



Corporate Profile

2024

Finsbury Reinsurance Limited
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All the way



Strength



Consistency



Relationship

Our Story

Finsbury Reinsurance Limited (Finsbury Re) was incorporated on 27 July 2023 in Zambia. We are licensed and regulated by the Pensions and Insurance Authority (PIA) to provide reinsurance services. Our headquarters is at our registered office of 2nd Floor, Finance House, Heroes Place, Cairo Road, Lusaka, Zambia. Finsbury Re is 100% owned by Finsbury Investments Limited, incorporated in 1981 and currently one of the largest private investment groups in Zambia. It is the holding company of the Mahtani Group of Companies, comprised of over 20 companies in sectors as diverse as Banking, Financial Services, Insurance, Information Technology, Hotel & Tourism, Mining & Quarrying, Manufacturing, and Property Development.

Our uniqueness is grounded in the strength of the group's existence for over 30 years, present in over five countries, with a significant component of the group's holdings in the Zambian market. As a subsidiary, Finsbury Re inherits a reputation for being a top local market player and a robust force in international reinsurance spaces. Inspired by the desire to exponentiate local industry growth, our ambition is to play an exemplary role of an outstanding security right from Zambia, spreading across Africa, Asia-Pacific, and Latin America, where Finsbury Re will offer dynamic service and be the partner of choice to our esteemed customers.

Our overall goal is to provide unmatched reinsurance services appreciated at the international level and benchmarked against global standards.



About Us

Our Vision

To be a model provider of reinsurer solutions.

Our Mission

Provide customer-centric reinsurance solutions sustainably, innovatively and professionally.

Shareholding & Capitalisation

Our paid-up capital stands at over ZWM 95 million, with shareholders' commitment to steadily increase capitalisation.

Corporate Values

Finsbury Re's culture is guided by our strong values that reflect what we believe in, summated as the '**Fin Re Way**'. This creates a culture that sees us fulfil our vision, mission and corporate objectives.

Fairness

Our customers will be treated fairly while our employees, as our prized asset, will be equitably compensated, and our shareholders shall be paid a fair return on their investment.

Integrity

In all our dealings, we will act with honest, and our word shall be our bond.

Newness

As a customer centric organisation, we will always seek to find innovative ways of meeting our customers' needs by employing technology.

Reliability

Whatever we shall commit to, we will deliver in the most efficient and effective manner.

Excellence

Finsbury Re shall provide a service with distinction.

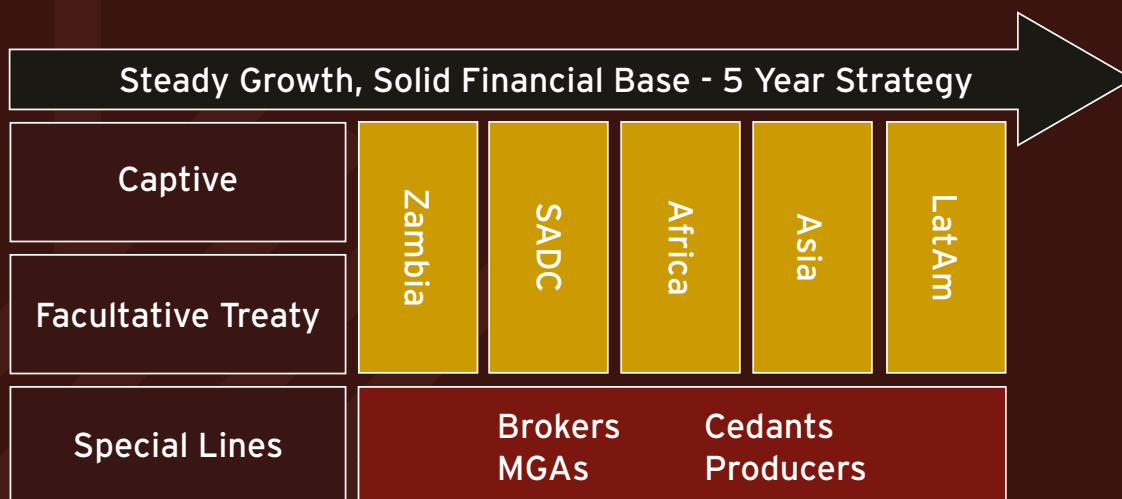
Our Strategy - The "A Game"

Coined the "A Game", our strategy is formulated to gear Finsbury Re in achieving its 5-year corporate strategic goals innovatively and professionally. It is crafted around a triad concept comprising three principles: Aspire, Act, and Achieve.

Aspire reflects our commitment to helping businesses achieve their goals through customer-centric solutions. We are cognisant that all businesses have aims and goals. This first pillar of the triad seeks to demonstrate our focus on helping businesses realise their goals. Our aspirations are demonstrable through providing solid protection via de-risking.

Act reflects our drive that urges businesses to implement strategies effectively. Until aspirations are followed by a call to action, there is no success. This pillar gears Finsbury Re for growth by taking appropriate action to realise our vision. This will be anchored on building solid partnerships with brokers, MGAs, cedants, and other key stakeholders. An incremental growth strategy as opposed to drastic one, has been adopted to ensure the business continuously builds capacity internally with on-going mastery of the risk acceptances for retention and growth.

