



# SEMINAR ON REINSURANCE

JUNE 8–9, 2021 • VIRTUAL EVENT

# MGA/Fronting - A Perspective from the Field

## Moderator

### **Bruce Fell**

EVP & Chief Analytics Officer  
Amynta Group

## Panelists

### **Matthew Grossberg**

CEO  
Integrated Specialty Coverages,  
LLC

### **Michael Jameson**

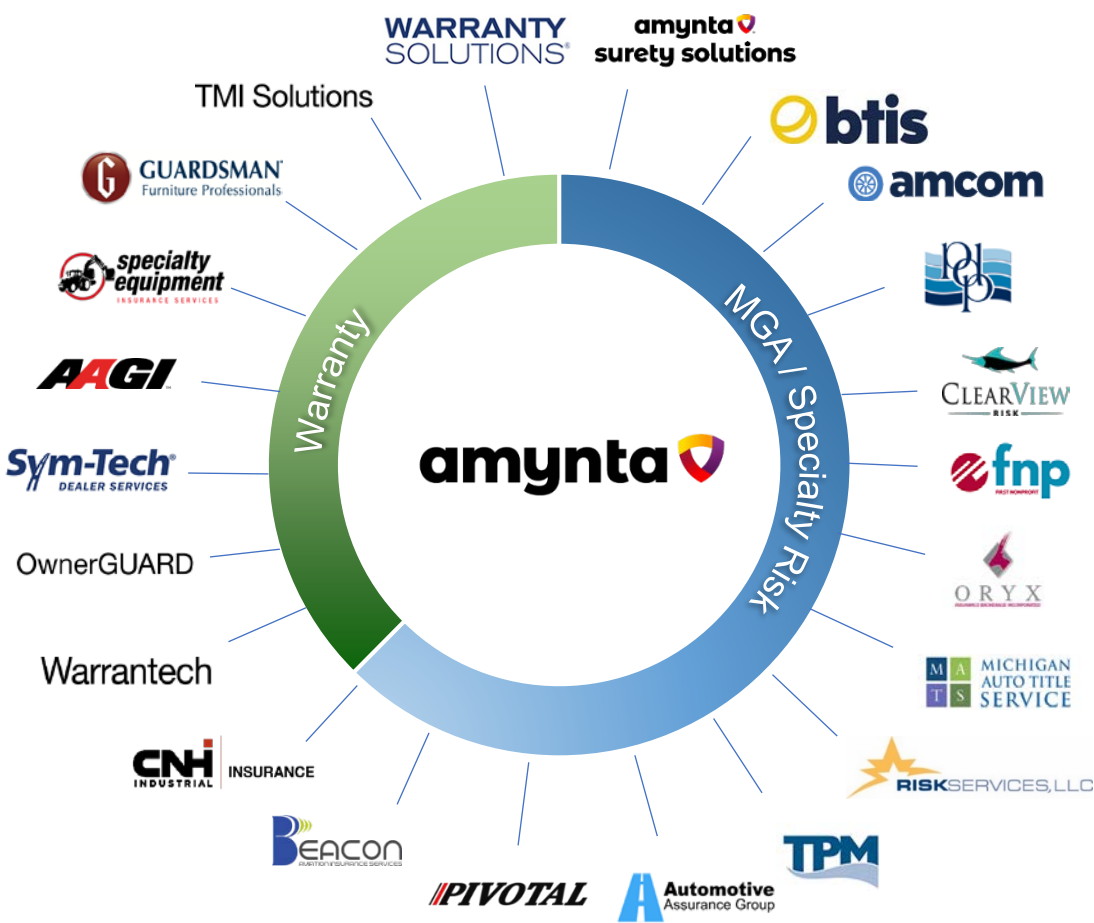
President – GC Access  
Guy Carpenter

### **James Mann**

CRO/CUO  
Clear Blue Insurance Group



## Global provider of insurance and warranty protection services



**\$1.0 billion**  
Revenue

**\$3.6 billion**  
Managed Premiums

**~\$150 million**  
EBITDA

**25**  
Offices across 4 Countries

**~2,000**  
Employees

**\$1.6 billion**  
MGA / Specialty Premium

**~15,000**  
Dealer Relationships

**6.7 million**  
Auto Warranty Contracts In Force

**\$500 million**  
Captives/RRG under management

## Guy Carpenter Market Share within the MGA Sector

**175+**

MGA DEALS CONTROLLED

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**\$3B+**

ANNUAL GROSS WRITTEN PREMIUM  
PLACED INTO MARKET

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**EXTENSIVE TRADING RELATIONSHIPS**

With all program carriers (worldwide) operating in MGA Sector

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**LINE OF BUSINESS EXPERTISE:**

Property, auto liability, general liability, professional liability, transactional, A&H, workers' comp, surety, cyber, crop



# INTEGRATED SPECIALTY COVERAGES

Technology Powered MGA

ISC's AI and ML digital platform manages distribution, back office, carrier reporting & compliance and everything in between.

