance, the expectations, the growth, the challenges, it's full of buzz, its full of work to do, a lot of interesting people to meet and talk to.

A.M. Best TV: In Asia markets, are insurers and reinsurers better or worse at meeting each others' expectations than elsewhere, and why?

Reto Brosi: What we've seen over time that both parties are improving or taking very tangible efforts. One thing that is very close to our hearts is to ensure that we both have relationships and access to our partners, but also value propositions. That train of thought has clearly become more important over the years and we're driving that one hard.

A.M. Best TV: We are seeing more non-insurance capital entering reinsurance markets. Does capital create the same kind of over-capacity in Asian reinsurance markets as in the west?

Reto Brosi: Globally, absolutely yes. The numbers are at record levels. This moment in time and probably also short term, we see that this capital is deployed in more mature markets, not quite here yet.

A.M. Best TV: Where do you see the greatest potential for growth in Asia? And how do you plan to compete with global players coming into the region?

Reto Brosi: I'm very optimistic about the entire region – all the way from Turkey to Japan as a base line. We will see a lot of growth in infrastructure but we are also very optimistic about growth in personal lines. As to the competition, I think it is key to have both relationships with governments, with intermediaries, with insurers and other industry partners, but also having products that are interesting and address the real client's needs. That's the combination that will set us apart.