

Managing
General Agents'
Association

MGAA



**THE CAPACITY
EXCHANGE 2024**

**11
09
24**

Banking Hall, Cornhill EC3V 3ND



**MENTAL HEALTH
IN BUSINESS**

“Helping you create
a psychologically
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- WELLBEING PROGRAMMES
- STRATEGIC SUPPORT
- MENTAL HEALTH FIRST AID
- LINE MANAGERS' TRAINING
- SUICIDE FIRST AID
- WORKSHOPS & WEBINARS
- MENOPAUSE TRAINING

All MGAA members are entitled to a 10% discount on all our services, along with additional benefits coming soon. Members also have access to a complimentary mental health resource pack

WWW.MHIB.CO.UK



AGENDA

08:45 - 09:30

Registration & Networking Breakfast

09:30 - 09:35

Opening Address from CEO, Mike Keating

09:35 - 10:45

Speed Networking - Main Hall

10:45 - 11:20

Networking Coffee break

11:20 - 12:30

Speed Networking

12:30 - 13:30

Networking Lunch

13:30

Close

EVENT SPONSORS

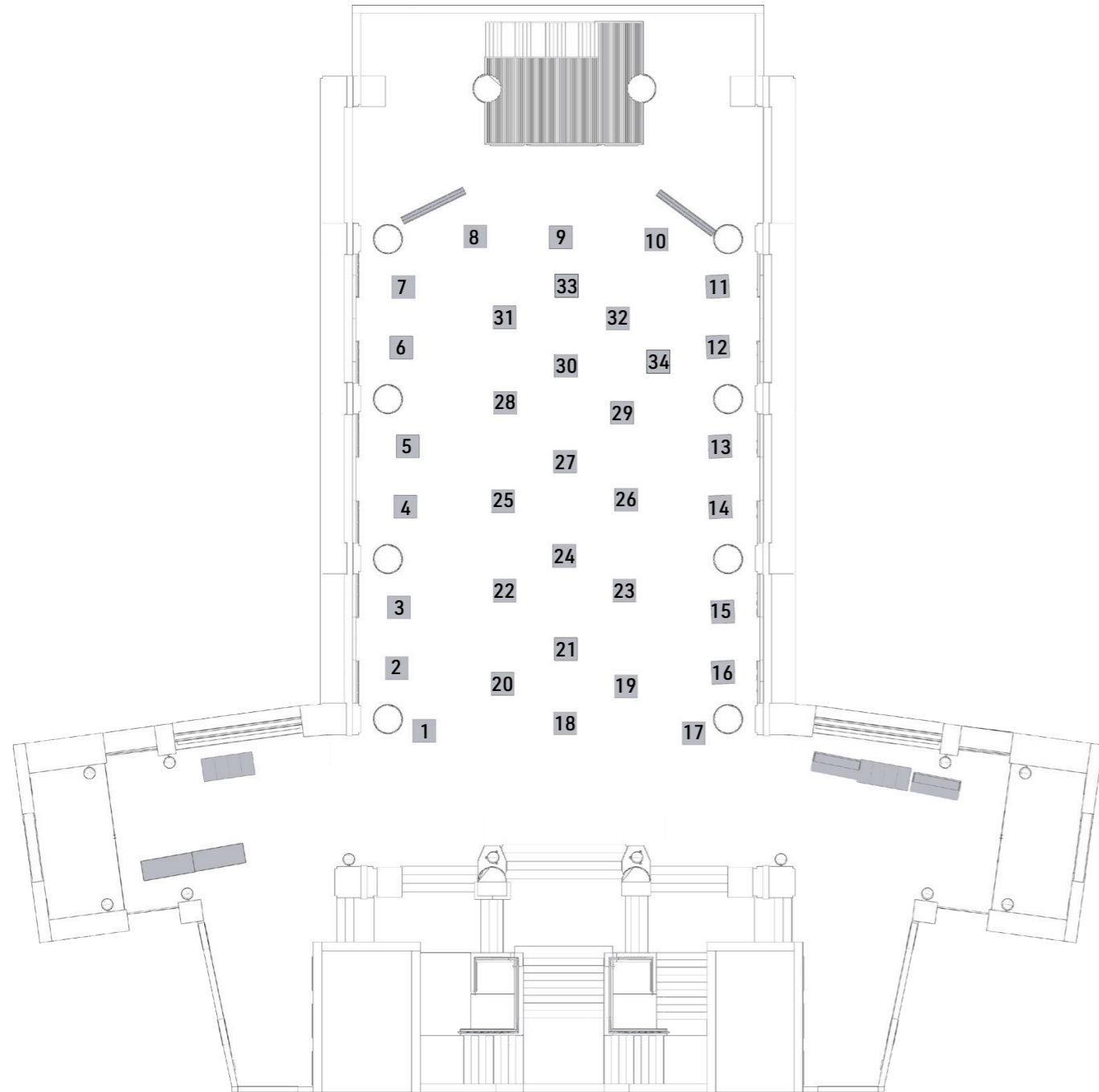
A big thank you to our Event Sponsors; Diesta, AM Best



and Annual Sponsors Consilium, Aviva, AXA, Bridgehaven, Davies Group, Ecclesiastical and Sedgwick International.



