

MGAA MATTERS

HAVE MGAs REACHED THEIR PEAK? GROWTH OPPORTUNITIES AND CHALLENGES IN 2017

1 WHAT DO YOU SEE AS THE THREE MAIN FACTORS THAT WILL AFFECT BUSINESS GROWTH IN 2017?



SOFT MARKETING CONDITIONS



2017 **65.3%**
2014 46.1%

REGULATION AND COMPLIANCE



2017 **57.3%**
2014 69.2%

INCREASED COMPETITION



2017 **56%**
2014 56.4%



17.3%

UNCERTAINTY ABOUT BREXIT

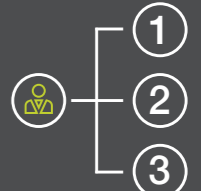


12%

LACK OF UNDERSTANDING OF THE MGA'S ROLE

- 28% AVAILABILITY OF UNDERWRITING CAPITAL
- 18.6% M&A AND CONSOLIDATION
- 16% OUT OF DATE TECHNOLOGY
- 12% RECRUITMENT & RETENTION OF TALENT

2 WHAT ARE YOUR MGA'S THREE MAIN STRATEGIC PRIORITIES FOR 2017



INCREASING BUSINESS DEVELOPMENT / MARKETING



2017 **65.3%**
2014 53.8%

UPDATING TECHNOLOGY



2017 **53.3%**
2014 53.8%

INCREASED BUSINESS EFFICIENCY



2017 **52%**
2014 43.5%



48%

MOVING INTO NEW LINE OF BUSINESS / PRODUCTS



- 28% INCREASING OR WIDENING CAPACITY BASE
- 18.6% STAFF TRAINING AND DEVELOPMENT
- 16% SECURING EXTERNAL INVESTMENT

4 DO YOU BELIEVE THERE WILL BE MORE M&A AND CONSOLIDATION AMONGST MGA OVER THE NEXT THREE YEARS?



Yes, expect there to be increased levels	60%
No, expect it to be static	21.3%
No, expect it to see decrease in activity	2.6%
Don't know	16%

5 TO WHAT EXTENT DO YOU AGREE OR DISAGREE WITH THE FOLLOWING STATEMENT?

"The UK's MGA sector will be unable to sustain the current levels of growth and success over the next three years."

Strongly disagree	12.00%
Disagree	36.00%
Neither agree or disagree	30.67%
Agree	21.33%
Strongly agree	0%



62.6%

AN INCREASE IN THE NUMBER OF MGAs

12%

NO CHANGE IN THE NUMBER OF MGAs



12.3% **13.3%**

A DECREASE IN THE NUMBER OF MGAs



DON'T KNOW

