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DUAL positions itself to grow significantly in Europe

Maurizio Ghilosso appointed Executive Chair, DUAL Europe

As part of its previously announced plan to create a \$5bn GWP international MGA by 2027, DUAL Group has announced that Maurizio Ghilosso will become Executive Chair, DUAL Europe. DUAL Europe encompasses all of the European businesses of DUAL and Mr. Ghilosso will take on the chairmanship role in addition to his existing role as Managing Director, DUAL Italia.

Kieran Sweeney, Executive Chairman, DUAL Group, commented: “There are tremendous opportunities for DUAL to significantly grow its European businesses. Our existing teams already write just under \$300m GWP in the region, but we have ambitions to grow the business to greater than \$750m GWP by 2027. We believe DUAL is ideally positioned to attract the very best underwriters in the European marketplace and to make strategic acquisitions of quality MGAs to accelerate our growth and expansion into new territories. Under Maurizio’s leadership, we will successfully execute a growth strategy that will materially broaden our product offering to our distribution partners and clients in Europe. Maurizio will lever a global underwriting platform that invests heavily in people and technology to deliver a value proposition to our capacity partners and European clients that is truly market leading. Europe will be a key contributor as we work to achieve our broader goal for DUAL Group; to create a significant international underwriting business.”

Maurizio Ghilosso said: “I am absolutely delighted to accept this wonderful opportunity. Having already established a strong and sustained presence in a number of key local markets, we know the size of the opportunity Europe represents for DUAL. We are looking forward to adding new underwriting talent to our team to help us expand into new products, enter new markets and build DUAL Europe into a bigger and even more successful underwriting business than it is today.”

Richard Clapham, CEO DUAL Group added: “I am thrilled to announce that Maurizio will become Executive Chair of DUAL Europe. Since he joined the group in 2005, Maurizio has demonstrated his leadership skills by building DUAL Italia into the largest and most successful MGA in Italy. I know that he will make DUAL Europe the specialty market of choice for quality brokers, and the employer of choice for the best talent in Europe.”

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Notes to editors:

About DUAL

DUAL, the specialist underwriting arm of Howden Group Holdings, is driven by a mission to be the MGA of choice for brokers, clients and carriers, through provision of deep underwriting expertise and global distribution. DUAL Group is one of the world’s largest international underwriting agencies with US\$2.3bn of GWP.

DUAL's investment in data and technology enables it to deliver over 70 products and services with speed and efficiency to 8,500 broker partners working with over 70 carrier partners worldwide.

Established in 1998, today DUAL has over 1,000 people in 19 countries across the Americas, Europe and Asia Pacific, and is Lloyd's' largest international coverholder. DUAL Europe operates from 14 locations in 10 countries.

Press contact