FLOOR PLAN



TABLES

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16 Great American International Insurance	17 Sedgwick International UK	18 Calibrant	19 AXA XL	20 Bluefriars Brokers Limited
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EXHIBITORS



TABLE 1

At Accelerant, we're not just transforming insurance—we're re-platforming the entire specialty insurance value chain to make it work better for everyone involved. As a rapidly growing, data-driven Risk Exchange, we provide the essential infrastructure that connects specialty insurance risk with the capital that drives it. Our unique position at the centre of the specialty insurance ecosystem allows us to empower MGAs with advanced tools, data analytics, and AI, helping them make smarter underwriting decisions and achieve superior outcomes.

Our mission goes beyond just offering a platform; we're committed to building lasting partnerships based on transparency and shared success. By seamlessly integrating MGAs with capital providers, Accelerant is creating an environment where the entire industry can thrive. With a global reach and a personal touch, we're redefining how MGAs approach insurance—making the process more efficient, data-driven, and ultimately, more human.

To learn more about how Accelerant is driving innovation in the insurance industry, visit <https://accelerant.ai/>

Product Lines/Business Interests

Accelerant partners closely with both capital providers and MGAs to create a more connected and efficient specialty insurance market. We focus on supporting MGAs who operate in niche and complex markets, particularly those serving small and mid-sized businesses. While our interest spans various specialty insurance lines, we're particularly drawn to areas where traditional insurance models often fall short.

Through our data-driven Risk Exchange, we connect MGAs with the right capital partners, helping them optimize underwriting, enhance risk selection, and improve portfolio management, ultimately fostering a more sustainable and effective insurance landscape for all involved.



AmTrust International

TABLE 2

AmTrust International is a global insurance provider offering risk-management solutions and business underwriting tailored to each client's unique needs. With 1700+ employees in 35 locations worldwide, AmTrust International has the knowledge, skills and financial strength to provide a comprehensive range of risk solutions worldwide. AmTrust delivers a range of specialty insurance products including warranty & specialty risk, property, mortgage & credit, professional lines and legal expenses.

Product Lines/Business Interests

Professional Lines, Warranty, Mortgage & Credit, Legal Expenses, Property



TABLE 3

Carbon Underwriting is an MGU and Lloyd's Syndicate driving transformation in the international coverholder market. We operate as an Underwriting and Data Lead with a laser keen focus on coverholder partnerships. Carbon set out in 2018 with a mission to transform the world of delegated underwriting and with a vision to set a global benchmark. We are a dynamic company and recognise the importance of embracing modern technology to deeply enrich our offering. We have pioneered a game-changing, bespoke approach using an open underwriting model where data drives improved underwriting performance creating superior analysis and fluidity of portfolio management. This is administered through our in-house technology ecosystem, Graphene.

Product Lines/Business Interests

Territorial scope: UK and Ireland, Continental Europe, Australia, New Zealand and Canada.

Lines of Business: Property, Casualty, Financial Lines & Specialty Lines
Our client size is focussed upon SME commercial business, but we can also consider both personal lines and larger commercial risks as required.



TABLE 4

At Aviva it has always been our goal to stand alongside and work in partnership with companies who share our values, deliver great customer outcomes, and find the right opportunities to drive incremental profitable growth.

Investing in new, different, and exciting distribution opportunities such as those present within the vibrant UK MGA market is becoming an increasingly integral part of our distribution strategy. Our ambition is simple, to help you grow your businesses whilst delivering for our shared customers.

The Aviva team are thrilled to be returning to the MGAA Capacity Exchange event this September and can't wait to talk to you about how we can help you go further in 2024.

It takes you. It takes a partnership. It takes Aviva.
General Insurer of the Year winner 10 years running! (Insurance Times Awards 2014- 2023 & British Insurance Awards 2023.)

Product Lines/Business Interests

Aviva recognises that partnering with MGAs is a fantastic opportunity to utilise the expertise across Underwriting and technology in niche areas – enabling us to enter markets that are not within our core appetite and potentially strengthening relationships with our key partners.

MGAs align to our wider growth strategies and help to combine the expertise of MGAs in specialist sectors with the technical knowledge and brand of AVIVA.

We have a broad appetite and access to market so it's about finding and focusing on those opportunities that provide a niche specialism – whether that is from an underwriting or a technology perspective.

Aviva are interested in partnering with MGAs with specialisms and a proven track record of delivering profitable returns with their niche underwriting expertise or bringing new and innovative technology to the table so that there's a clear USP.



TABLE 5

QBE helps businesses build resilience through risk management and insurance.

QBE European Operations is part of QBE Insurance Group, one of the world's leading international insurers and reinsurers and Standard & Poor's A+ rated. Listed on the Australian Securities Exchange, QBE's gross written premium for the year ended 31 December 2023 was US\$21.75 billion. As a business insurance specialist, QBE European Operations offers a range of insurance products from the standard suite of property, casualty and motor to the specialist financial lines, marine and energy. All are tailored to the individual needs of our small, medium and large customer base.

We understand the crucial role that effective risk management plays in all organisations and work hard to understand our customers' businesses so that we offer insurance solutions that meet their needs – from complex programmes to simpler e-trading solutions – and support them in minimising their risk exposures. Our expert risk management and rehabilitation practitioners focus on helping customers improve their risk management so that they may benefit from a reduction in claims frequency and costs.

Product Lines/Business Interests

We would be interested to have conversations regarding the following:

- UK Commercial Motor
- Insurtech Motor
- UK Commercial Property, Casualty and Financial Lines including packages



TABLE 6

We're one of the largest insurers in the UK. AXA Insurance offers personal and commercial insurance, while AXA Health is AXA's UK health and wellbeing specialist. Together, we cover individuals and businesses operating in diverse sectors, and distribute our products through brokers, aggregators, corporate and retail partners and direct to the customer. We work hard to become a genuine partner to our customers, summed up in our tagline 'Know You Can'. With 94 million clients across 51 countries you can trust AXA to take care of you and your clients.

