

## Who are Pernix?

**Pernix Specialty Limited (Pernix)** is dedicated to enabling and supporting responsible and tangible investment and finance through the provision of **Political Risk** and **Non-Payment** insurance.

**Pernix** was co-founded by Kade Spears (CEO), Caroline Coulson (CUO), and Mark Grimson (Head Analyst), who bring 62 years of combined Political and Non-Payment Risk experience into the MGA.



**Kade Spears**  
CEO

Kade has 17 years' experience in underwriting specialty insurance lines. Most recently, Kade was SCOR's global line head for political and non-payment risks. He founded this team in 2013 and was named head of the syndicate's specialty division in 2014. Kade was previously the head of the political and non-payment risks team at Aspen and started his career at Catlin. He holds an MA in International Relations and BSc in Business Administration.



**Caroline Coulson**  
CUO

Caroline has 20 years' experience in transactional underwriting, risk assessment, and building direct client relationships. Caroline was previously a senior underwriter at SCOR, prior to that she held the same position at Lancashire and was a senior analyst at Aegis, a political risk consultancy. She started in the insurance industry at Sovereign, a political and non-payment risk MGA backed (and subsequently owned) by Chubb, after beginning her career at a Wall Street stockbroker.



**Mark Grimson**  
Head Analyst

Mark has 18 years' experience analysing risks and building models for political and non-payment risks. He worked in commercial banking and private equity before joining SCOR's political and non-payment risks team. Mark is a Chartered Financial Analyst, a Chartered Alternative Investment Analyst, and a Certified Financial Risk Manager.



**Hannah Vernon**  
Underwriter

Hannah has over 7 years' experience in the credit and political risk insurance market. She began her career at Willis Towers Watson specialising in excess of loss trade credit broking before joining the Political and Credit Risk underwriting team at SCOR in 2019. Hannah has a BSc in Geography and is ACII qualified.



**Emma Chell**  
Operations Analyst

Emma joined the team at the end of 2023 as Operations Analyst. Emma has completed her Graduate Diploma in Law with Distinction and holds a BA in Classics from the University of Newcastle. Her previous experience involves working at a start-up in the City.

## Claims: handled by our carrier partners at Fidelis MGU

Matt joined **Fidelis Insurance** in November 2021 from AXA XL where he specialised in handling claims from multiple classes of business, with a particular focus on political risk, trade credit and crisis management. Matt brings over 10 years of prior experience in handling claims within the London market, before which he earned a Masters in International Relations from the University of Exeter



**Matt Malone**  
Senior Claims Adjuster

## Pernix Solutions

Pernix offers two types of (re)insurances: Non-Payment and Political Risks.



**Non-payment** (re)insurance covers the insured against non-payment or non-performance by a named obligor of a legally enforceable payment obligation for any reason whatsoever, but usually arising from default or insolvency.



**Political Risks** (re)insurance covers the insured against losses arising or non-payment (lenders form) due to named political risk perils. We also cover various political violence perils on a selective basis and only as part of a wider political risk package.

A core part of **Pernix's** portfolio will be devoted to facilitating and aiding the dual energy and technological transitions taking place in our societies today.

**Pernix's** standard maximum line size is USD 50,000,000 per risk which can be increased to USD 100,000,000 under special circumstances.

**Pernix's** standard maximum tenor is fifteen years with the ability to support project financings with a maximum tenor of up to eighteen years.

**Pernix** is backed by informed capacity on a multi-year basis through our UK carrier **Fidelis Underwriting Limited (FUL)** and EU/EEA carrier **Fidelis Insurance Ireland DAC (FIID)**.



## What is a Managing General Agent (MGA)?

An MGA is a specialist insurance operation that provides professional underwriting services on behalf of one or more insurers. **Pernix** is a **Fidelis MGU Group** company; established to provide underwriting services across credit and political risk classes of business. We are also able to access additional capacity from **Fidelis Insurance Group**, dependent on the risk.

Classed as Intermediaries for regulatory purposes, MGAs are built on the specialist underwriting skills, knowledge and experience of the team through cost-effective distribution platform for our insurer partners.

**Pernix** is an Appointed Representative of **Pine Walk Capital Limited** which is authorised and regulated by the Financial Conduct Authority (FCA). Underwriting capacity for **Pernix** is provided through a Binding Authority Agreement between **Pine Walk Capital Limited** and **Fidelis Underwriting Limited (FUL)**, which is authorised and regulated by the Prudential Regulation Authority (PRA) and the FCA.

