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DUAL positions itself for ambitious growth in North America with strengthened leadership team

Appointments reflect DUAL's growth strategy to capture a market worth US\$60bn in GWP

DUAL, the world's largest international underwriting agency, today announced three executive appointments in North America to strengthen its leadership team and support its ambitious growth plans in the region.

- Brad Dame joins DUAL as Chief Commercial Officer
- Kimberly Jenkins joins DUAL as Chief M&A Officer
- Kris Finsel appointed Chief Financial Officer

Earlier this year, Brad Dame assumed one of two new executive roles at DUAL North America as Chief Commercial Officer. In this role, Dame is responsible for driving product strategy, development, distribution, and operational execution. Dame previously held joint roles as Head of Middle Market Broking Solutions and COO Middle Market & Specialty Broking, North America, and Global Broking Program Manager for Willis Towers Watson.

Kimberly Jenkins takes on the newly created role of Chief M&A Officer, responsible for defining and delivering on DUAL's M&A growth strategy in the North American market, working closely with Dame. Jenkins brings over 15 years' experience in strategic consulting and operations leadership, with an emphasis on strategic program development and execution for global operations. Most recently, Kimberly was the Large Accounts Sales Operations Leader at Willis Towers Watson.

Kris Finsel will transition into the role of Chief Financial Officer (CFO), succeeding Tracy Keill. Finsel joined DUAL in April 2020 as Finance Director, working closely with Keill to oversee the Corporate Finance function.

Richard Clapham, CEO, DUAL Group, said: "The US is the largest MGA market in the world, and our ambitions match the size of the opportunity. DUAL is uniquely placed in the US market, bringing over two decades of underwriting excellence while remaining firmly committed to independence. Growth in North America plays a pivotal role in our overall strategy as we look to capitalize on a market now worth \$60bn in GWP. These appointments bring invaluable expertise and experience to an already strong leadership team, and we are delighted to have them on board."

Jim O'Connor, CEO, DUAL North America commented: "I believe we have a distinct value proposition in the US market as a leading, independent, and sustainable underwriting organization, and I am confident that Brad, Kimberly and Kris will play an important role in our next chapter of growth. We have ambitious plans for expansion in the US that we are focused on achieving sustainably through thoughtful acquisition and a continued focus on underwriting excellence. Now is an opportune time for the MGA market, and we are excited to be expanding our team at such a crucial moment for the business and industry."

O'Connor continued, "Having worked with Brad for 11 years, I am confident he brings a mindset that translates insight from market intelligence into an actionable strategy. His focus will be on driving growth through managing emerging risks impacting new and existing products. I have also seen Kimberly develop and execute strategic processes across the industry and have no doubt that she will be essential in developing a sustainable M&A strategy

that complements our vision and business. We have a unique entrepreneurial spirit embedded throughout our organization, and we are eager to identify and bring onboard talented underwriters that are looking for, and will thrive in, this working environment.”

About DUAL Commercial LLC.

DUAL Commercial is a leading Specialty Program Administrator offering Property, Casualty, and Financial Lines products through several specialized subsidiary companies. DUAL currently has 9 underwriting offices throughout North America that underwrite and manage unique insurance programs utilizing advanced technology and simplified distribution methods. DUAL Commercial is a part of the DUAL Group, which is the underwriting arm of Howden Group Holdings Limited (UK), the world's largest international underwriting agency, and Lloyd's largest international coverholder with offices in 16 countries.

For more information, please visit www.dualcommercial.com.

ABOUT DUAL

DUAL, the specialist underwriting arm of Howden Group Holdings, is the world's largest international underwriting agency and Lloyd's largest international coverholder. DUAL is driven by a mission to be the MGA of choice for brokers, clients and carriers, through provision of deep underwriting expertise and global distribution. DUAL's investment in data and technology enables them to deliver innovative products with speed and efficiency from operations in 16 countries to 6,500 broker partners. DUAL recently announced that Howden Group Holdings has deployed underwriting capital to DUAL to sit alongside its existing capacity providers. DUAL is responsible for gross written premiums of £850 million (\$1.1bn) and employs 700 people in offices across Europe, Asia Pacific and North America.

For more information, please visit www.dualgroup.com.

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Press Contact

US

Emily Gruber

973-631-7575 ext: 804

egruber@dualcommercial.com

International

Kit Dunford

FTI Consulting

+44 20 3727 1143

howdengroup@fticonsulting.com