Product Lines/Business Interests

AXA has more than 30 years' experience writing schemes and delegated authorities and the significant growth over the past few years has created a market ready for evolution, collaboration, and passion. We're able to offer capacity within most lines including speciality, property, casualty, and motor. In the financial lines space we have recently expanded our footprint, particularly in our PI and MLP portfolios. We're always on the lookout for partners with whom we can build strong, lasting partnerships, especially in new areas that we don't currently serve. We'll work with you to create bespoke insurance propositions for niche customers and profitably develop your scheme. Don't hesitate to get in touch with our Schemes team for a chat!



TABLE 7

Zurich Insurance Group (Zurich) is a leading multi-line insurer that serves its customers in global and local markets. With 4500 UK colleagues, it provides a wide range of property and casualty, and life insurance products and services in more than 215 countries and territories. Zurich's customers include individuals, small businesses, and mid-sized and large companies, as well as multinational corporations.

Our commitment to our distribution partners and customers remains at the heart of our strategy. Ensuring customers can easily access relevant products to their specific need, including delivery of a claims service that supports them in their time of need, remains paramount. We combine expertise and capabilities with specialist distribution partners to do this on a range of specific products.

We are proud to be part of the MGAA and remain eager to explore how we can support its members in their aspirations.

Product Lines/Business Interests

Commercial/specialty classes of business, particularly where there is section of the UK market underserved by company markets. We are open to discussing solus capacity arrangements or other mechanisms.



TABLE 8

Bridgehaven is the first UK hybrid fronting insurer to be authorised and regulated by the PRA and FCA. Our aim is to be the leading UK hybrid fronting insurer of commercial and specialty lines.

Our mission is to achieve this by aligning with MGAs by supporting their product and capacity needs, and to deliver a cost-effective solution by fronting for a broad range of reinsurers. We ensure alignment of interests through retaining risk and promote collaboration with clear communication and speed of decision making, using a trust and verify approach to doing business.

Bridgehaven facilitates the fronting model through a retention of risk, by partnering exclusively with MGAs and by aligning with reinsurers at an MGA and product level. Our objective is to partner with a carefully selected panel of MGAs and reinsurers who are focused on underwriting profitability.

Product Lines/Business Interests

Bridgehaven's focus is on UK Commercial & Specialty lines writing admitted business with incidental international exposures. We retain up to 10% of all risks and have a flexible appetite dependent upon the reinsurers with which we and the MGA are partnering. Our focus is on medium sized commercial business across a broad range of sectors and classes of business. We look to write Property/Energy, Liability, Commercial Motor, Financial Lines, Aviation, Marine and specialist classes including Trade Credit, Accident & Health and Contingency.



TABLE 9

At Travelers, we believe in the power of collaboration. We work hand in hand with insurance brokers to provide specialist insurance solutions that meet your clients' evolving needs. Our deep segment expertise is your advantage, allowing you to tackle your clients' unique risk challenges with confidence.

Whether your client is a sole trader, small to medium-sized business or large multinational corporation, we can protect their business as it evolves. We insure businesses in sectors as diverse as financial institutions and solicitors, health & care and technology, underwriting each risk individually. Our sector-specific expertise helps your clients manage current risks while empowering them to minimise emerging ones.

We have been insuring your clients' ambitions for generations: Travelers wrote the first automobile insurance, aircraft liability insurance, and personal accident cover for astronauts. We are backed by more than 160 years of experience, have an AA rating for financial strength from Standard & Poor's, and we continue to be among the world's leading commercial property casualty insurers. This has helped us develop strategic partnerships and insurer networks around the world, ensuring your clients can count on Travelers.

Visit: www.travelers.co.uk

Product Lines/Business Interests

Travelers Schemes

We have a broad appetite for both new ideas and existing books. From musical instruments to model railways, surgeries to solicitors, you'll find us an open-minded insurance partner to your scheme's potential.

We're interested in schemes with an expected GWP of £1m – £5m, either as new start-ups or existing books, with minimal exposure to high severity losses or high hazard risks. Your scheme will most likely be UK-based, although selected European opportunities will be considered.

Our Industry Expertise

Our dedicated schemes team is headed by experienced professionals. Focused on establishing and running commercial schemes, we understand what it takes to make yours a success. It's a service shaped entirely by your needs, with our specialist knowledge allowing us to respond to even the most complex or unusual claims.

Through a carefully planned and proven process, we'll get to know your scheme and your business and how best to support them both.



TABLE 10

Ecclesiastical – providing MGAs with confidence

We've been delivering tailored delegated authority solutions for over 40 years. With ambitions to grow, we've a broader appetite and capacity than the specialisms we're known for. We've earned a reputation as one of the most trusted insurers¹, backed by award-winning claims and risk management services.²

Our dedicated team are on hand to handle the often-complex nature of schemes. We offer direct access to decision makers, guidance and support to help MGAs grapple with compliance and enable them to grow their account.

So why Ecclesiastical?

- Dedicated team of insurance professionals
- Passion for the delegated authority business and MGA market
- Swift and thorough onboarding process
- Dedicated direct contacts
- Fair Value and Consumer Duty assistance
- Training opportunities on relevant topics
- Regular reviews to minimise referrals
- Excellent service standards and agreed SLAs
- Long term capacity and long-term partnerships
- Desire to grow your account with you for mutual benefit.