## Pine Walk Europe - Pernix Division

**Pine Walk Europe SRL** was established in Belgium during 2020 to provide the appropriate legal and regulatory framework to our **Pine Walk Group** MGA underwriting teams to ensure continuity of service to our EU/EEA domiciled clients Post-Brexit. **Pine Walk Europe** is a wholly owned subsidiary of **Pine Walk Capital Limited**.

**Pine Walk Europe** and its branches in the UK and Ireland hold regulatory permissions to intermediate from the Financial Services and Markets Authority (FSMA) of Belgium and for **Pine Walk Europe (UK Branch)** the FCA.

Per the 2019 legislation in Belgium, **Pine Walk Europe** is designated as a Mandated Underwriter.

Our experienced specialist underwriters are granted underwriting authority to handle the placement of insurance business on behalf of both **Pernix** and **Pine Walk Europe – Pernix Division**.

Underwriting capacity for **Pine Walk Europe – Pernix Division** via a Binding Authority Agreement is provided by **Fidelis Insurance Ireland DAC (FIID)**, which is regulated by the Central Bank of Ireland.

## What is a Mandated Underwriter?

Mandated Underwriters, classed as Intermediaries for regulatory purposes, provide professional underwriting services on behalf of insurers. They offer specialist underwriting knowledge on behalf of their insurance partners. This designation is clearly aligned to that of an MGA in the UK allowing our MGA's and **Pine Walk Europe** Divisions to operate seamlessly across our business platforms.

### Who are Pine Walk?

Founded in 2017, **Pine Walk Capital Limited (Pine Walk)**, trading name **Fidelis MGU**, is an MGA Group and Platform that strategically invests in and manages insurance MGAs. **Pine Walk** is part of the **Fidelis MGU Group**.

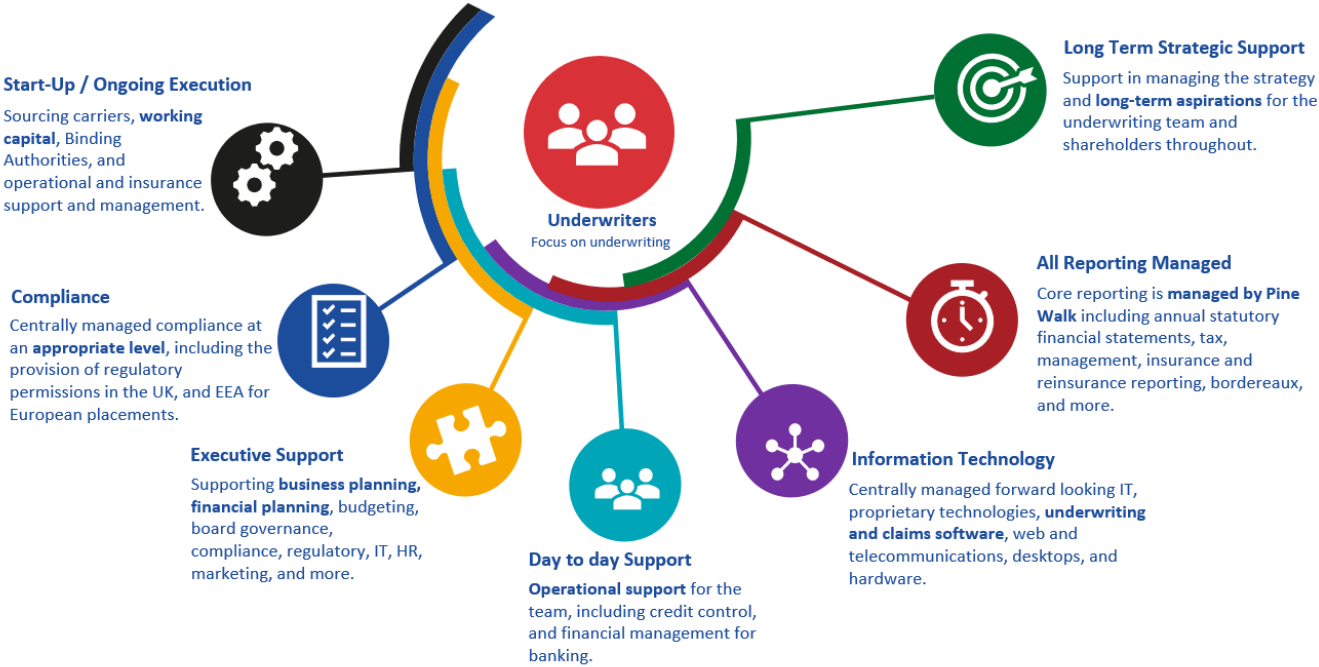
Headquartered in London with our EU-based offices in Brussels and Dublin, **Pine Walk** is well placed to deliver best-in-class service across jurisdictions and territories.