Achieving at Finsbury Re means everything. The overarching notion for success to us and our divergent stakeholders is premised on the triple bottom line sustainability framework based on 3 key areas; people, profit, and planet and aligning to the ESGs. Employees are our prized assets and success to them means fair compensation for their contribution to the company comparable to international standards. We invest significantly in quality staff, skills development and strive to be an employer of choice. It is our aim that shareholders earn a fair return on their investment from profits generated by a business run on the highest of corporate governance standards, while also ensuring that all activities promote a green planet that reduces carbon emissions and promotes sustainability globally.



Our Value Proposition

At Finsbury Re, providing client solutions with the utmost attention is our objective. We pride in offering the following key-value adds to our primary partners:

Capacity Building and Training

We believe in enhancing professionalism, continuous improvement and industry growth, driven by training and development by:

- Conducting skills-gap market training for our clients
- Providing skills training programmes for clients' personnel
- Championing young talent training opportunities for our clients

Customer Centricism

Providing personalised reinsurance service in all aspects of our operations, for tailored, by:

- Thorough needs assessments to identify customer aspirations
- Creating innovative reinsurance programs that align with client goals
- Providing professional and responsive solutions for client satisfaction
- Customised business solutions for resilience to potential shocks
- Loss adjustment support

Risk Management Partner

We are with you through the journey of your success and wish to build a lasting relationship with your business by offering;

- Consultation in loss prevention
- Risk mitigation advice using our technology and in-house expertise
- Leverage off our skill & technology to boost customer's competitive edge

Your Strategic Partner for Growth

As part of our key growth strategy, we offer a journey of dependable collaboration both local and international that will expand our clients' options via various distribution channels, including:

- Solid partnerships with brokers, MGAs, and other key stakeholders.
 - Establishing linkages for client solutions
 - Exploring growth opportunities with our clients
-

Why choose Finsbury Re?

At Finsbury Re, we don't just mitigate risk; we redefine resilience, ensuring your future is as secure as your present.

“We Are Your Shield”. With a clear value proposition outlined above, our reinsurance solutions are crafted with precision, underpinned by unwavering financial strength and a commitment to innovation. In a world of immense exposure and uncertainties, we stand as your steadfast partner, offering risk management strategies that empower you to navigate through challenges and emerging risks with confidence.

Commitment for us means implementing strategies rigorously and ensuring business objectives are realised, which aligns with our vision, mission, and corporate values. We aim to position Finsbury Re as a model reinsurer, contributing to sustainable growth and supporting ESG's in making a positive impact globally.

Technology Integration is fundamental to our operation, a key ingredient to innovation, efficiency, and effectiveness. We hold steadfast to:

- Reliance on data-driven decision-making
- Significant investment in technology and accurate data analysis
- Streamlined processing for improved service and operational efficiency
- State-of-the-art systems to support our reinsurance operations

Our Products & Services

At Finsbury Re, we pride in investing highly in choice talented leaders and underwriters, that bring a wealth of experience in quality risk assessment with the needed flexibility and creativity and prudence in their risk underwriting and decision-making approach. Commitment to service is at the heart of our operations. We recognise that reinsurance is founded on trust and relationship rather than just your average contract or transaction.

We do so with capacity and strength of a well-developed and robust retrocession programme, guaranteeing the protection offered to our clients. In addition to capital growth, Finsbury Re's core priority is maintaining sound securities with assurance of strength and quality to meet our obligations.

Claims

FinsburyRe values its commitment to world standard claims service, with adherence to best management practices and ensuring that we are in the top class of excellence. We bring our 'A' game to this critical area of our service, aligned to achieving our vision of becoming a model source of reliable reinsurance solutions.

Our philosophy of always remaining fair, with integrity and being reliable, assures our promise to settle valid claims with prompt feedback to ensure efficiency in our service delivery, strongly underpinned by our customer centricism. We pride in having the best qualified staff that forms our fully functioning internal claims department with relevant experience (and associated tools) to assess all future claims and that they are handle both professionally and efficiently.



Robust Force in International Reinsurance

Our Reinsurance Solutions

We offer reinsurance quotes for various products, with consistent and reliable risk appetite, ranging across proportional and non-proportional treaties, as well as facultative cover. Finsbury Re's capacity is backed by insights to our clients, that they can leverage to better understand and manage their exposures, hence driving value across their portfolios. We offer both general and life reinsurance, across various lines of business.

Property Risks

We provide capacity to manage the volatility and uncertainty of our client property portfolio. In the growing turbulent market, natural catastrophes and geopolitical changes are putting pressure on insurer's risk profiles. Our capacity, risk insights and technology offering will assist our clients understand, quantify, and manage risks in their portfolios.

- Fire & Allied Perils
- Loss of Profits
- Property All Risks
- Political Violence, Riots, Sabotage and Terrorism

Casualty Risks

We offer coverage for a broad range of casualty risks – leveraging our experienced term, and strong balance sheet our clients better navigate their exposures.

