



enhanced performance &
a strategic partnership

doing work that matters

Annual Results 2018 - Projection 2019

I am very proud of what we have achieved at **MATRIX** over the last 16 years.
Our success is the result of many years of hard work and dedication to excellence,
innovation, creativity, market knowledge and customer satisfaction

Gerry Tighe
CEO, MATRIX S.A.

Founded in 2003 **MATRIX Insurance & Reinsurance Brokers SA**, became a Broker at Lloyd's in September 2012.

Over the last 16 years MATRIX has firmly established itself as an innovative, loyal and dependable intermediary of insurance & reinsurance in the Eastern Mediterranean, Balkan and African regions, with offices in London, Athens, Thessaloniki, Istanbul, Nicosia, and Johannesburg.

An important milestone for the Group's development is the launch of a strategic partnership with the **Howden Broking Group** - one of the world's largest independent international insurance intermediary groups. With Howden's support MATRIX Group secured the acquisition of **Piraeus Insurance Brokers**, the insurance broking arm of Greece's largest banking institution, PIRAEUS BANK. This newest group asset will generate significant corporate insurance business that will be serviced from our office in Athens, our branch office in Thessaloniki and a network covering the whole of Greece.

Today, some 16 years after establishment, the MATRIX Group continues to expand not only geographically but also in terms of products and services. The Group's leading market position, strong capital base and continuous profitability has now been significantly enhanced by the creation of the strategic partnership and ongoing support of the Howden Broking Group.

Howden, the retail broking arm of **Hyperion Insurance Group** [www.hyperiongrp.com], provides a range of specialist insurance solutions to clients around the world. Together with Howden One, its global specialist insurance broking network, it comprises over 10,000 professionals, operating in more than 90 territories, and handling a combined Gross Written Premium of over USD22bn. MATRIX Group's local market expertise, along with the international business scope of Howden, underline MATRIX's capacity to provide exceptional, added value services and benefits to clients.

The management of MATRIX is constantly seeking new challenges and opportunities and invests in training and the latest technologies. MATRIX has a long-term commitment with the renowned education and research institution - CASS Business School in London, jointly producing unique models and applications aimed primarily at portfolio optimisation and capital efficiency.



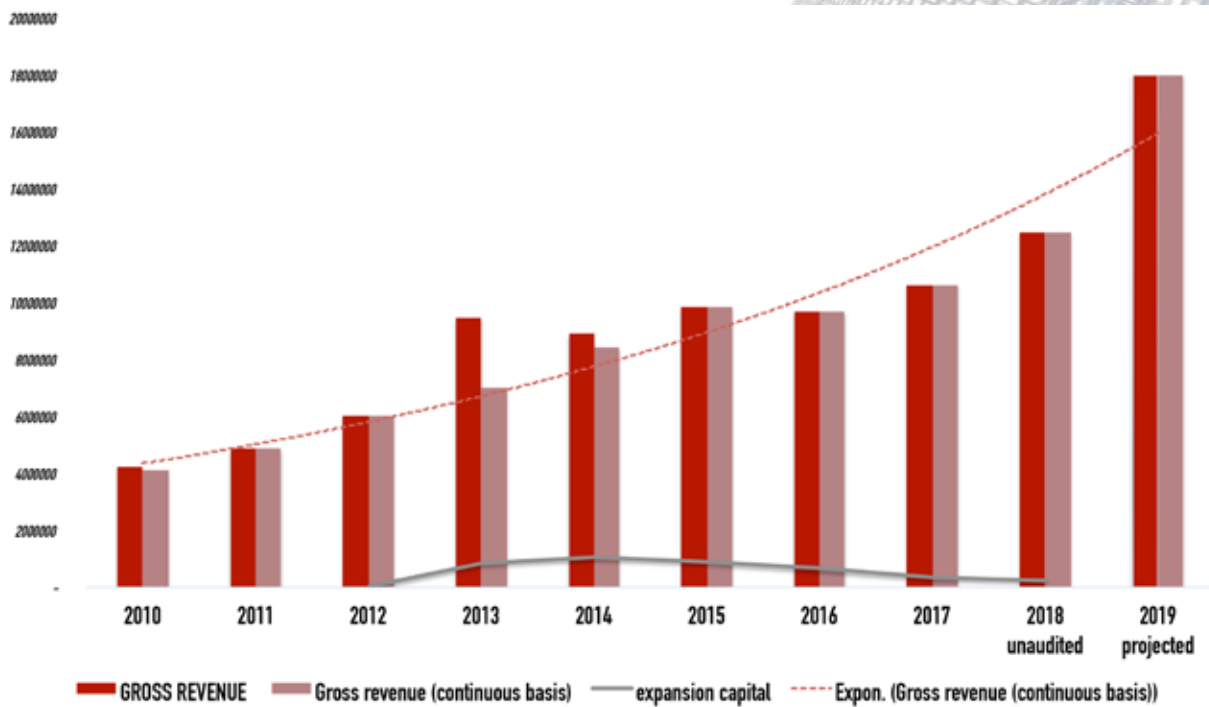
EUROPEAN & INTERNATIONAL AWARDS

MATRIX Group is proud to have achieved the **CV Magazine 2019 Corporate Excellence Awards «Most Outstanding Independent Insurance Broker 2019 - Europe»**, **ACQ5 Global Award 2018 «Europe-Independent Broker of the Year»**, as well as consecutive nominations at **Intelligent Insurer Awards**, winning the **1st European Award** in the category of **«Best Reinsurance Broker for Innovation and Ability to Create New Solutions»**, whilst among the highest ranking positions at the categories of **«Client Responsiveness»** and **«Expertise & Market Knowledge»** worldwide.

The partnership will enable us to combine MATRIX's strengths in its local markets with Howden's international reach and provide the benefits of both organisations to MATRIX's clients.

José Manuel González
CEO, Howden Broking Group

REVENUE/PROFIT GROWTH AND PROJECTION 2010-2019



with amplified financial strength and immediate international access, we are satisfied that we are able to guarantee to all stakeholders an even larger, more competitive and holistic spectrum of insurance and reinsurance solutions, products and services

Dimitris Tsesmetzoglou
CEO, MATRIX Group

- Continuous profitability, strong capital base and enhanced business development
- 16% average annual growth during the years 2010 - 2019* (projected)
- 2018 revenues exceeded EUR 12.4 mio
- 2018 ran with an organic growth of 17%
- 2019 is expected be a year during which all operating group companies will achieve growth reaching a top line of EUR 18 mio
- Acquisition of Piraeus Insurance Brokers, the broking arm of Greece's largest banking institution PIRAEUS BANK
- Successful expansion & diversification: 45% of group revenues derived from international operations and will gradually reach 60% by 2020
- More than 100 executives in 7 cities: London, Athens and Thessaloniki, Nicosia, Istanbul, & Johannesburg
- Member of the HOWDEN ONE international network
- Sophisticated risk management and capital solutions
- Actuarial & Risk Modeling applications, structured reinsurance and consulting services
- Flexible and optimal procedures
- Global marketing capability and rapid response from dedicated in-house claims team
- More than one decade of solid organic growth and service excellence
- We think locally and act globally
- Wide range of complimentary and exceptional services

MATRIX GROUP'S INTERNATIONAL FOOTPRINT





doing work that matters

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