Bringing together capacity, capital and a suite of back-office services, **Pine Walk** is geared towards helping underwriting teams create, build and run successful insurance businesses for all our clients across our mix of product lines.

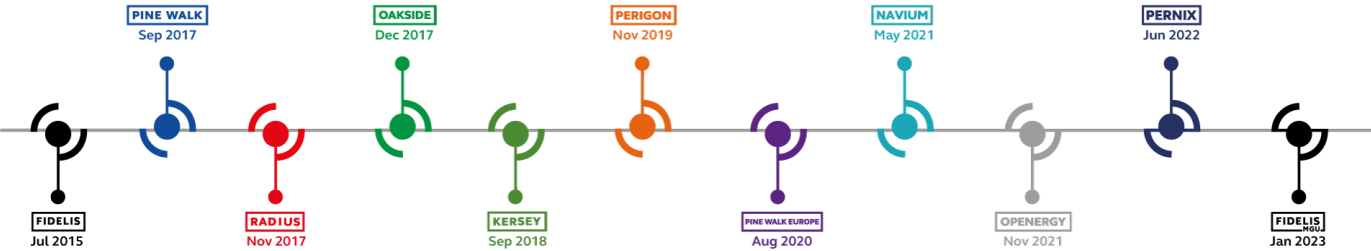
In December 2021, **Pine Walk** was granted regulatory permissions from the FCA as an insurance intermediary. Each of the MGAs in the **Pine Walk Group** are Appointed Representatives of **Pine Walk**.

**Fidelis Insurance Group** is our cornerstone carrier. We currently work with a select group of capacity providers and are looking to partner with new carriers across more of our initiatives as we continue to grow.

### What Pine Walk Do – The Wrapper



### The Pine Walk Group



## Corporate Overview

**Fidelis Insurance Group** is a global (re)insurance company, headquartered in Bermuda since 2015 with additional offices in Ireland and the United Kingdom. Our business focuses on three pillars: Specialty, Bespoke, and Reinsurance. We manage volatility through our balanced and diversified portfolio. Our strong capital position provides us with the flexibility to engage in attractive underwriting opportunities.

**Fidelis MGU** is a privately-owned Managing General Underwriter since 2023, which, through its subsidiaries, is a global underwriter of property, bespoke and specialty insurance and reinsurance products. **Fidelis MGU** is separately owned and managed from **Fidelis Insurance Group**.

**Pernix** formed in 2021 is owned by **Fidelis MGU** / **Pine Walk Capital Limited** and the **Pernix** management team.

## Fidelis Separation Transaction

In January 2023, **Fidelis** completed a groundbreaking transaction to separate into two businesses: **Fidelis Insurance Group** and **Fidelis MGU**, with different owners but a common purpose to continue its success. The separation of **Fidelis** into two businesses enhances its position in the market, through the ability to remain agile and responsive to best serve clients, brokers, and partners.

The structure is one of complete alignment; economically via the investment by **Fidelis MGU** in **Fidelis Insurance Group** and through a significant element of profit commission; through governance by a long-term binder agreement with a right of first offer on new business; and culturally through maintaining existing **Fidelis** people on both sides of the transaction.

## Carrier Partners at Fidelis Insurance Group

**Fidelis Underwriting Limited (FUL)** is an insurance company incorporated in England and Wales. FUL is authorised as an insurance company in the UK by the Prudential Regulation Authority and is regulated in the UK by the Financial Conduct Authority and Prudential Regulation Authority.

**Fidelis Insurance Ireland DAC (FIID)** is an insurance company incorporated in the Republic of Ireland. Formed in 2018 to provide a post-Brexit solution for Fidelis; authorised and regulated by the Central Bank of Ireland.

**Fidelis Insurance Bermuda Limited (FIBL)** a Bermuda domiciled insurance company authorised and regulated by the Bermuda Monetary Authority.

**FIDELIS**  
INSURANCE GROUP

**Fidelis Insurance Holdings Limited (FIHL)** is a Bermuda-domiciled holding company.

**Fidelis Insurance Bermuda Limited (FIBL)** was incorporated in Bermuda in 2015 and is licensed as a Class 4 insurer. **FIBL** is a wholly owned subsidiary of **FIHL**. **FIBL** underwrites property and casualty insurance and reinsurance on a global basis.