- Comprehensive Liability
- Motor Reinsurance
- Personal Accident
- Management and Professional Liability in the face of tightening regulation/law
- Workers Compensation and Employer's Liability

Aviation Risks

Receive advice and guidance from our aviation reinsurance team, equipped with knowledge of global aviation. Our underwriters provide proportional and non-proportional treaty reinsurance for major risk and general aviation, supporting facultative reinsurance coverage combined with a treaty, as well as specialised selective Aviation War Reinsurance.

- Commercial Airlines
- Private Aircrafts

Marine Risks

Finsbury Re offers decent capacity with technical underwriting expertise in Marine, Inland Cargo and Goods in Transit reinsurance, and ready to meet the challenges of climate change, technology developments and navigate the changing marine world.

- Cargo (comprehensive coverage for goods transportation by air, land, or sea, including species, jewelers' block, cash in transit, and fine art, including exhibitions.)
- Hull (ranging from small leisure crafts, fishing vessels, to large tankers, cruise ships)
- Marine Liability (Comprehensive coverage for legal liabilities of ship owners, freight forwarders, charterers, port authorities, warehouse operators)

Credit & Surety Risks

Credit, surety, and political risk insurers underpin the global economy, empowering trade and fostering global resilience. At Finsbury Re, our team will help our client's portfolio through an ever-changing macroeconomic and geopolitical environment, with a comprehensive range of offerings, spanning from traditional trade credit and surety products to innovative solutions.

- Traditional Bonds (such as Advance payment, Performance, Bid, Maintenance, Warehouse, Removal in transit, etc)
- Trade Credit
- Surety
- Political Risk (expropriation, political violence, currency inconvertibility and non-honoring of financial obligations)

Renewable Energy Risks

The world energy transition is creating a complex risk landscape for insurers and operators to navigate, in the face of new technology, climate change and large, complex projects which can leave gaps in risk knowledge and underwriting data. Finsbury Re team will provide support towards meeting the required capacity.

- On Shore (Our engineering team provides onshore facultative and treaty construction coverage, while our property team offers onshore operational coverage)
- Solar Plants (and replated risks)
- Wind resource volatility
- Marine related energy risks

Engineering Risks

The rise in need of vastly expanded infrastructure and technological development has seen improvement in building standards, necessitating bigger and more complex projects than ever. Finsbury Re has the capable experienced team and capacity to support large-scale engineering projects and technology that is building a more resilient future.

Construction/Erection projects

- Construction/Erection projects
- Comprehensive Plant & Machinery cover
- Comprehensive Capacity for Renewable Energy
- Inherent Defects Insurance (IDI)

Agricultural risks

Climate change has contributed to the changing agriculture risk profiles. We are living in an age where historical data can't be relied on in the same way as before. We offer comprehensive support across the agricultural sector.

Our clients span both mono-liners and multi-liners. Finsbury Re will help protect your portfolio with both traditional indemnity-based solutions, all through the support of parametric covers.

- Indemnity based Crop cover (named or multi-peril, commodity price contingent)
- Livestock, Bloodstock, Aquaculture, Forestry, Greenhouse, Horticulture
- Parametric (Area-yield, weather insurance, remote-sensing based indices)

Cyber Risks

Cyber is a fast-evolving peril and growing class of business. Increased regulatory activity around data privacy accompanied by the pace of technological change and the continuous evolution of the threat landscape drive demand for, and innovation in, risk transfer solutions for cyber risk. In the initial stages, Finsbury Re will provide limited capacity to support our clients, but with a long-term plan of developing specialist underwriters and capability, joining market leaders.

Life & Health Reinsurance

FinsburyRe's team of specialist life underwriters will provide capacity that ensures clients leverage off our range of products and services to manage their portfolio, with a combination of experience and fresh perspectives, with review of reports and statistical data, aided of course by our state-of-the-art core system, SICS.

- Long-Term Life Assurance
- Health and Medical
- Group Life, Credit Life
- Funeral Covers
- Keyman Insurance

Corporate Social Responsibility

Among the goals of Finsbury Re is to impact our environment positively. We believe in sustainability, and sustainability starts with us.

We lead by example in the area of governance, with shareholders and business promoters that have high regard for corporate structures and have put in place a strong board that is responsible for running the affairs of the organisation. We at Finsbury Re, in turn, support corporates and initiatives that promote governance as the best way of contributing to global economic growth sustainably.

Among the key initiatives of our CSR is training and development. We attach a high premium to skills development and growth of our sector, this being a contributor to ESG and the ultimate benefit of people. Capacity building is the best way of impacting the globe socially and economically. Finsbury Re will commit considerable resources and will cooperate with partners of like mind towards the cause. It is only through a culture of continuous learning and development that talent can thrive.

A Peek into the Future

Finsbury Re is poised to redefine the reinsurance landscape in Zambia and beyond, guided by our vision, strategic principles, and unwavering commitment to our core values. Our “A Game” strategy and being unique positioned under the umbrella of a seasoned group, gives us the driving force to promoting resilience, sustainability, and excellence in the reinsurance industry.

Finsbury Re... All the way.



**Support when
you need it**



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