

TEMPO
UNDERWRITING
Progressive. Open-Minded. Precise.

Company Overview

March 2018

Tempo Underwriting

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Coverholder at

LLOYDS

Managing
General Agents'
Association

MGA

Tempo Underwriting is a trading name of Tempo Partners Limited, registered in England and Wales (Company no. 08051915)
Tempo Partners Limited is authorised and regulated by the UK Financial Conduct Authority (Firm no. 585443)



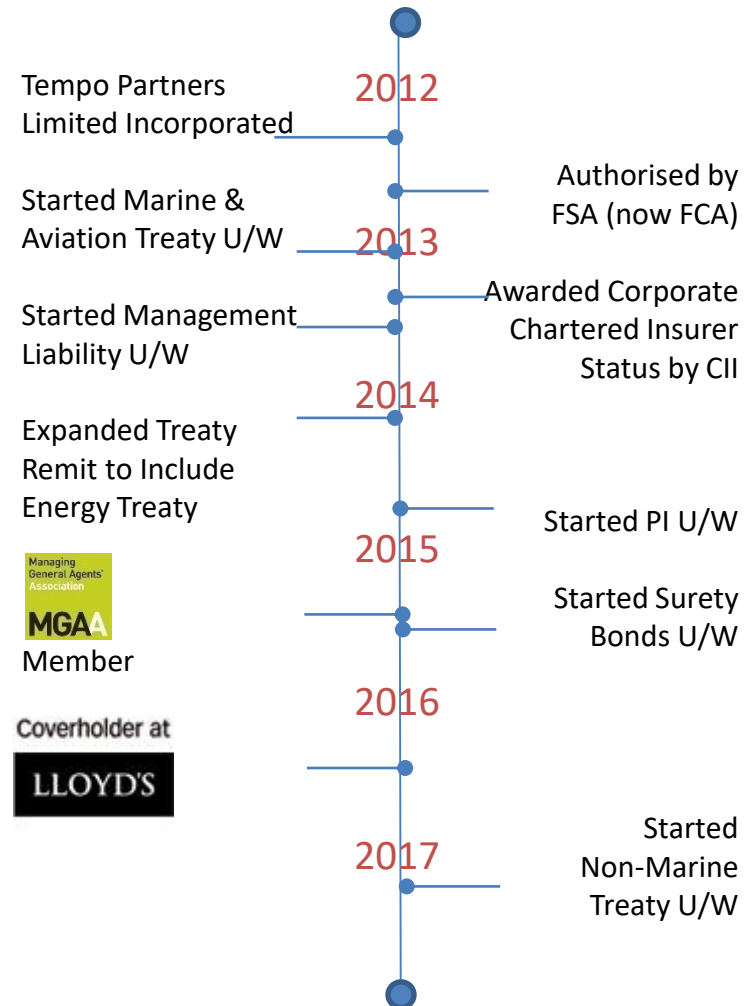
Tempo Underwriting - Profile & Timeline



Company Profile

- **Multi-line underwriting agency** focused on **specialty lines** business
- **Founded in 2012** by a team of London Market insurance professionals
- **Regulated by the FCA** with licenses passported to all European Freedom of Service countries
- Aim to be the **market of choice** for brokers and insureds and are absolutely **committed to providing superior client service** and tailored solutions

Company Timeline






Tempo Underwriting – People & Partners



An Owner-Managed Firm



Marco Del Carlo 
Managing Director
DD: +44 20 7015 8652
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Tom Bailey 
Executive Director
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Jeremy Fall 
Claims Director
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Sean McDermott 
Finance Director
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Partnering with Multiple Carriers





Treaty Reinsurance



Underwriting Focus

Classes of business (*):

- Non Marine – Property Risk + CAT
- Marine : Hull, Cargo, War Specifics, Specie, Yacht and Marine limited gens
- Energy – Offshore/Onshore
- Aviation: General Aviation

Territories:

- Africa, Asia, Middle East, GCC
- Eastern Europe, Western Europe

Programmes:

- Non-proportional XL
- Proportional Q/S

Line size:

- Non Marine: \$7.5m max line per programme / cedant
- Marine: \$5m max line per programme / cedant
- Energy: \$5m max line per programme / cedant
- Aviation: \$5m max line per programme / cedant

Key Contacts



Tunde Olowofila



Senior Underwriter - Treaty

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Georgiana (Georgie) Radu



Underwriting Assistant - Treaty

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Sureties and Bonds



Underwriting Focus

Types of Sureties and Bonds (Italy):

- Licence, concession, energy, gaming, waste management, tax bonds
- Construction Bonds – Bid, performance, advance payment, maintenance, housing bonds
- Subsidies - agriculture, training
- We avoid payment guarantees, long-duration bonds, and bonds without sufficient co-obligations

Underwriting Parameters (Italy):

- €300,000 max per obligor
- 3 years max duration

Types of Sureties and Bonds (Other Countries):

- Small value surety and bond books / portfolios
- Minimum premium portfolio size: €500,000
- Direct and facultative considered

Key Contacts



Marco Secoli



Senior Underwriter - Surety

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Giulia Secoli



Assistant Underwriter - Surety

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Eleonora Angelon



Underwriting Assistant - Surety

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Underwriting Focus

Products:

- Directors & Officers (Side A-D)
- Side A Excess DIC
- Independent Directors Liability
- Pension Trustees Liability
- Employment Practices Liability
- Public Officials
- Commercial Crime

Territories:

- Central & Eastern Europe (target focus)
- UK & Western Europe
- Australia
- US ADR Level 1

Companies & Organisations:

- Upper Middle Market, Middle Market & SME
- Public & Private

Line Size:

- €45m maximum LOI per risk; direct & facultative

Key Contacts



Szymon Pawlega



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Saira Henwood



Professional Lines Underwriter

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Virtual Underwriter Platform

- Designed for high-volume SME accounts
- Internet-based enables producers to obtain quotes and issue policies instantaneously



Professional Indemnity



Underwriting Focus

UK Focus

- Single-risks & schemes
- £10m maximum LOI per risk for miscellaneous
- £5m maximum LOI for all other professions / trades
- Broker, Affinity and InsurTech distribution

UK Professions Considered

- Accountants, architects, consulting engineers
- Design & construct, insurance intermediaries
- Business & IT consultants, miscellaneous trades
- Surveyors, media & marketing, charities

EU & International

- Schemes or portfolios of PI business
- Wordings in other languages and jurisdictions
- £10m maximum LOI per risk for miscellaneous
- £5m maximum LOI for all other professions / trades

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Our Core Values



Our values reflect the way we work and behave, and are at the core of everything we do.

Service Excellence - We strive for excellence in all areas of the business to deliver the best service possible inside and outside the company, whilst continuously monitoring and improving the quality of our performance.

Empowerment and Accountability - We empower our people to make informed, on-the-spot decisions for which they take ownership as well as responsibility for their actions and decisions. We maintain a flat organisational structure where underwriting heads have P&L accountability.

Integrity - We focus on doing business the right way for our clients, colleagues and business partners, continuously building on our reputation of trust, quality, professionalism and experience. We work hard to be open, honest and responsible at all times.

Innovation - We encourage our people to develop unique and innovative solutions that enhance our products, services and processes and add value to customers and partners.

Information Centric - We proactively employ IT and data services to originate business, better assess, select and rate risks, handle claims, and administer policies and accounts from client to broker through to insurance carrier.

Underwriter-Led Business Model - Strategically, we focus on specialty lines business with niche propositions, led by underwriters with specialist expertise who are committed to service excellence.

Virtual Insurer - We see ourselves as a virtual insurer who underwrites on others' balance sheets and treat our capacity providers' capital as if it were our own – exercising the same underwriting discipline and protecting capital.

Partner with Capacity Providers - We collaborate with our capacity providers, rather than compete with them. We focus our energies on building distribution to access risks that capacity providers would not otherwise see.



Company Directory



General Management

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Tom Bailey – Executive Director
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Sureties and Bonds

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