**FIDELIS**  
INSURANCE GROUP

**Fidelis Underwriting Limited (FUL)** was incorporated in the UK in 2015 and is a wholly owned subsidiary of **FIHL**. **FUL** underwrites property and casualty insurance and reinsurance on a global basis.

**FIDELIS**  
INSURANCE GROUP

**Fidelis Insurance Ireland DAC (FIID)** is an insurance company formed to provide a post-Brexit underwriting carrier for **Fidelis**. **FIID** provides property and casualty insurance and reinsurance cover for EU/EEA domiciled clients.

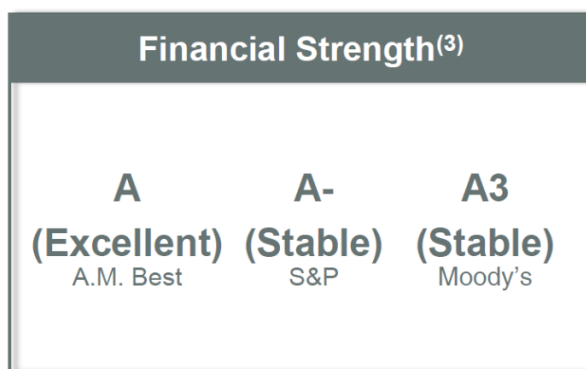
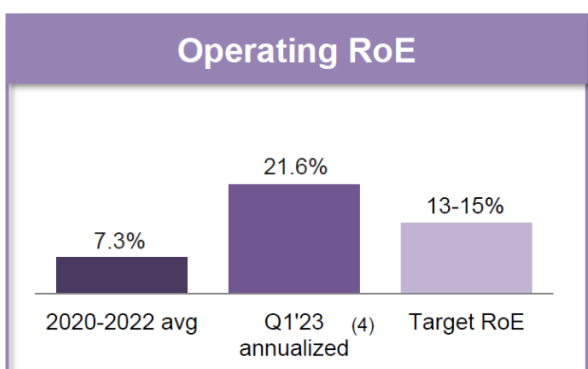
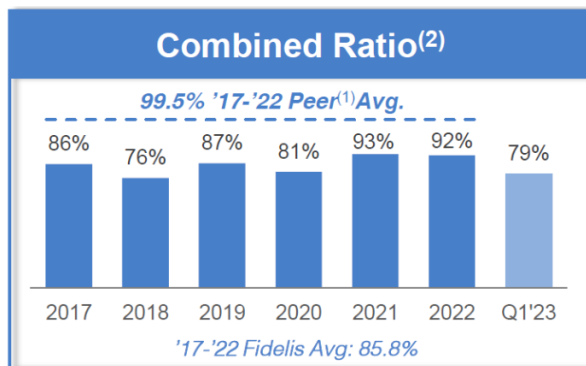
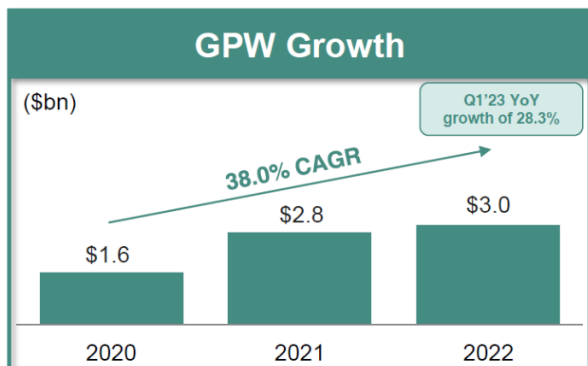
**PINE WALK**

**Pine Walk Capital Limited (Pine Walk)** is a member of the Managing General Agents' Association who strategically invest in and manage MGAs. **Pine Walk** provides the back-office services to enable the MGA underwriting team to focus on their business' growth and sustainability. Through **Pine Walk Europe SRL (PWE)**, **Pine Walk** also provides the legal and regulatory structure to enable our underwriting teams to service EU/EEA domiciled clients post Brexit. **PWE** is a wholly owned subsidiary of **Pine Walk**.

**PERNIX**

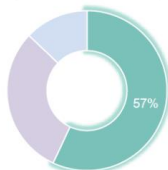
**Pernix Specialty Limited** and **Pine Walk Europe – Pernix Division** are authorised to act on behalf of **FUL** and **FIID** respectively by way of Binding Authority Agreements for UK and Rest of World (**FUL**) and EU/EEA domiciled clients (**FIID**). All cover is underwritten by either **FUL** or **FIID** as our capacity providers.