ISC processes over 1,000 submissions a day and is able to compress the client sales process from 45 days to as little as a few minutes.

## CLIENT CYCLE COMPRESSED

Traditional Insurance Practice  
**7-45 DAYS TO COMPLETE**



ISC's OMGA Platform  
**MINUTES TO COMPLETE**

Utilizing data-driven underwriting and rating algorithms as well as unique back-office automation, ISC has created the most flexible and efficient commercial technology platform in the industry.

- Led by Matt Grossberg, CEO
- Licensed in all 50 states
- 200+ employees
- 2,000+ active distribution partners
- 120,000+ active insureds
- 8 offices throughout the country







Clear Blue Financial Holdings was formed in 2015 to provide innovative fronting services in the P&C industry, connecting specialty MGAs with worldwide reinsurance capacity.

The Clear Blue approach focuses on:

- A dedicated underwriting team responsible for underwriting, monitoring, and auditing each program on a monthly basis
- Detailed premium and claims data feeds from every program
- Encouraging communication with the MGA and reinsurers through monthly meetings and reports.
- Non-traditional approaches to reinsurance and capitalization
- Providing specialized services to Insurtech opportunities
- Canceling poor performing programs

Clear Blue works with 20+ MGA programs and over 90 reinsurance partners – projected 2021 GWP will exceed \$1b

