

Stay connected



Capabilities

CARIBBEAN & CENTRAL AMERICA (CCA)



UNCOMMONLY INDEPENDENT

Lockton is the world's largest independent insurance brokerage.

The freedom to always do *what's right for our clients.*

10,750+

Associates



135+

offices
worldwide

97%

Client retention
rate



16%

Annual organic
growth since 2000

140

Countries where
we operate



\$3.1

Billion revenue
in 2023

65 000+

clients



90%

Reinvestment due to
our private ownership

What makes Lockton stand apart is also what makes us better: independence. Lockton's private ownership empowers its 10,750 Associates doing business in over 140 countries to focus solely on clients' risk and insurance needs. With expertise that reaches around the globe, Lockton delivers the deep understanding needed to accomplish remarkable results. For 13 consecutive years, Business Insurance magazine has recognized Lockton as the "Best Place to Work in Insurance."

INDEPENDENCE CHANGES EVERYTHING

Lockton is the world's largest privately-held global insurance broker.

We bring creative thinking and an entrepreneurial spirit to the insurance business and are uniquely positioned to help you succeed.

Lockton is not driven by the quarterly pressure from the financial markets. This kind of independence frees us to always act in the best interest of our clients and creates an entirely different dynamic, focused on your success.

We have a strong entrepreneurial culture complemented by the scale and expertise of over 100 worldwide offices. This brings about something quite extraordinary in the insurance business – local partners with the focus and freedom to do what's right for your business that can also draw on Deep global resources to deliver the very best results.

Our people have an unmatched work ethic and go above and beyond to make your business safer, smarter, and more profitable.

The best and brightest are drawn to Lockton because they want to make a difference. They're voracious doers who know how to help clients respond quickly to changing markets and growing risks.

With Lockton, you get something you may not be used to with insurance – creative thinking. No matter what risks you face, we'll help you overcome them with innovative solutions tailor-made for your business, even if we need to invent a new one.

We're laser-focused on client needs and embrace your challenges as our own. Together, we work as partners to proactively achieve long-term goals – while protecting your interests at every turn. We'll work tirelessly to strengthen your business with the absolute best in risk management, insurance, and reinsurance.

Our culture is built on integrity, humility, and helping our clients build a legacy. There is no such thing as a pitch team at Lockton – the people you engage with at the start are the people who will be by your side throughout your relationship with us.

Lockton (CCA) has delivered its services to more than 150 insureds in more than 30 countries & dependencies, placing more than USD 100,000,000 in annualized premiums to the international market. The portfolio includes everything from homes to Governments, with close to USD 5bn of 'in-force' Caribbean Windstorm Limit. This success has enabled us to expand from our original offering to now proudly boast fully integrated Financial and Specialty lines teams, complimented by our region-specific Parametric, Alternative Risk Transfer, and Loss Control Units.

Lastly, we are delighted to welcome our new Treaty colleagues, as Lockton Re builds their practice from Miami to serve the region. Alignment with Treaty is a key part of our strategy, and we look forward to collaborating for many years to come.

Thank you for entrusting your business to Lockton. We look forward to continuing to put our unique approach to the business to work for you as we build our bright future together.

INVESTMENT HIGHLIGHTS SINCE MAY 2020



1,400 Associates

LOCKTON IN MIAMI

Serving the Caribbean, Bermuda and Central America





WHY PARTNER WITH US?

Lockton (CCA) has a Market-leading team of brokers in Miami to provide a Wholesale & Facultative Reinsurance offering.

Whilst the team's experience is centered around large complex commercial property and casualty placement, this offering is extended to all lines of business, and with a deep understanding of the local insurance landscape and reinsurance marketplace.

FAST FACTS

- 10 Senior brokers with more than 200 years of experience working in the region.
- Collectively we have handled billions of dollars in premiums and claims from the region.
- Multi-lingual, comfortable to trade in English or Spanish.

KEY DIFFERENTIATORS

- Transactional expertise at both a local and international market level.
- Deep knowledge of the reinsurance arrangements of the local insurance markets.
- Major Natural Catastrophe claims handling experience, most notably in 2017 following Hurricanes Irma & Maria.

OUR SENIOR BROKERS



Julian Pratt

Julian has over 25 years of experience as a broker in the international and Miami (Re)insurance markets. He started his career as a broker at Sedgwick in London, focusing on international Non-Marine property.

Following the acquisition of Sedgwick by Marsh & McLennan, he worked for Marsh in New York City, and subsequently in Miami. Immediately prior to joining Lockton in October of 2020, he worked for Benfield, and following its acquisition by Aon he headed up the Caribbean facultative operations of Aon Re in the Caribbean.



Tony Matta

Tony has over 25 years in International (Re)insurance, both as a broker and an underwriter. He started with Hartford Fire Insurance Co., later working on behalf Travelers Indemnity Co., and Markel International. He started his broking career as a predecessor of Awmin and subsequently Aon Benfield, and RK Harrison. Immediately prior to joining Lockton Companies he was CEO of Willis Towers Watson's Miami-based Central America and Caribbean Facultative operations.



Simon Arden

Simon began his career in London over 15 years ago, at Benfield Group as part of its Caribbean facultative team.

Following the Aon Benfield merger, he shuttled between London and Miami, until his full-time recruitment to Aon Benfield's Miami team where he held a key role in developing and placing many of the largest accounts throughout the region.

He joins Lockton having previously served as a director for Aon Re's Caribbean team and now leads our broking unit.



