



D&O Insurance

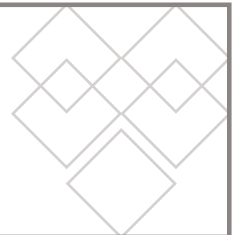
2022



PROFILED:

NEIL MCCARTHY

MPR Underwriting Limited





D&O Insurance



NEIL MCCARTHY

Managing Director

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PERSONAL BIOGRAPHY

Neil McCarthy is the founder and managing director of MPR Underwriting Limited, an underwriting agency focused exclusively on management and professional risks. MPR brings together a talented and experienced team which provides a strongly differentiated underwriting-led proposition to the UK broker market. Prior to setting up MPR in 2016, Mr McCarthy spent over 20 years underwriting and managing financial lines insurance with Chubb, developing, launching and managing products across all management and professional lines of business. Having run Chubb's UK & Ireland Management Liability business, he has been a Fellow of the Chartered Insurance Institute (CII) since 1999.



MANAGEMENT &
PROFESSIONAL RISKS

**NEIL MCCARTHY**

MPR Underwriting Limited



Q&A WITH NEIL MCCARTHY

**What strengths and characteristics do you, your team and your firm strive to demonstrate to clients?**

◆ MPR was created from an ambition to become the leading financial lines insurer in the UK regional market. This was based on delivering a high-quality, service-backed proposition associated with top-tier stakeholders and a core objective of offering direct access to experienced, trusted, technical and commercially sensitive underwriters in an environment where this approach was becoming less evident. We established a consultative and flexible trading solution for our brokers in lines of business we felt able to provide a differentiated proposition and where we could leverage the breadth and depth of the team capabilities. Our culture and philosophy have always been based on delivering positive experiences and outcomes for our brokers, whatever their needs might be. In addition to providing access to underwriter resource, we are enthusiastic to share our insights and knowledge and there is a heavy emphasis on this through our website content.

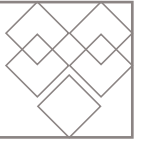
Reflecting on your area of expertise, how do you see this sphere of the market shaping up over the coming months? Are any exciting trends or developments on the horizon?

◆ The management liability market has never been as turbulent as it was during 2020 and 2021. Factors driving the changes were in evidence prior to this, but the adjustments were accelerated and exacerbated from March 2020 onward. There appears to be some settling down and it is likely this will continue, but events demonstrated the value of in-person underwriting organisations over arbitrary and sometimes punishing blanket strategies. The market has been difficult for many stakeholders, and it demonstrated the



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importance of relationships and consistency of approach. MPR will continue to be accessible and consultative, and our strategy will remain as it has been from the start. As the market begins to settle down, we are excited to match our capabilities against potential changing needs and opportunities, while staying focused on the characteristics of the MPR brand and on the priority of continuing to deliver a superior service-backed solution in financial lines.



Could you provide an insight into how you approach your work? What drives and motivates you?

◆ We were incredibly fortunate to be presented with an opportunity to create a brand and identity from scratch. Prior to this, the team at MPR had worked together in a business where we were empowered to be creative and commercial, yet within the constraints of a complex corporate environment. There was, and is, a huge motivation to be able to manifest the characteristics and culture of high-quality underwriting talent in an organisation which is written around the individuals at its very centre. Flexibility is in the DNA of MPR and there is no greater professional motivation than to be able to work for someone you want to work for with colleagues you want to work with. Perhaps the greatest reward we have had since we set out has been the opportunity to work with brokers and to be given outstanding feedback from those at the centre of our reason for being.



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