

**Q360 release**  
**PRESS RELEASE**  
**February 2012**

### **New broker, Q360, launched in partnership with Tawa**

A new London-based broking operation, Q360, was launched today. The new entity will be led by David Merry as CEO, with Tawa providing the capital backing. Q360 Ltd will initially operate within the business sectors of onshore energy, property, binding authorities, professional indemnity and non-recourse finance construction.

The founders of Q360 are David Merry, Graham Kilby and Richard J. Burggraf Jr.

Central to the company's operational platform is the technology used, using innovative processing software, as well as web-based products giving a uniquely efficient binding authority facility. Tawa's subsidiary, Pro, has been retained to provide Q360's post-placement services.

David Merry, CEO of Q360, said: *"Q360 has been created by combining the best technology with exceptional broking talent. The wholesale broking sector has a number of systemic issues that many companies are failing to address or do not have the vision or capital to address. Q360 is a totally client-focused business and Tawa is a partner that shares our ambition and vision. Our aim is to innovate and capitalise in the challenging and exciting environment facing our sector. Our trading culture, like our business, is partnership-based and we are seeking to attract the industry's best talent to expand the sectors in which we operate."*

David Vaughan, COO of Tawa plc said: *"At Tawa, we realised that the wholesale broking sector presented an opportunity for a company operating from a high-tech platform, free of legacy issues. This combination gives markets efficient distribution and provides clients with access to broking talent free from external and internal distractions. David and his team have a track record of creating and delivering strategy. Q360 is a company built on a technologically advanced trading platform. Clients and markets will be mutual beneficiaries, which is good for the industry."*

**--ENDS--**

#### **Contact**

##### **Q360 Ltd.**

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##### **Tawa**

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##### **FWD PR**

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## **Notes for Editors**

### **Senior team bios:**

#### **David Merry**

David Merry is a co-founder and Chief Executive Officer of Q360 Ltd. He has spent 30 years in the insurance industry, starting out in a broking role where he placed property, onshore energy, and construction risks. Having run teams of brokers since his mid-20s, David has held senior roles with Heath Lambert and AJ Gallagher before moving on to CJ Coleman where, as CEO and Chairman, he diversified and trebled the size of the business.

#### **Graham Kilby**

Graham Kilby is a co-founder of Q360 and is Head of Broking with particular emphasis on delegated binding authorities. He has spent 17 years in the insurance industry beginning his career with Fenchurch Insurance brokers as an International property placing broker. On joining Arthur J Gallagher in 2000, Graham moved his attention to North American Property market. He had overseas secondments to Bermuda, California, Florida, Atlanta and Chicago, where he worked in both the retail and wholesale side of the business. Since 2006 Graham was responsible for Gallagher's new North American MGA initiative.

#### **Richard J. Burggraf Jr.**

Richard is a co-founder of Q360 Ltd and Head of US Consultancy. He has worked in the international insurance and risk management community for three and a half decades as an underwriter, broker and risk manager. His accomplishments include the design and implementation of an insurance program for a nationwide association of non-profit nursing homes, the formation of insurance entities in emerging nations with a combined policyholder surplus of \$50 billion employing almost 30,000 people in those nations, the creation of non-recourse insured financing for petrochemical project development, the formation of numerous single and multi-parent captive insurers and the creation of a comprehensive insured program on behalf of government contractors with interests in zones of imminent danger.

#### **About Q360 Ltd**

Q360 is operating as an appointed representative of Pro Insurance Solutions Ltd. Further information can be found on the Company's website: [www.q360insurance.com](http://www.q360insurance.com)

#### **About Tawa plc.**

Tawa plc was formed in 2001 with the purpose of acquiring or developing assets and business in the insurance industry. Tawa is interested in acquiring portfolios of insurance and reinsurance companies, companies and businesses providing services to the insurance industry and in developing its own products to serve the insurance market as a whole.

Since its formation, Tawa has acquired CX Reinsurance Company Limited, KX Reinsurance Company Limited, PXRE Reinsurance Company, Island Capital Limited, the Pro group of companies, OX

Reinsurance Company Limited and LGIC Holdings, LLC (Lincoln General). It also set up QX Reinsurance Company Limited, a Bermudian regulated reinsurance company, to write reinsurance business.

Tawa also operates as an incubator for new projects and launched the STRIPE® system in September 2010. Tawa's first incubated broker project to be fully launched is Q360 Ltd.

In July 2007 Tawa plc was floated on the AIM market. Further information can be found on the Company's website: [www.tawapl.com](http://www.tawapl.com)

### **About Pro.**

Pro is a leading provider of outsourcing and consultancy services to the international (re)-insurance industry. With over 250 professionals, Pro provides underwriting, claims management, broking and consulting services to a wide range of international clients, from single entities to complex pools with complex assumed and reinsurance portfolios. Pro is a member of the Tawa group of companies. Pro's operations span the global insurance market, encompassing over 100 insurers and reinsurer, brokers, lawyers and corporate investors as valued clients, with multi-billion dollars of liabilities and assets under management. Pro's virtual broking platform offers a "one-stop shop" solution for broking teams, by supplying premises, systems and infrastructure. Services provided include virtual back-office support, risk management and compliance, customised broking systems and finance and accounting. As an accredited Lloyd's broker, our team is drawn from corporate, insurance and broking specialists. Pro has offices in the US and UK.

Further information can be found on the Company's website: [www.proinsurance.com](http://www.proinsurance.com)