APPETITE SHEET V3.1

# 🛞 Specialty Reinsurance

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 SPECIALTY REINSURANCE**

Our short-tail business underwriting ensures swift, responsive service in a broad range of market segments worldwide.

### LINE SIZE





## APPETITE

- Q We provide brokers and clients with structuring and pricing insights to help with risk challenges
- Q We are committed to long-term client partnerships
- Q We are willing to work with clients to offer bespoke solutions

### **OUR PRODUCTS**

We write a broad portfolio of short tail business focussed predominantly on excess of loss structures, including the following subclasses:

- Q Aviation
- Q Marine

#### Q We focus on supporting successful and high quality businesses throughout the reinsurance cycle

- Q Energy
- Q Cyber
- Q Political Violence
- Q Agriculture
- Q Accident & Health



**WHY** 

IQUW?

Rapid response

Initial rating of risk

An alternative view

A+

AM Best

AA-

Standard



### OUR SPECIALTY REINSURANCE TEAM

#### London



Dan Warburg Head of Reinsurance London dan.warburg@iquw.com



William Waddell-Dudley Lead Underwriter william.waddell-dudley@iquw.com



Gracie Butler Underwriter gracie.butler@iguw.com

Bermuda

Rene Lamer Head of Reinsurance Bermuda rene.lamer@iguw.com



Mel Lopes Assistant Underwriter & Analyst

### 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.



**Stuart Bell** Head of Property Claims

stuart.bell@iquw.com

# Our products

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



# Our journey

| ARCUS 1856  | AGORA   |  |   |                          |  | LLOYD'S   |   |   |  |   |
|---|---|--|---|--------------------------|--|---|---|---|--|---|
| We acquired<br>Arcus<br>1856 and<br>launched 11<br>new lines of<br>business | We acquired<br>Agora to<br>accelerate<br>growth in<br>Specialty | Our<br>Bermuda<br>office<br>launched<br>focusing on<br>Reinsurance | We launched<br>Aviation<br>and Crisis<br>Management<br>products | Insurance<br>Insider M&A | We moved<br>into new<br>HQ at 30<br>Fenchurch<br>Street,<br>London | We became<br>a Top 15<br>Managing<br>Agency at<br>Lloyd's | IQUW<br>premium<br>estimated to<br>reach \$1.12bn | We launched<br>3 new<br>products,<br>Portfolio<br>Solutions,<br>Ports &<br>Terminals<br>and FortiFI | IQUW's<br>Syndicate<br>Business<br>Forecast<br>for 2025 is<br>\$1.34bn | Awarded<br>Gracechurch<br>Outstanding<br>Service<br>Quality<br>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.