

Tawa boosts its UK management team

- **M&A and diversified investment team to drive future capital gains**
- **New management organisation for PRO's growing book of live consultancy and outsourcing business, whilst maintaining specialist run-off expertise**

London, 17 March 2011 - Tawa plc, the innovative and fast-growing provider of risk capital and insurance services to the industry, announces a managerial and organization reshuffle of its UK-based business, including PRO Insurance Solutions.

PRO

David Vaughan, CEO of PRO, has restructured the organization around two clearly identified lines of business, to enhance client delivery and execution: **Outsourcing** and **Consulting**.

"Our team helps our clients achieve their business goals by providing them with differentiated and innovative solutions," says David Vaughan, *"Our results speak for themselves. Think of the successful completion of the WFUM scheme last year when most of the scheme world was recovering from its turmoil."*

"PRO is well known for outsourcing and delivering creative and practical administration solutions. It is less well known for its expert consultancy and advisory services," he added *"It is now time to capitalize on PRO's strengths."*

PRO's Outsourcing division provides insurance back-office outsourcing in all its various forms. It also manages Tawa's existing run-off companies. **Richard Emmett**, Head of Client Service and **Rob Harding**, Head of Operational Delivery, jointly manage this line of business. Their commitment is to provide our clients the opportunity to leverage the functions outsourced to PRO into a true value creation tool benefiting their own organizations.

PRO's Consulting arm is a rapidly growing area. The creation of a stand-alone division reflects the increasing demand in this area for our expertise. We provide services such as business consultancy (change management, project management, process improvement, business analysis and data engineering) as well as (re)insurance, financial and administrative support services. Consulting co-heads **Jerry Perrins** and **Richard Lawson** lead a team of specialists, with significant insurance expertise, who can work in-house or externally to client organisations to deliver maximum client value.

These business lines require strong foundation and deep market understanding; hence the appointment of **Mark Linnell** as Head of Sales, supported by **Pervin Sivanathan** as Head of Marketing. Their roles are to support the teams in growing their operations.

Group level

Meanwhile, parent company, Tawa, continues its expansive investment strategy led by **David Hunt**, Head of M&A. Tawa continues to target and acquire run-off portfolios and companies servicing the industry. David also oversees Tawa investments in all classes of diversified insurance assets, such as insurance subrogation rights and reinsurance debts, which are now a significant part of Tawa business.

“Bigger, profitable and disciplined is our roadmap,” comments David Hunt. *“We entered 2011 with increased energy looking at acquisition and new venture targets. More often than not, we and the seller sit on the same side of the table resolving an issue, rather than on opposite sides. Deals are therefore better for the seller, for us and even more, for the acquired company or portfolio. We are excited about the future.”*

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