For more information on our services, please visit www.ecclesiastical.com/schemes or contact:

Chris Withers – Schemes and Partnerships Director –
chris.withers@ecclesiastical.com

Simon McGill – UK Schemes Development Manager –
simon.mcgill@ecclesiastical.com

And being proudly part of the Benefact Group, by doing business with us, you're supporting good causes across the UK, as we strive towards our ambition to give £250m.

*1Ecclesiastical annual broker tracking survey 2008 - 2023
2Insurance Times Claims Excellence Awards 2023 – Claims Product Solution of the Year – Insurer, The Gracechurch Claims Service Quality Marque (SQM) 2024, Risk Management Specialist Company of the Year - CIR Risk Management Awards 2022.*

Product Lines/Business Interests

We've been in the schemes arena for several decades and have a far wider appetite than the specialist sectors Ecclesiastical is typically known for.

Ecclesiastical has a well-deserved reputation as a leading insurer of charity, education, heritage, faith¹ and is also well respected in the high net worth, leisure and property sectors. We've also recently launched our Office Professions product. But we also have a substantial involvement in specialist schemes.

From farms to funeral directors, book dealers to veterinary practices, brass bands to micro-pubs, plus specialist personal lines including liability cover for pets, and contents in retirement communities. We cover more areas than you might think.

Ecclesiastical is growing and have ambitious plans to continue to grow. If you're seeking new capacity with an insurer who's also looking to work with like-minded specialist sector MGAs, one who has a flexible, proactive and collaborative approach to growing a scheme. Then perhaps it's time to take another look at Ecclesiastical.

¹Ecclesiastical annual broker tracking survey 2008 - 2023

TABLE 11

Consilium is a global specialty (re)insurance broking business. We are united in action and deliberately different from our peers, recognising that there is always a better way to deliver the best outcomes. Our unwavering focus drives us forward, rooted in our independence and a commitment to meaningful actions over distractions.

We are part of the Aventum Group, an owner managed specialty (re)insurance group controlling over USD 1.5bn GWP globally. We operate across the broking, underwriting and risk and advisory sectors.

Our Delegated Risk Solutions team has a wealth of experience and key capacity relationships in the global market to help MGAs achieve their growth aspirations. We played a pivotal role in driving our in-house MGA's growth from £17 million in 2017 to over £1 billion in 2023, across 30+ business lines. This journey has not only deepened our understanding of the marketplace but also positioned us to extend our expertise to third-party MGAs.

Product Lines/Business Interests

We pride ourselves on being class-agnostic, with extensive experience across all major class lines and the relationships necessary to support your business's growth.

However, our team has developed particular expertise in a few key classes:

- Construction and Engineering
- Property
- Casualty
- Energy
- Financial Lines
- Accident and Health
- Agriculture
- Inland and Ocean Marine

TABLE 12

Aon plc (NYSE: AON) exists to shape decisions for the better – to protect and enrich the lives of people around the world. Through actionable analytic insight, globally integrated Risk Capital and Human Capital expertise, and locally relevant solutions, our colleagues in over 120 countries provide our clients with the clarity and confidence to make better risk and people decisions that protect and grow their businesses. Follow Aon on LinkedIn, X, Facebook and Instagram. Stay up-to-date by visiting Aon's newsroom and sign up for news alerts here.

Product Lines/Business Interests

Recognising the value of capacity for MGA clients, Aon brings strong relationships with carriers that have delegated appetite to match MGAs' growth ambitions and long-term partnerships. With the continued strength of the MGA market, Aon's Reinsurance Solutions drives growth opportunities across all lines of business including niche specialty. Our dedicated MGA team brings access to an extensive network of capacity providers, product experts, analytics on large proprietary datasets, and combined broking, operational and consulting capabilities – in addition to broking capabilities.

TABLE 13

Financial & Legal are a specialist UK based insurer, delivering a wide range of legal expenses, ancillary and assistance products, all underwritten in house. From initial discussions through to servicing claims, we put you and your clients' needs at the heart of everything we do. We operate a fully delegated model, working closely with our partners to deliver products tailored to customer needs. We work with businesses who value speed to market from an agile partner with the inhouse expertise to deliver a comprehensive solution, with attractive commercial terms but also the ability to tailor to the specific client and end customer needs.

Product Lines/Business Interests

Product lines include all types of legal expenses, After the Event and Before the Event including motor, family, commercial, landlords and a wide range of specialist niche areas. In addition, we offer a broad range of ancillary products from motor related, including scratch & dent, tyre, alloy wheel, MOT, misfuel, windscreen. Other niche product lines include rent guarantee, home emergency, key, replacement vehicle, motor personal accident, warranty insurance and a broad range of excess protection covers.

TABLE 14

Accredited Insurance (Europe) Ltd. is a Maltese based insurance company founded in 2013, Accredited Insurance provides insurance capacity to Managing General Agents (MGAs) we partner with across the UK and Europe, who distribute insurance policies to policyholders on our behalf. We are regulated by the Malta Financial Services Authority (MFSA) and are authorized to write all non-life classes of insurance across the European Economic Area. We have offices in Malta and in the UK, with an array of multi-lingual staff in each office. Through our UK branch we are able to offer a Brexit solution to all UK and European based MGAs. Accredited Insurance (Europe) Ltd. maintains a financial strength rating of A- by A.M. Best

Product Lines/Business Interests

Our portfolio currently consists of the following lines of business written by our partner MGAs: Motor, Home, Commercial Property and Casualty, Professional Indemnity, Directors & Officers Insurance, Surety, Liability, After the Event Insurance, Cyber Insurance.



