



BP Marsh Boosts Investment in Nexus Underwriting Management Limited

London, Thursday 15th December, 2016

Nexus Underwriting, the leading independent specialty MGA is pleased to announce that B.P. Marsh & Partners Plc, the niche venture capital provider to early stage financial services businesses, has acquired a further 6.87% in Nexus Underwriting Management Limited for a total consideration of £4m.

B.P. Marsh has acquired 219,178 A Ordinary shares of Nexus, from Colin Thompson and Ian Whistondale, two of the founding shareholders. This acquisition takes B.P. Marsh's shareholding in Nexus to 18.8%.

B.P. Marsh made an initial investment into Nexus in August 2014, acquiring 5%, and since then has acquired additional interests by means of successive follow-on investments in June 2015 and December 2015. Since B.P. Marsh's original investment, Nexus has grown from premium income of £60m in 2014 to in excess of £120m (forecast) in 2016. In regard to Commission Income, this has grown from £13m in 2014 to a forecast of £20m in 2016. Colin Thompson, the Chairman of Nexus, said:

"This transaction provides an opportunity to rebalance our shareholder base, which is crucial for us as we move forward. It is also indicative of the demand that exists for investment in Nexus, especially as our EBITDA for 2016 will surpass £5m and is planned to exceed £7m next year. In addition, we have a number of exciting M & A opportunities which we hope to conclude on during Q1 next year. It is therefore important that we start organising our capital base appropriately to take into account where we are now heading."

Dan Topping, BP Marsh's Chief Investment Officer and nominee director on the Board of Nexus, said:

"We are very pleased to take this further stake in Nexus. We consider the business to be capable of strong and sustainable growth over the coming years and look forward to continuing to work with the Management Team to achieve this. A partnership with B.P. Marsh not only brings capital, but also the expertise and support of our people and the opportunities delivered by our network, and we believe this has been demonstrated by Nexus's development during the two years of our investment."

Nexus is one of the largest independent specialty MGAs in the London Market. It operates across a number of specialist insurance sectors, including Financial Lines, Trade Credit & Political Risk, Surety, Bond, Marine, Accident & Health and various other niche areas of insurance, where its expert skills come to the fore.

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Founded in 2008, the Nexus Group is a specialty Managing General Agent (MGA) on a dynamic growth path, concentrating on niche classes of business and delivering excellent service and cutting edge products.

Gross Written Premium is due to surpass US\$200 million in 2016 and it is estimated that within 36 months Nexus will be underwriting in excess of USD \$500 million of profitable specialty business. Unlike nearly all other multi-product MGAs, Nexus is truly independent and can justifiably describe itself as a “virtual insurance company”.

Notes for Editors

About The Nexus Group

Nexus is the most successful MGA in the London market: a specialty MGA on a dynamic growth path, concentrating on niche classes of business, delivering excellent service and cutting edge products.

Trading out of offices in London, France, Italy, Hong Kong and Ireland, the group employs over 110 people and has become one of the largest and most profitable independent specialty MGA's in the UK.

The Group underwrites 15 Specialty products on behalf of 23 underwriting partners who support their product offerings within the following lines of business:

- Financial Lines
- Trade Credit
- Accident & Health
- Surety
- Travel
- Property
- Latent Defect
- Marine

To access more details of these specialty classes of business please visit:

<http://www.nexusunderwriting.com/products>

Recent developments have further expanded the group's growth strategy:

November 2016 saw the launch of Nexus Claims, allowing Nexus to offer a complete service solution to its underwriting partners. Having a best in class in-house claims function allows Nexus to provide long-term continuity and top-tier service levels to brokers and their clients.

July 2016 Nexus Underwriting Management Limited acquired 100% of the shareholding in the Hong Kong domiciled Marine Managing General Agent, Beacon Underwriters Limited (Beacon), which marks its first overseas acquisition and the third one within 12 months. The acquisition of Beacon augments Nexus' footprint in Asia. The new marine lines of business further diversify the group in the specialty niche underwriting arena.

December 2015 Nexus acquired City of London based Millstream Underwriting Limited, an independent managing general agency specialising in travel personal accident and sickness insurance covers, primarily underwritten on a business to business basis.

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November 2015 Nexus Underwriting Asia (HK) was launched in Hong Kong to replicate the existing successful portfolio currently underwritten by the Nexus Group in London with other classes of business to be introduced during 2017.

August 2015 the acquisition of EBA Insurance Services in August saw Nexus being able to offer an extended product range to include Surety, Bond, Dommages à l'Ouvrage, Fine Art and Specie Insurance, Life and Event Cancellation.

For more information please visit: www.nexusunderwriting.com

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