# Some MGA Marketplace Facts (thanks to Conning)



1,000 Active MGAs

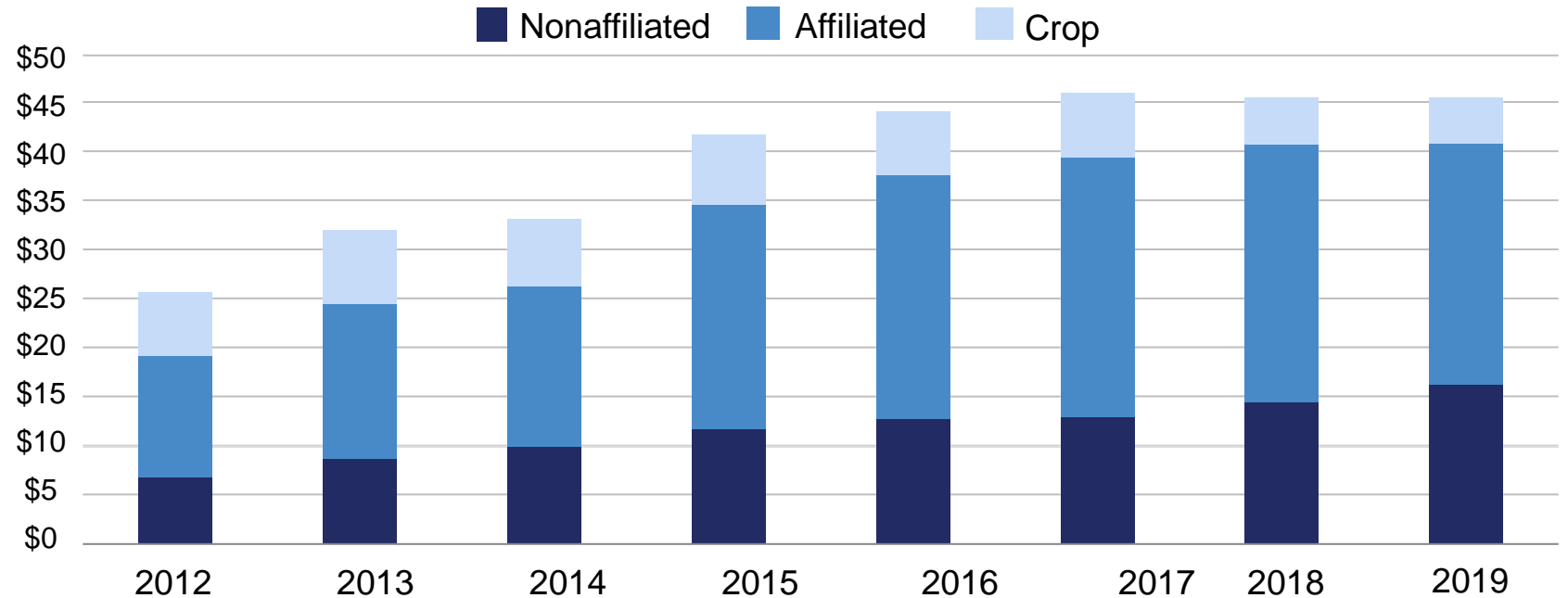
\$50B-\$60B of  
Premium

2019 Premium  
Growth of 6.3%

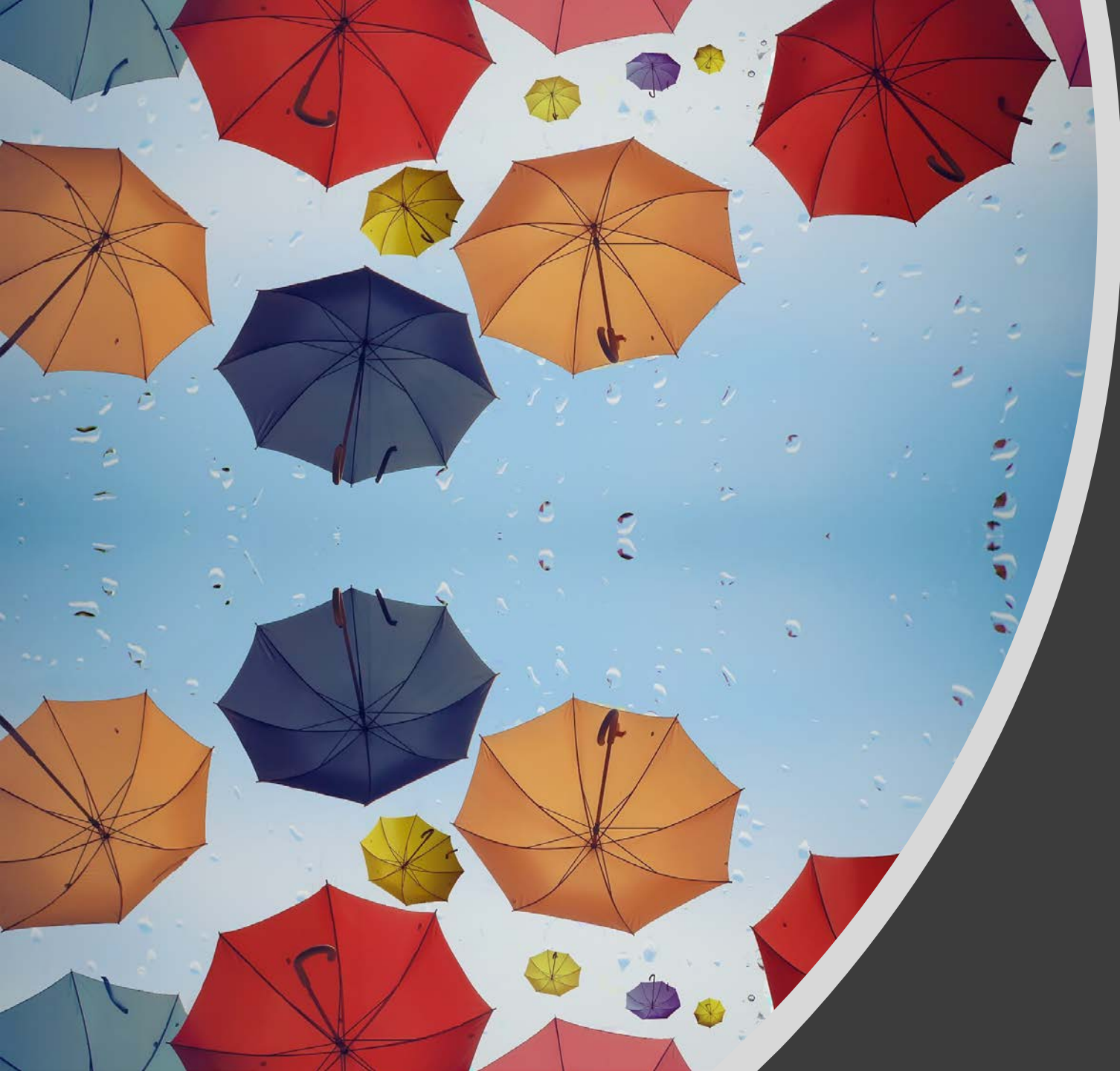
62% of Top 50 US  
Insurers have MGA  
premium

## MGA Direct Premiums Written

*\$ in billions*



Prepared by Conning, Inc. Data source: ©2020 S&P Global Market Intelligence, Conning's proprietary MGA database



Questions?

