# B.P. Marsh invests £1.7 million for 27% stake to drive Cameron Specialty’s UK and European growth



B.P. Marsh and Partners has taken a strategic 27% minority stake in Cameron Specialty, a London-based managing general agent (MGA) specialising in property insurance. The private equity firm has committed funding of up to £1.7 million for the investment, including a combination of equity and a loan facility, some of which was deployed immediately upon closing the deal. This partnership is expected to support Cameron Specialty’s ambitious growth plans in the UK and European property insurance markets.

Founded in 2021 by CEO Tom Kirkland, Cameron Specialty focuses particularly on commercial combined and property owners insurance sectors. The company’s core business involves providing tailored insurance solutions for a wide variety of commercial and residential properties throughout the UK. Its portfolio ranges from standard construction property owners’ policies to multi-million-pound commercial business operations. Located in the City of London near Lloyd's Building, the MGA aims to leverage its deep market knowledge and fast service turnaround, typically delivering quotes within 48 hours.

Tom Kirkland, who brings two decades of insurance industry experience spanning both broking and underwriting, characterised B.P. Marsh as an “ideal partner” due to its expertise in the sector and proven track record supporting entrepreneurial ventures. He noted that with B.P. Marsh’s backing, Cameron Specialty is well placed to execute its strategic objective of expanding beyond the UK into the Republic of Ireland and broader European property insurance markets. The company also plans to capitalise on existing broker relationships while exploring additional lines of business.

Cameron Specialty’s non-executive chairman Adrian Colosso welcomed the investment, emphasising that B.P. Marsh’s commitment brings valuable capital coupled with significant insurance sector expertise and a respected reputation. This move is part of B.P. Marsh’s wider strategy of backing specialist MGAs with growth potential. Earlier in the year, the firm acquired a 25.5% stake in Volt, another London-based MGA focused on property risks in power generation and midstream energy sectors, demonstrating its interest in niche insurance markets.

Beyond the UK, B.P. Marsh has also broadened its footprint in Central and Eastern Europe by acquiring a 44% stake in CEE Specialty, a Czech MGA specialising in marine hull, bonds, and liability insurance. The €3.3 million funding backed a management buy-out, reflecting B.P. Marsh’s consistent approach of investing in management-led, sector-focused underwriting agencies with regional ambitions.

Cameron Specialty’s leadership team, alongside CEO Kirkland, includes Head of Operations Louise Dench, with over 16 years of experience in the real estate sector, as well as an underwriting team dedicated to market responsiveness and client service. The company originally spun out from Profile Risk Solutions in late 2022, though it maintains close ties as an appointed representative, further solidifying its industry connections.

This partnership underscores a growing trend of private equity and investment firms supporting niche insurance platforms that combine underwriting expertise with strong broker relationships to address complex property risks across evolving markets. With B.P. Marsh’s financial and strategic backing, Cameron Specialty is well positioned to deepen its penetration in established markets while pioneering new opportunities in Ireland and Europe.

### 📌 Reference Map:

* Paragraph 1 – [[1]](https://www.lifeinsuranceinternational.com/news/bp-marsh-picks-27-stake/), [[6]](https://www.reinsurancene.ws/b-p-marsh-acquires-44-shareholding-in-czech-mga-cee-specialty/)
* Paragraph 2 – [[1]](https://www.lifeinsuranceinternational.com/news/bp-marsh-picks-27-stake/), [[2]](https://www.cameron-specialty.com/about-us), [[4]](https://www.cameron-specialty.com/products-and-services), [[5]](https://www.mgaa.co.uk/broker-services/cameron-specialty-insurance-limited-/)
* Paragraph 3 – [[1]](https://www.lifeinsuranceinternational.com/news/bp-marsh-picks-27-stake/), [[3]](https://www.cameron-specialty.com/about-us/our-team)
* Paragraph 4 – [[1]](https://www.lifeinsuranceinternational.com/news/bp-marsh-picks-27-stake/)
* Paragraph 5 – [[1]](https://www.lifeinsuranceinternational.com/news/bp-marsh-picks-27-stake/), [[6]](https://www.reinsurancene.ws/b-p-marsh-acquires-44-shareholding-in-czech-mga-cee-specialty/), [[7]](https://www.reinsurancene.ws/b-p-marsh-acquires-44-shareholding-in-czech-mga-cee-specialty/)
* Paragraph 6 – [[2]](https://www.cameron-specialty.com/about-us), [[3]](https://www.cameron-specialty.com/about-us/our-team)