TABLE 15

HSB, part of Munich Re, is a leading specialist provider of engineering and technology insurance, inspection services, and engineering-based risk management.

With over 150 years of technical risk knowledge and experience, HSB is built on a foundation of specialist insurance, engineering, and technology; combining engineering expertise and experience to design solutions that meet the rapidly evolving technological landscape and help customers stay ahead of emerging risks.

HSB's specialist underwriting in the UK and Ireland offers a broad range of insurance covers including construction, computer and cyber, equipment breakdown and energy, whilst its engineering experts provide inspection and risk management services that reduce equipment risks and aid compliance.

Whether you are looking to embed equipment breakdown or cyber cover within your policies, add a specialist wording (e.g. construction) to your product portfolio, or assist your customers with finding a specialist insurance solution for their technology risks, our combination of technical knowledge, specialist underwriting, and flexible approach make us easy to work with.

We're looking forward to discussing opportunities of how we can work together at the 2024 MGAA Capacity Exchange. More information about our products and services can be found at hsbeil.com.

Product Lines/Business Interests

- Equipment Breakdown
- Computer and Cyber Insurance
- Home Cyber
- Inspection Services



TABLE 16

Great American International Insurance (UK) Limited is an A+ rated insurer, which specialises in the provision of specialty insurance products and in creating insurance schemes for affinity groups in the UK.

Our teams have specialised market knowledge and the underwriting skills to develop and support customised insurance solutions in Asset Affinity (Schemes Solutions), Peace of Mind Insurance (Accident, Sickness, Unemployment driven products), Construction & Engineering, Surety Bonds & Credit, Financial Lines (PI and D&O), and insurance solutions for Financial Institutions.

Great American International Insurance (UK) Limited is a member of Great American Insurance Group whose roots go back to 1872 with the foundation of its flagship company Great American Insurance Company (GAIC) which is over 150 years old. Today the group comprises over 35 property and casualty business divisions, collectively employing nearly 8,500 employees in approximately 80 offices globally.

We are looking to build new partnerships and long-term relationships. If you are interested in working with us to develop bespoke insurance solutions for your clients and customer base, please contact:

Stéphane Boiron

Underwriter – Financial Institutions Business
Great American International Insurance (UK) Ltd

Mobile: +44 (0)7890 958 718

Email: sboiron@gaig.com

Website: www.GreatAmericanUK.com

Product Lines/Business Interests

- Asset Affinity & Schemes
- Peace of Mind Insurance (Accident/Sickness/Unemployment type covers)
- Construction & Engineering
- Professional Indemnity
- Excess Reimbursement
- Insurance products distributed via Financial Institutions



TABLE 17

Sedgwick is a leading global provider of claims management, loss adjusting and technology-enabled business solutions. In the UK, our comprehensive teams comprise over 2,300 experts in specific lines of business and specialists across every industry sector. We manage all aspects of household and commercial property, major and complex loss, liability, third-party claims administration and specialty work – including marine, motor, agriculture, cyber, power and energy, environmental, legal services and more.

We empower our clients with a response that consistently exceeds expectations - customised to suit their claims, risk management and individual business requirements. Innovative digital tools deliver simple, time-saving service solutions, while our advanced systems enable efficient, real-time MI and data insight reporting. We are committed to making claims easy for our clients and their customers.

Sedgwick's ESG credentials are unrivalled. Both our UK business and managed contractor network are certified carbon neutral. Our forward-thinking Scope 3 carbon-saving initiatives and dedication to developing our colleague's professional expertise continue to win industry awards. We are in a people business where caring counts. You can count on Sedgwick to provide the best care and support for your business, your customers and the world around us.



TABLE 18

Calibrant specialises in the management and oversight of delegated authority arrangements for insurers and MGAs. We provide the portfolio management framework, expertise, and focus needed to enhance profitability and achieve sustainable returns.

Our cutting-edge software offers analytics and insights that inform decision-making, ensuring portfolios are consistently calibrated against emerging results and market dynamics to deliver target performance metrics and understand expected future performance.

We excel in securing capacity for MGAs by using our actuarial expertise to present portfolios with the forensic analysis and rigour required to gain the confidence of capacity providers. Post placement, we continue to support our MGA partners at regular governance sessions with their carriers bringing the financial and performance aspects to life.

This is all supported by our principle of fostering long-term sustainable capacity by utilising our suite of turnkey contractual clauses to effectively align interests on performance outcomes.

Product Lines/Business Interests

All classes of commercial, personal and specialty lines.



TABLE 19

AXA XL, the P&C and specialty risk division of AXA, is known for solving complex risks.

Coverholders, managing general agents and underwriting agencies are key partners in our distribution strategy. We deeply value our relationships with these partners and collaborate with them to support the development of new and innovative solutions as well as to provide access to our wide product suite and the broader capabilities of the AXA Group.

By combining our underwriting capabilities and strong capital base with the agility and flexibility of MGAA members we can bring even more compelling and innovative solutions to the market.

To find out more, click [here](#) or contact Paul Howard, Head of Coverholder & Alternative Distribution paul.howard@axaxl.com.

Address

20 Gracechurch Street
London
EC3V 0BG
United Kingdom
www.axaxl.com

Product Lines/Business Interests

We offer over 30 lines of business from our UK platform, most of which offer delegated solutions. This can be via our Lloyd's or Company entities. What we look for is niche business and distribution that we would otherwise not be able to access, that is complementary rather than conflicting with our existing business and that of our partners.



TABLE 20

Bluefriars Group is an independently owned, boutique financial services incubator and consultancy.

