HOW WE

LEAD

Skilled underwriting expertise

We intelligently underwrite Property and Specialty insurance and reinsurance risks, combining data, intelligent automation and human expertise to make fast, informed decisions, so every risk is made seamlessly simple.

OUR PORTS & TERMINALS INSURANCE

Specialist areas demand specialist experience. Our cover is based on a deep understanding of these legal and liability environments.

LINE SIZE

\$25m

TERRITORIES

ORE



Renowned service levels



Specialist claims team



AA-

AM Best

Standard and Poor's



Top 15 Lloyd's Managing Agent



APPETITE

- Q Port Authorities
- Q Terminal Operators
- Q Inland Marine Terminals
- Q Marina Operators and associated Marine Trades
- Q Shipyards
- Q Stevedores

OUR COVER

- Legal and contractual liability for third party bodily injury and property damage
- Physical loss and/or damage to marine property within the confines of the port or terminal
- Physical loss and/or damage to owned or leased handling equipment
- Q Business Interruption including port and/ or berth blockage

OUR PORTS & TERMINALS TEAM



Phil Furlong
Deputy Active Underwriter,
Head of Marine, Energy &
Aviation

phillip.furlong@iquw.com

Ali Welchman Lead Underwriter

ali.welchman@iquw.com



Mark McDonach Lead Underwriter

mark.mcdonach@iquw.com

OUR COLLABORATIVE APPROACH TO CLAIMS

Through close collaboration, our claims team provides valuable technical, data and analytical insights to our underwriting teams. We spend time with our brokers and clients to deeply understand their risks and provide valuable insights to ensure we help to deliver entirely appropriate coverage.



Darren Stewart Head of Marine, Energy & Aviation Claims

darren.stewart@iquw.com

Our products

Our diverse and versatile portfolio comprises of Property and Specialty insurance and reinsurance products:

Insurance Reinsurance



Aviation



Crisis Management



Direct & Facultative Property



Financial Institutions + FortFl Australia + FortiFl US



Portfolio Solutions + Specialist Risk + Structured Solutions



Property Treaty US



Cargo



Cyber

Directors & Officers

7



Marine & Energy Liability + Ports & Terminals



War



Property Treaty International



Credit & Political Risk



Delegated Authority
Property



Energy



Political Violence & Terrorism



Specialty Reinsurance

Our journey

ARCUS 1856 We acquired Arcus 1856 and	AGORA We acquired Agora to accelerate	Our Bermuda office	We launched Aviation and Crisis		We moved into new HO at 30	LLOYD'S We became a Top 15 Managing	IQUW premium estimated to	We launched 3 new products,	IQUW's Syndicate Business	Awarded Gracechurch Outstanding
launched 11 new lines of business	growth in Specialty	launched focusing on Reinsurance	Management products	Transaction of the Year	Fenchurch Street, London	Agency at Lloyd's	reach \$1.12bn	Portfolio Solutions, Ports & Terminals and FortiFl	Forecast for 2025 is \$1.34bn	Service Quality Marque
2020	2021		2022		2023		2024		2025	
GWP	\$275m		\$711m		\$925m		\$1.12bn		\$1.34bn	

Our service

We combine data, automation and human expertise to make fast informed decisions so every risk is made seamlessly simple. We provide a seamless service by giving a rapid response, an initial assessment of risk and an alternative view to help turn a maybe into a yes.

Our culture

At IQUW Group, we empower everyone to make bold, impactful decisions. Driven by excellence and innovation, we strive for success and value diverse ideas. Collaboration fuels us, knowing that together, we win.

Our impact

We know that everything we do has an impact on the environment, society, and those we work with. That's why we're committed to integrating **Environmental**, **Social**, and **Governance** considerations into every facet of our business.

Visit **iquwgroup.com** to find out more.

