

MGA & Program Solutions

Empower Results

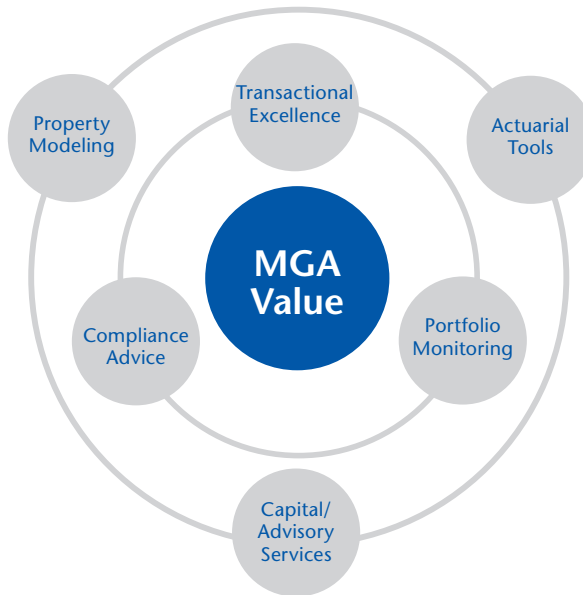
Empower Results

Empower Your MGA Results

We recognize that Managing General Agents (MGAs)¹ perform a vital role in developing, distributing and underwriting specialty insurance business. MGAs have prospered through many market cycles by pioneering new coverages, applying the latest technology, improving business processes, raising service standards and capitalizing on their close relationships with clients—both insureds and sub-producers. As a result of this remarkable adaptability, the MGA model remains highly robust amid the ever-changing (re)insurance environment.

To complement and enhance the value you bring to the marketplace, Aon Benfield’s MGA & Program Solutions team offers leading expertise and analytics to ensure that your firm reaches its full potential through all phases of its business “lifecycle”.

Traditional Expertise + Unique Capabilities = Increased MGA Value



We deliver successful, long term program solutions by combining traditional operating values—entrepreneurship, professionalism, service, discipline and integrity—with the application of our analytical capabilities, advisory services and tailored business applications.

Our MGA & Program Solutions team is purpose built to deliver a dynamic value-building proposition for MGAs by utilizing a wide range of resources, helping you to gain a competitive advantage in your marketplace.

¹ Different terminologies are used in this market sector—for example, the Lloyd’s term is “Coverholder”, while “Program Administrator” is a commonly used US expression. However the overall focus is on specialist agencies that offer outsourced marketing, underwriting, policy issuance, premium/data collection, loss control/risk management and, in some cases, claims management services to insurers.

A Fully Customized Service Offering

We serve the full range of MGA businesses globally, each with their own distinctive strategic growth and business objectives. For instance, you may be:

1

A highly specialized or mono-line MGA, perhaps concentrating on a single industry sector, so that your focus is on continually refining your standards of service, product and claims response

2

An MGA looking for new market sectors to pursue, investigating new methods of distribution, or perhaps looking to export your underwriting internationally

3

An MGA with a medium- to long-term ambition to evolve into a risk carrier/insurer, to grow your business for future sale, or simply to find a suitable business exit route

Our MGA & Program Solutions team recognizes that there is no single blueprint or standardized process for realizing MGA value—we treat your business as unique, with no minimum or maximum qualifying criteria in terms of size or complexity of engagement. Whatever the scope of your operations, our tools and services will help you to achieve your business goals, which may include:

- Raising capital to expand the scope of your operations
- Building a stable mono-line program relationship with quality carrier partners, underpinned by disciplined placement, premium/claims servicing, compliance and communication processes
- Growing and diversifying into new classes of business, territories or countries
- Developing niche markets through differentiated risk management or distribution approaches
- Structuring ways for you to take an increased risk sharing role in your business, including captive formation
- Planning and executing a business exit strategy via a sale or a merger
- Becoming an insurance company—we can help with licensing, business planning, operational audits and capital modeling requirements

MGA Lifecycle

1 From Mono-Line ▶

2 To Multi-Line ▶

3 And Beyond...

Increasing MGA & Program Solutions Team Role ▶

MGA

└ Program 1

MGA

└ Program 1
 └ Program 2
 └ Program 3
 └ Program 4
 └ Program 5
 └ Program 6
 └ Program 7
 └ New Product
 └ New Product
 └ New Territory

Capital Raising

- To expand your operational platform
- To acquire people or businesses
- To retain risk/profit

Captive Formation or Use of Rent-A-Captive

Strategic Acquisitions

International Expansion

Strategic Sale to Another MGA or Insurer

Conversion to Insurance Company Model

MGA Risk (Profit) Sharing Appetite ▶

MGA & Program Solutions—a New Level of Service

As part of the world's premier (re)insurance intermediary and capital advisor, our team has a wider global reach than any of our competitors, and a unique suite of MGA capabilities and services including:

Unrivaled access to program carriers worldwide

Multi-class and multi-territory expertise

- Across all property and casualty classes and regions
- On established classes/portfolios, new coverage ideas, risk management and distribution enhancements, “reverse flow” and cross-marketing initiatives

Integrated (re)insurance and capital solutions/services

- Property and casualty risk management
- Capital markets access through Aon Benfield Securities
- Rating agency consultancy
- Award-winning tools: property modeling, casualty actuarial, and dynamic financial analysis (DFA) via Aon Benfield's award-winning ReMetrica package

A worldwide network of experts

- Our MGA & Program Solutions team offers our clients a route into the collective expertise of Aon Group offices and personnel, marrying a truly global perspective with local market knowledge

Wide-ranging support services

- Program structuring
- In-house regulatory and operational compliance advice
- Historical premium/loss data collection and analysis
- Identifying experienced TPAs and systems providers

We welcome an opportunity to discuss how we can help you maximize your MGA value and potential.

About Aon Benfield

Aon Benfield, a division of Aon Corporation (NYSE: AON), is the world's leading reinsurance intermediary and full-service capital advisor. We empower our clients to better understand, manage and transfer risk through innovative solutions and personalized access to all forms of global reinsurance capital across treaty, facultative and capital markets. As a trusted advocate, we deliver local reach to the world's markets, an unparalleled investment in innovative analytics, including catastrophe management, actuarial and rating agency advisory. Through our professionals' expertise and experience, we advise clients in making optimal capital choices that will empower results and improve operational effectiveness for their business. With more than 80 offices in 50 countries, our worldwide client base has access to the broadest portfolio of integrated capital solutions and services. To learn how Aon Benfield helps empower results, please visit aonbenfield.com.

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