Our expert team specialises in insurance and intermediation, (including insurance, mortgage and independent financial advice), but has worked in areas as diverse as asset management and investment banking.

This allows us to build unique solutions to help entrepreneurs to flourish in the financial services industry. Our geographic reach covers both the UK and Europe, but we have assisted from territories as far as the Americas and Australasia. We have a deep understanding of business risk, business governance and the regulatory landscape over all points in the commercial cycle, from pre-launch to seasoned business.

At Bluefriars, we are experienced business builders, with over 30 successful company launches in the last decade to our credit.

Whether you have already established your company or are considering making the move towards personal and financial independence, we can support you along your journey from establishment, through growth and expansion, to business sale.

Coupled with Bluefriars' commercial experience as market practitioners and serial entrepreneurs, we believe our unique combination of business knowledge, regulatory expertise and market insight gives you the best possible advantage to forge your own path to success.

Product Lines/Business Interests

We are currently interested in the following lines of business:

- Commercial Property & Property Owners (Property & Casualty) in the United Kingdom
- Commercial Property & Property Owners (Property & Casualty) in the EU/ RoI
- Rental Guarantee Insurance for Landlords in the United Kingdom
- Surety for Large Scale Projects in Scandinavia
- Green Energy in Scandinavia
- Financial Failure in the United Kingdom
- Financial Failure in the EU
- Chargeback Indemnity in the United Kingdom
- Chargeback Indemnity in the EU
- Transactional Indemnity within the Travel Market in the United Kingdom
- Multi-Class Property & Casualty – Worldwide (to supplement existing capacity - UK capacity for Worldwide Territories)
- Multi-Class Bank Risk & Allied Classes – Worldwide ((UK capacity for Worldwide Territories)
- Artificial Intelligence in the United Kingdom (Liability Risks from the use of AI)



TABLE 21

McGill and Partners is a leading specialty insurance and reinsurance broker focused on larger clients and/or clients with complex and/or challenging risks. We believe specialty placements in today's rapidly changing market need true expertise, deep relationships and a genuinely fresh perspective.

McGill and Partners is one of the fastest growing specialty broking firms in the world, having undertaken one of the most ambitious talent acquisition strategies the broking world has seen and has become a destination of choice for some of the brightest talent in the industry.

We are practitioner driven, deal-focused and have deep market relationships at every level. Our concentrated ethos in the areas we operate in and the areas we don't, leads to a laser sharp focus in everything we do, with a meticulous eye for detail. It fosters an environment where creativity, teamwork and collaboration flourish and where no market, strategy or alternative is left on the table.



TABLE 22

Collinson's UK insurance company, Astrenska Insurance Limited is authorised and regulated by the FCA. Collinson Insurance Europe Limited is authorised and regulated by the Malta Financial Services Authority, passporting our insurance products across the EEA. Both are supported with strong capitalisation and a solvency ratio of 205%.

Our specialty and ancillary personal lines capability includes insurance products, access to expert TPAs and distributors in the UK and Europe. Products we underwrite include, but are not restricted to: Mobile and Gadget, Cycle, Motor Breakdown, Home Emergency, Collision Damage Waiver, Ticket Cancellation and more. We serve insurance distributors in designing, underwriting and managing Health and Dental insurance solutions.

Choose from ancillary, stand-alone or packaged options; underpinned by responsive and expert in-house underwriting and account management. Being agile, clients benefit from a boutique approach that delivers flexible product options, quickly addressing market demands through data-driven and tailored insurance propositions.

We offer travel insurance programmes across UK and Europe and clients include airlines, travel, financial services and insurance distributors. At Collinson, our deep understanding of travellers needs goes beyond insurance, enabling us to offer true differentiation so clients have confidence in our partnership to deliver growth.

Product Lines/Business Interests

For over 10 years Collinson has distributed its insurance product range via Insurers, MGA's, wholesale and binding Brokers. As a personal lines' insurer, we are open to explore the provision of insurance capacity with members relating to our range of specialty and ancillary lines products we underwrite.

Products we underwrite include but are not restricted to: Travel Insurance Mobile and Gadget, Cycle, Motor Breakdown, Home Emergency, Collision Damage Waiver, Ticket Cancellation, Excess/deductible Waiver Insurance, Helmet and Leather and Tools in Transit. We serve insurance distributors in designing, underwriting and managing Health and Dental insurance solutions.



TABLE 23

Peach Pi is a UK commercial insurer, providing delegated underwriting capacity to a community of partner brokers and MGAs.

Headquartered in St Albans, we are a trading style of NPA Insurance Limited which has a strong heritage in providing support and insurance products to community-focused businesses in the UK for over 120 years.

We were shortlisted as Specialist Insurance Company of the Year at the 2024 British Insurance Awards and were Claims Team of the Year at the 2022 National Insurance Awards.

Led by an experienced senior management team, Peach Pi is a specialist delegated capacity provider offering in-house underwriting expertise, claims handling and relationship management support. This gives us the necessary agility to tailor our proposition for all shapes and sizes of schemes and delegated arrangements. We love to support and develop existing facilities as well as co-create new ones in a variety of different sectors. While we have particular focus on community-based SME's our appetite is broad – your passion and expertise are the essential credentials for a successful partnership.

With no retail broker footprint we are not encumbered by complex distribution conflicts.

Peach Pi offers combinations of Liability, Property and Professional Indemnity cover with a wide underwriting appetite.

