



## Hugo Crawley

Chairman  
BMS GROUP BROKERS

### Key facts

- Started his career at Bradstock Blunt & Crawley in 1979, working for Guy Belcher in the reinsurance division
- Moved to Oakley Vaughan Underwriting in 1980
- Joined BMS in 1982
- Elected to the board of BMS in 1991
- Became BMS chairman in March 2008
- First mentor was Colin Murray, chairman of RJ Kiln

### Quotes

“ Insurers are wary about giving too much business to one reinsurer, and the general weak economic environment has exacerbated the trend. Buyers are focusing on financial security and seeking to diversify their counter-party exposure, which is benefiting the subscription market

“ The outlook for reinsurers, as for every sector, is certainly more positive than six months ago

“ Our biggest challenge is to capitalise effectively on the opportunities arising from market consolidation – particularly in our core areas of strength, namely the North American treaty and London direct markets