Source: [Noah Wire Services](https://www.noahwire.com)

## Bibliography

1. <https://www.lifeinsuranceinternational.com/news/bp-marsh-picks-27-stake/> - Please view link - unable to able to access data
2. <https://www.cameron-specialty.com/about-us> - Cameron Specialty Insurance, founded by Tom Kirkland in June 2021, is a London-based managing general agent (MGA) specialising in property insurance. The company focuses on the commercial combined and property owners sectors, offering tailored solutions for complex risks. Their offices are situated in the City of London, close to the Lloyd's Building. In December 2022, Cameron Specialty Insurance Limited officially spun out from Profile Risk Solutions, continuing to maintain close ties as an appointed representative. The team comprises highly qualified professionals with extensive industry experience.
3. <https://www.cameron-specialty.com/about-us/our-team> - The leadership team at Cameron Specialty Insurance includes CEO Tom Kirkland, who has over 19 years in the insurance industry, and Head of Operations Louise Dench, with over 16 years of experience in the Real Estate sector. The team also features Assistant Underwriter Lewis Adams and Underwriting Assistant Brooke Simpson. The company prides itself on its market knowledge and commitment to providing clients with the best service, aiming to turn quotes around within 48 hours.
4. <https://www.cameron-specialty.com/products-and-services> - Cameron Specialty Insurance offers comprehensive coverage for a variety of commercial and residential properties across the UK. Their standard provisions include Property Damage, Business Interruption, and Property Owners' Liability. The company can write a wide variety of trades, from standard construction property owners’ policies to multi-million-pound commercial business operations. They pride themselves on their market knowledge and always strive to provide clients with the best service.
5. <https://www.mgaa.co.uk/broker-services/cameron-specialty-insurance-limited-/> - Cameron Specialty Insurance Limited, founded in December 2022 by Tom Kirkland, specialises in property insurance placements and is backed by 'A' rated insurers. The company can write a wide variety of trades, from standard construction property owners’ policies to multi-million-pound commercial business operations. They pride themselves on their market knowledge and always strive to provide clients with the best service, aiming to turn quotes around within 48 hours.
6. <https://www.reinsurancene.ws/b-p-marsh-acquires-44-shareholding-in-czech-mga-cee-specialty/> - B.P. Marsh has expanded its portfolio with the acquisition of a 44% stake in Czech marine and liability MGA CEE Specialty, providing €3.3 million of funding which was utilised in full to effect a management buy-out. CEE Specialty is an underwriting agency founded in 2019 specialising in Marine Hull, Bonds, and Liability Insurance, targeting business in Central and Eastern Europe. The MGA is based in Prague, Czech Republic, with a branch office in Bucharest, Romania, and has a total of 15 insurance professionals.
7. <https://www.reinsurancene.ws/b-p-marsh-acquires-44-shareholding-in-czech-mga-cee-specialty/> - B.P. Marsh has expanded its portfolio with the acquisition of a 44% stake in Czech marine and liability MGA CEE Specialty, providing €3.3 million of funding which was utilised in full to effect a management buy-out. CEE Specialty is an underwriting agency founded in 2019 specialising in Marine Hull, Bonds, and Liability Insurance, targeting business in Central and Eastern Europe. The MGA is based in Prague, Czech Republic, with a branch office in Bucharest, Romania, and has a total of 15 insurance professionals.