Product Lines/Business Interests

We write niche commercial scheme and MGA business for SMEs in the UK. Our preference is for schemes with established track records, though we will support compelling 'new new' opportunities. Our appetite is eclectic – the most important criteria is the talent and expertise of our delegated partner. That said, we have limited appetite for 'hospitality' exposures.

Target market is arrangements in the £150k to £1m GWP bracket - established schemes which are often overlooked by traditional markets. That said, this is a target not a limit so we will also consider smaller and larger arrangements than this.

We have up to £10m capacity lines available for property and liability exposures and up to a £2m line available for Professional Indemnity.

We can write on both a 100% basis or as a supporting follow-line partner.



TABLE 24

SiriusPoint is a global underwriter of insurance and reinsurance providing solutions to clients and brokers around the world. Bermuda-headquartered with offices in New York, London, Stockholm and other locations, we are listed on the New York Stock Exchange (SPNT). We have licenses to write Property & Casualty and Accident & Health insurance and reinsurance globally. Our offering and distribution capabilities are strengthened by a portfolio of strategic partnerships with Managing General Agents and Program Administrators. With over \$3.0 billion total capital, SiriusPoint's operating companies have a financial strength rating of A- (Excellent) from AM Best, S&P and Fitch, and A3 from Moody's.

Product Lines/Business Interests

- Aviation & Space
- Casualty
- Credit
- Energy
- Life, Accident & Health
- Marine
- Property



TABLE 25

Bspoke Underwriting is a leading personal lines MGU, with extensive experience in the development, underwriting, management and control of delegated underwriting on behalf of our selected insurer partners. As personal lines insurance experts, we pride ourselves in creating and developing innovative product and claims solutions and operate with full underwriting, pricing, claims and compliance capability.

We are able to provide our MGA clients with the support and flexibility for innovation, the appetite to drive new trading opportunities and can deliver the financial strength and protection you would expect from market-leading insurers.

We are focussed on creating tailored, niche products that protect your customers' property and their personal possessions within that they cherish the most. Our product range includes property owners, unoccupied property, non-standard household, and holiday homes alongside solutions for mobile phone, cycle and hobby equipment. We can also provide added protection products such as home emergency and warranty for added protection.

Product Lines/Business Interests

- Residential Property Owners
- Unoccupied Property
- Non-Standard Household
- Contents & Personal Possessions
- Added Protection
- Event Insurance
- Cycle
- Mobile Phone & Gadget



TABLE 26

Alesco DA are a leading Lloyd's broker, who specialise in sourcing delegated authority capacity for their clients.

They are the Insurance division of Gallagher Re Program Solutions. A practice group for the agency sector, supporting the tri-party relationship between Agency, Insurer & Reinsurer. We are a full-service offering through one dedicated team, a focused single point of contact.

Program Solutions caters to a wide range of entities, including managing general agencies (MGAs), managing general underwriters (MGUs), program managers, coverholders and coverholder brokers, affiliated MGAs, and fronting companies.

We offer complete & integrated solutions for our clients, working with MGAs to bring:

- Insurance capacity via Binding Authorities, Consortia & Facilities.
- Reinsurance capacity behind fronting carriers, hybrid carriers, captives and RRGs, via Quota Shares & R/I facilities.

Our one-team approach empowers clients to scale, adapt and remain profitable in the fast-evolving programmes market through:

- Rated insurance
- Rated reinsurance
- Insurance linked securities (ILS)
- Captives
- Collateralized markets accessed by hybrid carriers.

Product Lines/Business Interests

UK Commercial and SME Lines (Property & / or Liability), Residential Property incl. Social Housing, International Specialty Lines and niche schemes



TABLE 27

Davies delivers specialist professional services and technology solutions across the risk and insurance value chain, including excellence in claims, underwriting, distribution, regulation & risk, forensic accounting, customer experience, human capital, digital transformation & change management. Davies serves more than 1,700+ insurance, financial services, public sector and other highly regulated businesses with a global team of more than 8,500 professionals operating across 20+ countries and large operational centres in the UK and U.S.

Over the past ten years Davies has grown its annual revenues more than 25-fold, investing heavily in research & development, innovation & artificial intelligence ("AI"), platform integration & underlying business systems, colleague development, and client service.



TABLE 28

Founded in 1899, AM Best is the world's largest credit rating agency specializing in the insurance industry. Headquartered in the United States, the company does business in over 100 countries with regional offices in London, Amsterdam, Dubai, Hong Kong, Singapore and Mexico City.

AM Best Rating Services assesses the creditworthiness of and/or reports on over 16,000 insurance companies worldwide. Our commentary, research and analysis provide additional insight.

AM Best Information Services integrates credit ratings, commentary, research and analysis with insurance news, financial data and thought leadership to help consumers and professionals make informed personal and business decisions.

AM Best launched its new Performance Assessment (PA) for Delegated Underwriting Authority Enterprises (DUAEs) on 1 February 2022 recognising the importance of Delegated Underwriting Authority Enterprises (DUAEs) within insurance distribution and the segment's significant growth over the past decade.

A Best's Performance Assessment (PA) for Delegated Underwriting Authority Enterprises (DUAEs) is a forward-looking, independent and objective non-credit opinion indicative of a DUAEs relative ability to perform services on behalf of its insurance partners. More information can be found on our website.

Visit: www.ambest.com

Best's Performance Assessment for Delegated Underwriting Authority Enterprises (ambest.com)

Our Insight, Your Advantage™



TABLE 29

Diesta is the first custom built software for premium reconciliation. Julian Schoemig and Chris Davis saw that even though premium payments are inherently collaborative, all reconciliation systems applied in insurance are generic and single-company set ups. Hence, most work is currently done manually, leading to long delays, inflated costs, and high risks.

