

# DISCOVER CANOPIUS

GROUP PROFILE

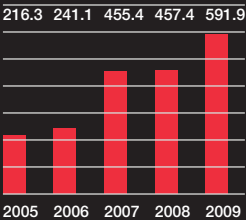


CANOPIUS

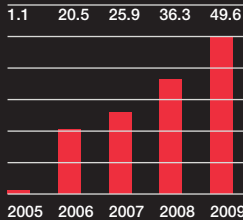
# CANOPIUS GROUP

- > International insurance and reinsurance group underwriting a diversified book of specialist business worldwide
- > Three operational divisions: UK, International and Underwriting Agencies
- > Offices in UK, Bermuda, Singapore and Dublin
- > Created via MBO of a Lloyd's business in December 2003, commencing with £25m of equity capital
- > Significant growth over last six years through organic expansion and acquisition
- > Total capital resources c. £400m
- > 83% owned by funds managed by Bregal Capital LLP<sup>1</sup>, private equity group with more than €1.75bn under management; 17% owned by senior management
- > Owns largest privately-owned Lloyd's managing agent, Canopius Managing Agents Limited, managing Syndicate 4444
- > Provides 85% of Syndicate 4444's capacity for 2010

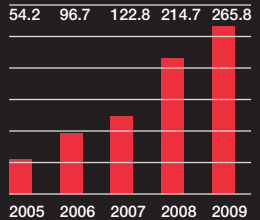
**Gross Premiums Written – £m**



**Profit After Taxation – £m**



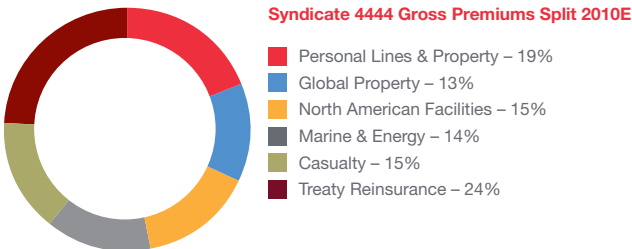
**Shareholders' Interest – £m**



<sup>1</sup> Formerly Englefield Capital LLP

# CANOPIUS UK

- > Core UK business is Canopius Managing Agents Limited, the 10th largest (and largest privately-owned) managing agency at Lloyd's
- > Canopius Managing Agents manages Syndicate 4444, established in 2004
- > Syndicate 4444 Stamp Capacity £550m for 2010
- > 2010 Forecast Gross Written Premiums c. £650m
- > Syndicate 4444 shares Lloyd's market Insurer Financial Strength ratings: A+ (Strong) – Standard & Poor's and Fitch; A (Excellent) – A.M. Best
- > Syndicate 4444 has a Standard & Poor's Lloyd's Syndicate Assessment of 3-/ Stable
- > UK service company, Canopius Underwriting Limited, underwrites business on behalf of Syndicate 4444
- > Canopius also provides UK property and liability products for the SME sector via Arista Insurance Limited in which it holds a strategic ownership interest
- > Business lines written:
  - > Personal Lines & Property (UK/European)
  - > Global Property (Direct & Facultative Property, Crisis Management)
  - > North American Facilities (Binding Authorities)
  - > Marine & Energy (including Non-Marine Construction)
  - > Casualty (Financial, Professional, Accident & Health, General)
  - > Treaty Reinsurance (Property, Casualty, Marine, Engineering)
- > Canopius Managing Agents Limited also manages Syndicate 839 which is closed to new business



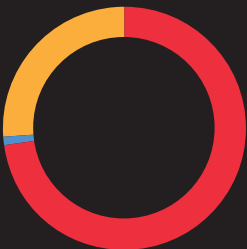
# CANOPIUS BERMUDA

## Canopus Bermuda Limited

- > Class 3A reinsurance company
- > Capital of approximately \$350m
- > Business sourced via Canopus Ireland
- > Business lines written:
  - > Structured Reinsurance
- > Company also provides capital support to Canopus Group's underwriting operations at Lloyd's

## Canopus Underwriting Bermuda Limited

- > Wholly-owned underwriting agency and Lloyd's coverholder for Syndicate 4444
- > Offers Lloyd's security
- > Business lines written:
  - > Excess Casualty (Fortune 1000, FTSE 250 industries)
  - > Hospital Malpractice
  - > Property Treaty business (Florida and Puerto Rico homeowners)



**Canopus Underwriting Bermuda**  
**Gross Premiums Split 2010E**

- Excess Casualty – 73%
- Hospital Malpractice – 1%
- Property Catastrophe – 26%

# CANOPIUS ASIA

## Canopus Asia Pte Ltd

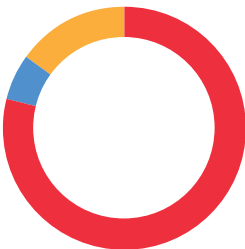
- > Wholly-owned Singapore-based underwriting agency and Lloyd's coverholder for Syndicate 4444
- > Operates under Lloyd's Asia platform
- > Offers Lloyd's security
- > Specialises in business from the Asia region
- > Business lines written:

### *Treaty Reinsurance*

- > Property (risk, catastrophe, pro-rata)
- > Casualty (including Motor)
- > Marine
- > Agriculture
- > Personal Accident

### *Direct & Facultative Reinsurance*

- > Marine



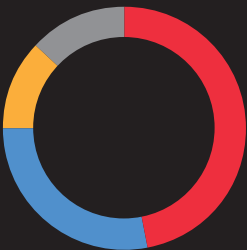
**Canopus Asia Gross Premiums Split 2010E**

- Property – 79%
- Casualty – 6%
- Marine – 15%

# CANOPIUS IRELAND

## Canopus Ireland Limited

- > Insurance and reinsurance intermediary
- > Originates transactions on behalf of Canopus Bermuda Limited
- > Specialises in Structured Reinsurance business
- > Business lines:
  - > Aggregate Excess of Loss
  - > Multi-Line
  - > Multi-Year
  - > Stop Loss



Canopus Ireland Business Originated 2010E

- Property – 47%
- Marine – 28%
- Liability – 12%
- Other – 13%

# CANOPIUS UNDERWRITING AGENCIES

- > Canopus has strategic ownership interests in two businesses

## **Arista Insurance Limited**

- > UK company
- > Canopus owns 55% shareholding
- > Arista underwrites property, liability and motor insurance for the UK SME sector through a regional branch network
- > Syndicate 4444 provides property and liability products
- > Motor products are underwritten by a third party
- > Winner of Insurance Times' New Entrant of the Year award 2007
- > Short-listed for Insurance Times' Commercial Lines Insurer of the Year award 2009 and General Insurer of the Year award 2009
- > See [www.arista-insurance.com](http://www.arista-insurance.com) for more details

## **Resource Underwriting Pacific Pty Ltd**

- > Australian company
- > Canopus owns 75% shareholding
- > Resource underwrites professional indemnity and directors' and officers' insurance in Australia, New Zealand and South East Asia
- > See [www.ruppl.com.au](http://www.ruppl.com.au) for more details

# CONTACT CANOPIUS

GROUP PROFILE



CANOPIUS

# LONDON

## **Group Management**

Michael Watson – Chairman

Jim Giordano – Group Chief Underwriting Officer

Robert Law – Group Finance Director

## **UK Management**

Michael Watson – Chief Executive Officer, CMA

Jim Giordano – Underwriting Director, CMA

Richard Bradley – Finance Director, CMA

Mike Duffy – Joint Active Underwriter, Syndicate 4444

Stephen Gargrave – Joint Active Underwriter, Syndicate 4444

Stephen Manning – Chief Operating Officer, CMA

## **Underwriting**

### ***Personal Lines & Property***

Chris McGinn – Divisional Underwriter

### ***Global Property***

Mike Duffy – Divisional Underwriter

### ***North American Facilities***

Paul Webb – Divisional Underwriter

### ***Marine & Energy***

Stephen Gargrave – Divisional Underwriter

### ***Casualty***

Russell Newell – Divisional Underwriter

### ***Treaty Reinsurance***

David Clark – Divisional Underwriter

Canopus Managing Agents Limited (“CMA”)

Gallery 9, One Lime Street, London EC3M 7HA +44 20 7337 3700

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# BERMUDA

## **Bermuda Management**

Susan Patschak – Chief Executive Officer, Canopus Bermuda Limited  
& Canopus Underwriting Bermuda Limited

## **Underwriting**

### ***Structured Reinsurance***

Susan Patschak – Chief Executive Officer

### ***Excess Casualty***

Stephen Hartwig – Head of Excess Casualty

### ***Hospital Malpractice***

Stephen Hartwig – Head of Excess Casualty

### ***Catastrophe Property Treaty***

Susan Patschak – Chief Executive Officer

Canopus Bermuda Limited

Canopus Underwriting Bermuda Limited

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# SINGAPORE

## **Singapore Management**

Linus Phoon – Chief Executive Officer, Canopius Asia Pte Ltd

## **Underwriting**

### ***Treaty Reinsurance***

Linus Phoon – Chief Executive Officer

Ester Agabus – Underwriter

Martin Lee – Underwriter

Richard Goh – Underwriter

### ***Direct & Facultative Reinsurance***

Quek Keng Seng<sup>1</sup> – Underwriter

**Canopius Asia Pte Ltd**

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www.canopius.com

# DUBLIN

## **Ireland Management**

Caryl Traynor – Chief Executive Officer, Canopus Ireland Limited

## **Marketing**

### ***Structured Reinsurance***

Caryl Traynor – Chief Executive Officer

Ian Fleming – Chief Operating Officer

Canopus Ireland Limited

Fitzwilliam Hall, Fitzwilliam Place, Dublin 2, Ireland +353 1 6694733

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