Daniel Court

Daniel joined Lockton in February 2022 based in the Miami office. He is Head of Professional & Financial Risks (ProFin) for Latin America & Caribbean.

Daniel brings 20 years of experience in the insurance/ reinsurance market, the majority working in Latin America & the Caribbean.

Immediately prior to Lockton, Daniel spent 10 years at Howden Insurance Brokers in their Financial/ Professional Lines Teams as Director in Miami before moving to BMS Group Ltd in 2015 to set up its Latin American & Caribbean operation in Miami, where he was a Managing Director.

Daniel, like most of the team, is fluent in Spanish, having studied Spanish and Portuguese at the University of Bristol in the UK.



Carmen Jiminian

Carmen has over 25 years in the Reinsurance industry, first working in Treaty underwriting with Cigna Re, St. Paul Re, and Reinsurance Australia (REAC). Carmen moved to broking in 2000 with Guy Carpenter and, thereafter in 2008 with Aon Benfield. In 2011 she moved to London where she spent the next 11 years working on the facultative side placing Latin American, then Caribbean business, before returning to Miami – Carmen joins Lockton as a Director in the Caribbean and Central America facultative team.



Michael Lambert

Michael has more than 40 years of International Reinsurance experience having started his career with PWS(USA) in 1982 in New York, followed by 8 years with Minet Re US. Minet was acquired by Aon in 1997 where he held various broking and management positions at Aon Specialty Re. In 2015 he joined the Aon Reinsurance Solutions team in Miami full-time concentrating on the production and placement of Caribbean Facultative and Wholesale business.



Mario Martinez

Mario Martinez joined our Miami office in November of 2023. He will lead Lockton’s efforts in Central America Facultative market. Mario has more than 10 years of experience as a reinsurance broker working almost exclusively in Central American and Mexico. Mario started his career with 5 years at Howden/RKH where he developed a specialty in Financial Lines and developed the cedant fac in Central America. After working at Howden, he then started and consolidated an independent Fac operation in Central America for 4 years, moving on to BMS where he worked as a Director for more than 2 years. Mario’s native language language is Spanish but also fluent in English and Portuguese.



Diego Monsalve

Diego is responsible for the Risk Consulting and Analytics team in the Latin American and the Caribbean regions for Lockton. For over 15 years Diego has been involved in the insurance industry. He is an expert in quantify and risk assessment for Natural Catastrophe. In 2016, he started developing Parametric insurance in the Latin American and the Caribbean region, where within 5 years he was able to make more than 80+ deals. Diego is certified Catastrophe Modeler (CEEM) by the AIR Institute and member of the International Society of Catastrophe Managers ISCM/iCAS. He holds a Master of Business Administration from Babson College.



Giuliano Montano

Giuliano has been in the industry for 12 years. He began his career at Catlin, underwriting Property & Engineering risks. In 2015 he moved to JLT Re where he was responsible for developing the Caribbean & Central America. He then joined Aon Re’s Caribbean team in 2018 with an emphasis on Puerto Rican complex risks, before joining the Lockton Specialties Caribbean and Central American team. As an additional role, Giuliano is the Co-head of our Entertainment & Sports Practice.



Francisco Narvaez

Francisco “Paco” Narvaez is a Mechanical Engineer with an MBA in International Business and 25 years of professional experience. He started his professional career in the Construction Industry and later transitioned to the insurance industry, first working as an adjuster in the state of Florida, subsequently joining the largest insurance company in Central America as its Claims Director. Immediately prior to joining Lockton served as Vice President of Claims for Latin America at Partner Re. During his claims career, Paco has been involved as an adjuster, insurer, and reinsurer throughout Latin America and the Caribbean.

OUR EXPERIENCE



LOCKTON PRODUCTS & SERVICES



ACCIDENT
& HEALTH



PEOPLE
SOLUTIONS



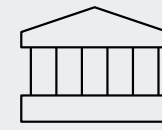
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RISK



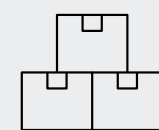
KIDNAP
& RANSOM



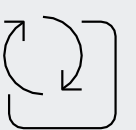
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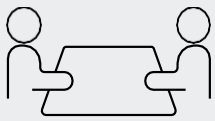
POLITICAL
& CREDIT RISKS



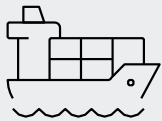
PRODUCT
RECALL



REINSURANCE



PRIVATE
CLIENTS



MARINE



ANALYTICS & RISK
CONTROL



CARGO
& LOGISTICS



FINANCIAL
RISKS



CASUALTY



GLOBAL
ENERGY



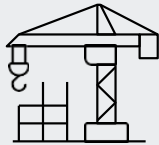
POLITICAL VIOLENCE
& TERRORISM



PROFESSIONAL
INDEMNITY



PROPERTY



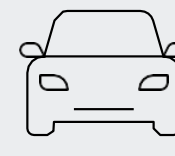
REAL ESTATE &
CONSTRUCTION



PARAMETRIC AND ALTERNATIVE
RISK SOLUTIONS



CONTINGENCY



FLEET



HEALTHCARE & MEDICAL
MALPRACTICE



TRANSACTIONAL
RISKS

Contact one of our team members for more information on all our products & services.

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Independence changes everything.

As a family-owned organization, we're not driven by the quarterly pressure of financial markets. This kind of independence frees us to always act in the best interest of our clients and creates an entirely different dynamic—one that's focused on your success.



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LOCKTON[®]

UNCOMMONLY INDEPENDENT