Diesta is born out of Julian's experience as an Aviation Underwriter with MunichRe and is exclusively tailored to the needs of brokers, underwriters, and financial controllers in the insurance industry.



TABLE 30

Specialists in Liability Insurance and Legal Expenses protection.

With 30 years' experience, we help to ensure that business risk is kept to a minimum.

Our legal expenses and liability products help businesses facing a wide range of commercial legal matters – from public or employee disputes, employment tribunals and tax investigations to residential and commercial property cases.

Our market-leading products include:

Commercial liability insurance

- Employers' liability
- Public liability
- Product liability
- Property owners' liability

Legal Expenses

- Landlord Legal Expenses and Rent Guarantee Protection
- Commercial and Residential Property Owners Legal Protection
- Commercial Legal Protection
- Employment Legal Protection
- Tax Investigation Fee Protection

We are committed to providing innovative solutions that are tailored to the unique needs of the sectors we serve. We understand that no two businesses are alike, and neither are the risks they face. That's why we don't offer one-size-fits-all cover.

In line with our commitment to provide specialist products, we are proud to **include SafeCheck, a health and safety assessment with our liability insurance.** This approach to risk management supports potentially significant claims reductions for our clients.

Our team of underwriting and claims experts have vast industry experience and are committed to delivering outstanding service.

0344 892 0118
info@irwell.co.uk
www.irwell.co.uk



TABLE 31

As a leading global reinsurer, SCOR offers its clients a diversified and innovative range of reinsurance and insurance solutions and services to control and manage risk. Applying "The Art & Science of Risk", SCOR uses its industry-recognised expertise and cutting-edge financial solutions to serve its clients and contribute to the welfare and resilience of society. The Group generated premiums of EUR 19.4 billion in 2023 and serves clients in around 160 countries from its 35 offices worldwide.

Product Lines/Business Interests

The SCOR EMEA MGA team has a comprehensive offering across most lines of business, excluding Homeowners; Personal Lines Motor; General Aviation and Aerospace; and Cyber (Large Corporate), with a focus on the SME space. We can deploy a range of Company and Lloyd's paper on a direct basis, or Quota Share reinsurance capacity depending on the nature of the opportunity. We take a long-term partnership approach with the ability to offer Evergreen capacity to reduce the burden of annually renewable agreements. We are open to both mono and multi-line opportunities. We are happy to work with placing brokers or with MGAs direct. Our preference is to take lead positions with our MGA partners and we are very comfortable offering 100% capacity.



TABLE 32

Hiscox is a sector specialist insurer with expertise in both commercial and personal lines risks. Our team work closely with brokers to deeply understand the customer, the specific risks they face, and how best to protect them. We also have a large, dedicated team who craft unique schemes across an array of sectors.

We pride ourselves on the relationships we have with our brokers. A relationship built on integrity of the work that we do, and expertise that our brokers bring to us. Together, we develop a deep understanding of your clients to create insurance solutions that meet their needs.

Product Lines/Business Interests

As a specialist insurer, we really focus on the niche first and foremost. If you have an existing book of UK based clients who have a specific set of demands and needs that need to be met to help you stand out from the crowd - lets talk!

If you have fantastic distribution opportunities and need a carrier who will give you backing to meet your growth aspirations - lets talk!

If you feel your existing scheme or facility has potential but your current capacity isn't giving you enough active support - lets talk!

We are not currently looking for any Motor or Standard Household, but everything else is worth a conversation!



IGI UK Co

TABLE 33



TABLE 34

Ansvar is an insurance company which specialises in charity, not-for-profit, care and faith insurance. We've been insuring those that help others for over 60 years and our range of products is extensive. We believe that we really live and breathe our company ethics; we don't just talk about it, we genuinely do it, with over 74% of staff involved with a charity personally or supporting charities through various company fundraising schemes.

We are renowned for our risk advice support, and we believe the depth of our experience is second to none. Our paper is A rated and we look forward to expanding our work within the MGA community.

Product Lines/Business Interests

UW Appetite: Commercial combined / MD&BI

- Charities
- Care MD/BI including commercial care
- Property owners
- Community risks, sports clubs and societies
- Independent shops, cafes and restaurants
- Arts and culture (inc museums)
- Faith
- Any niche MGA that has insurtech smarts or a positive societal impact (environmental, sustainability etc)

ILC
MGA Claims
MGA Claims Conference
 Building world class MGA claims solutions

In association with:
 Managing General Agents' Association
MGAA

7 November 2024
 Queen Elizabeth II Centre, London
 09.00 - 16.00

Join us!
 Complimentary ticket for MGA and Market Practitioner members of the MGAA
 (1 per company)

This event is set to shine a light on MGA claims to unravel the latest opportunities from across the market.

This claims-centric exhibition, conference and specialist breakout seminars, will attract over 300 of the leading influencers from across MGAs, capacity providers, brokers, insurers, reinsurers and the multiple supply chain stakeholders to delve into the key areas of claims capability (across all product lines) to explore what world class MGA claims solutions look like.

This event will answer some of the key topics of discussion across the market currently, drilling down into areas such as:

- **MGA claims from an insurer perspective**
- **Optimising MGA claims supplier solutions**
- **Making ClaimsTech work for MGAs**
- **ClaimsTech showcase for MGAs**
- **MGAs minimising fraud exposure**
- **Benchmarking MGA claims costs against the market**

TICKETS

To secure your ticket visit:
www.iloveclaims.com/events



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