



TEMPO  
UNDERWRITING  
*Progressive. Open-Minded. Precise.*

## Company Overview

October 2019

### Tempo Underwriting

4<sup>th</sup> Floor, 52-54 Gracechurch Street  
London EC3V 0EH  
[www.tempounderwriting.com](http://www.tempounderwriting.com)

### Contact Numbers:

London: +44 20 7015 8650  
+44 20 7015 8651 (fax)  
Warsaw: +48 22 307 0075  
Athens: +30 21 1198 0283  
Rome: +39 0689 385 833

Coverholder at

LLOYDS



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)



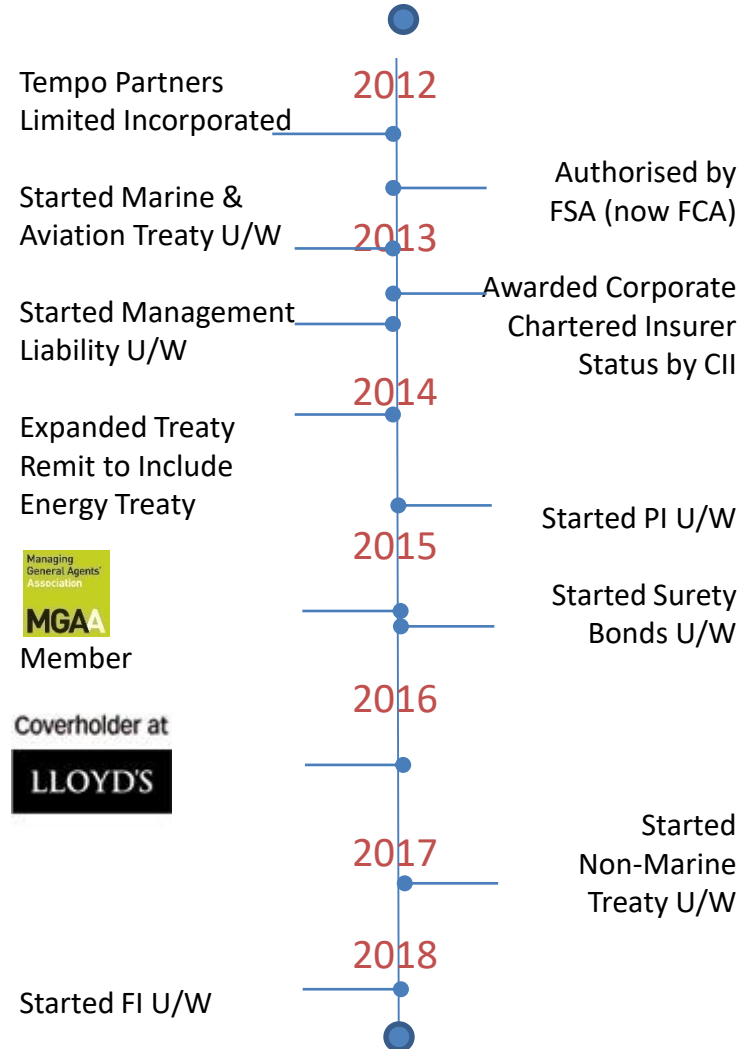
# Tempo Underwriting - Profile & Timeline



## Company Profile

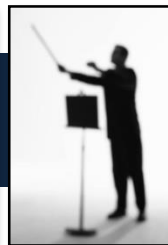
- **Multi-line underwriting agency** focused on **specialty lines** business
- **Founded in 2012** by a team of London Market insurance professionals
- **Regulated by the FCA** with licenses passported to all European Freedom of Service countries
- Aim to be the **market of choice** for brokers and insureds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

## Company Timeline





# Tempo Underwriting – People & Partners



## An Owner-Managed Firm



**Tom Bailey**  
Executive Director



**Tunde Olowofila**  
Director & Head of Treaty Reinsurance



**Jeremy Fall**  
Claims Director



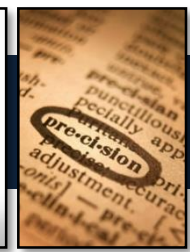
**Sean McDermott**  
Finance Director

## 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: \$22.5m max line per programme / cedant
- Marine: \$20m max line per programme / cedant
- Energy: \$20m max line per programme / cedant
- Aviation: \$20m max line per programme / cedant

## Key Contacts



### Tunde Olowofila



Director & Head of Treaty Reinsurance

DD: +44 20 7015 8674

M: +44 7780 567 516

[tolowofila@tempounderwriting.com](mailto:tolowofila@tempounderwriting.com)



### Georgiana (Georgie) Radu



Underwriting Assistant - Treaty

DD: +44 20 7015 8680

M: +44 7440 518 934

[gradu@tempounderwriting.com](mailto:gradu@tempounderwriting.com)



### Simon Shafi



Data Analyst - Treaty

DD: +44 20 7015 8680

[sshafi@tempounderwriting.com](mailto:sshafi@tempounderwriting.com)



### Eleonora Angelon



Underwriting Assistant

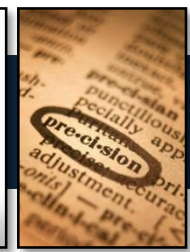
DD: +44 20 7015 8657

M: +44 7918 446 205

[eangelon@tempounderwriting.com](mailto:eangelon@tempounderwriting.com)



# 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):

- €2,000,000 max per obligor
- 5 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



Underwriting Manager – Surety

DD: +44 20 7015 8681

DD: +39 0689 385 833 (Roma)

M: +44 7496 572 591

[msecoli@tempounderwriting.com](mailto:msecoli@tempounderwriting.com)



### Giulia Secoli



Junior Underwriter – Surety

DD: +44 20 7015 8682

DD: +39 0689 385 833 (Roma)

M: +44 7491 134 937

[gsecoli@tempounderwriting.com](mailto:gsecoli@tempounderwriting.com)



### Eleonora Angelon



Underwriting Assistant

DD: +44 20 7015 8657

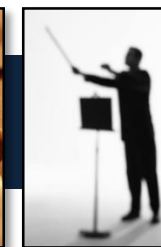
DD: +39 0689 385 833 (Roma)

M: +44 7918 446 205

[eangelon@tempounderwriting.com](mailto:eangelon@tempounderwriting.com)



# Management Liability



## 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



Professional Lines Underwriter  
 DD: +44 20 7015 8675 (London)  
 DD: +48 22 307 0075 (Warsaw)

[spawlega@tempounderwriting.com](mailto:spawlega@tempounderwriting.com)



### Saira Henwood



Professional Lines Underwriter  
 DD: +44 20 7015 8684  
 M: +44 7870 539 816

[shenwood@tempounderwriting.com](mailto:shenwood@tempounderwriting.com)

## 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

## Key Contacts



### Saira Henwood



Professional Lines Underwriter

DD: +44 20 7015 8684

M: +44 7870 539 816

[shenwood@tempounderwriting.com](mailto:shenwood@tempounderwriting.com)



### Szymon Pawlega



Professional Lines Underwriter

DD: +44 20 7015 8675 (London)

DD: +48 22 307 0075 (Warsaw)

[spawlega@tempounderwriting.com](mailto:spawlega@tempounderwriting.com)

## Virtual Underwriter Platform

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



## 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.