

CURRICULUM VITAE
M. J. W. BSc ACA

Profile

- **A highly experienced insurance executive**
- **Proven background in corporate start-up for insurers, Lloyd's syndicates and insurance brokers**
- **Excellent understanding and practical application in insurance regulation within the FSA, Lloyd's and Qatar**
- **Qualified finance director with IPO experience**
- **Strong operational experience, accomplished in change management and BPO**
- **Exposure to fund raising, M&A activities**
- **Senior executive board experience over last 10 years including publicly quoted companies.**

NNNN NNNN Brokers LLC
Director - General Insurance

August 2007 to date

Role: To develop a general insurance practice for NNNN NNNN brokers LLC – the largest IFA in the Middle East.

- Develop business plan for the division
- Identify and recruit team to build up excellence Innovative product build with partner insurers to service niche markets
- Select insurer partners, based on financial security and product specialty

In addition to the business development of the general insurance unit, I have assumed other responsibilities.

- General Manager of Abu Dhabi for NNNN NNNN Brokers.
- Delivered NNNNNs' application to the QFCRA – NNNNNN has been successful and is the first retail broker to be authorised

Personal development and marketing

- Weekly column in Gulf News on insurance and financial advisory issues
- Interviewed on Dubai Eye radio as insurance expert following the January '08 storms
- Conference speaker at Gulf Health Insurance Conference in April 2008

XXX XXXX Company Limited
Chief Executive Officer
£100m A- rated FSA vehicle

Jan 2004 -Dec 2006

XXX XXXX Underwriting Limited
Managing Director
(Lloyd's service company)

- Established **XXX XXXX** in January 2004 with a brief to develop a regional book of management liability underwriting.
- Responsibility for 55 staff generating revenues in excess of £80million in 2006.
- Negotiated IT contracts and oversaw roll-out of leading underwriting software solution – 1st management liability products to be traded via XML
- **XXX XXXX** Company Ltd established in summer 2006 – led the application and approval process with rating agencies and regulators.
- Scoped and project managed the restructuring of the **XXX XXXX** through the establishment of a Discontinued Business Unit, splitting **XXX XXXX** into two distinct trading platforms
- Restructured **XXX XXXX** company with material legacy problems into an effective business unit

YYYY YY Group plc

2002-2003

Finance Director

- Finance Director in the successful flotation of an FSA regulated insurance company, launched on the AIM market in June 2002 with a market cap of £130million. At the time, largest start-up in AIM history.
- Project managed the preparation of the business plan, verification of key statements, liaison with lawyers, accountants and stockbrokers
- Conducted 60 roadshow presentations to prospective investors
- Implemented the entire back-office infrastructure, negotiating with BPO and IT suppliers.
- Led negotiations with regulators and rating agencies to secure A-rating.
- The company was taken over by **ZZZZ ZZZ** in June 2003 for £156million.

MMMMMM MMM Markets
Director

2001 - June 2002

- Established a new operating division to raise capital for London market insurance related businesses in both the Lloyd's and FSA market.
- Three transactions completed in the period generating fees of £1.8million, being flotation of PRI Group, sale of Sorema (Lloyd's) to CLAL and sale of City Fire to Aspen Re.

PPPP PPPPPP Agencies Limited
Service Division Director

1999 - 2000

- Annual revenues of ~ £1.5 million generated within 7 months of business start up
- Leading provider of turnkey services in the Lloyd's market and unique position as captive manager at Lloyd's
- Assisted AAAAA and LLLLL in their MBOs from the BBBB BBB Group.
- Managed tender and sale of Agency post US decision to withdraw from Lloyd's.

WWWWW Limited
Insurance Operations Director, XXXXXXX
Managing Director, JJJJJJJ Corporate Ltd

1995 - 1999

- Corporate run-off, Consultancy, Corporate syndicates – Lloyd's Managing Agency
- Overall responsibility for the marketing of WWWWW major products and acquisitions.

TTTTT TTT Services Ltd
General Manager

1986 - 1994

- Specific responsibility for the acquisition of competitors and insurance companies in run-off. 10 companies reviewed in detail to evaluate whether a purchase was feasible.
- Management of 5 clients in run-off

DDDDD & BBBB
Audit senior

9/81 to 12/96

Personal details

Name : M. J. W.
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Academic / professional qualifications

University of BBBB BBB BSc Economics (Hons)
Institute of Chartered Accountants. Chartered Accountant