## Financials (based on latest publicly available information)

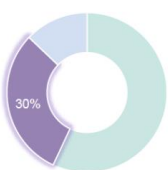


Share of FY22 NPW

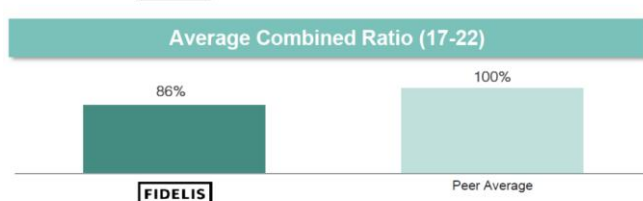
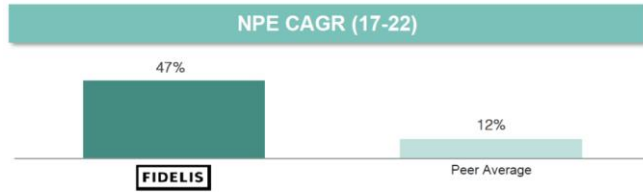
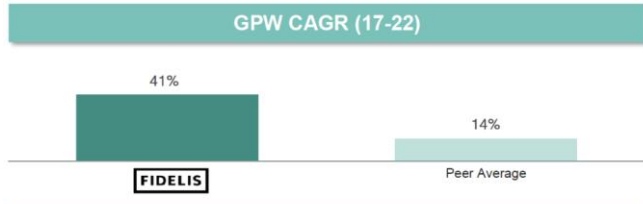
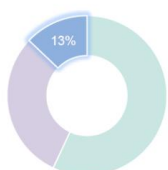
**Specialty**  
(\$1,061mm NPW)



**Bespoke**  
(\$562mm NPW)



**Reinsurance**  
(\$240mm NPW)



<sup>1</sup> Peer group includes Arch, Argo, Aspen, Markel, W. R. Berkley, Hiscox, Beazley, Lancashire, Everest Re, Axis Capital and Renaissance Re

<sup>2</sup> Calculated as the sum of losses and loss adjustment expenses, policy acquisition expenses and general and administrative expenses as a percentage of NPE in all periods except 2018.

<sup>3</sup> The ratings included in this presentation are provided by third-party rating agencies and are subject to adjustment at the sole discretion of those agencies. The presentation does not constitute an endorsement of the ratings by the presenter or any other party

<sup>4</sup> Annualized RoE is based on an operating RoE of 5.4% for the first three months ended March 31, 2023.



## Contact Us

For more information about **Pernix**, please contact:

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[www.pernixspecialty.com](http://www.pernixspecialty.com)

37-39 Lime Street, London, EC3M 7AY



**Pernix Specialty Limited** is regulated by the FCA (FRN: **970243**) as an Appointed Representative of **Pine Walk Capital Limited** (FRN: **949934**).

The Financial Services Register is a public record that shows details of firms, individuals and other bodies that are, or have been, regulated by the Prudential Regulation Authority (PRA) and/or the Financial Conduct Authority (FCA).

### **Fidelis Insurance Group**

The entry for **Fidelis Underwriting Limited (FUL)** on the FCA's register can be found [here](#), the entry for **Fidelis Insurance Holdings limited (FIHL)** on the Government of Bermuda Directors Register can be found [here](#), and the registration of the **Fidelis Insurance Group** on the Bermuda Monetary Authority (BMA) can be found [here](#). **Fidelis Insurance Ireland DAC (FIID)** is regulated by the Central Bank of Ireland. The entry on the bank's register can be found [here](#).

The PRA, FCA, CBI and BMA are the regulatory bodies overseeing the operations of **Fidelis Insurance Group**.

**FUL** is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority (FRN: **709360**).

**FIID** is regulated by the Central Bank of Ireland. **FIID** is a private company limited by shares. Registered in Ireland with registration number **617908**. Registered Office: 70 Sir John Rogerson's Quay, Dublin 2, Ireland.

Directors: A. Ryan, D. McDermott, K. Mahony, A. Coffey, I. Lever, and M. Pearson (United Kingdom)

### **Fidelis MGU**

**Pernix Specialty Limited** holds underwriting authority from **FUL** through a Binding Authority Agreement with **Pine Walk Capital Limited** allowing **Pernix Specialty Limited** to intermediate and place insurance business.

**Pine Walk Europe SRL (PWE)** is regulated by the Financial Services and Markets Authority of Belgium (FSMA). **Pine Walk Europe – Pernix Division** holds underwriting authority from **FIID** for the placement of EU/EEA domiciled risk directly.