



**EXPERTISE.  
INTEGRITY.  
RESULTS.**

## **STRATEGIC ADVISORY GROUP**

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The Strategic Advisory Group of Alan Gray, Inc. provides structured finance, capital markets and business development consulting to a variety of clients in the insurance industry. Consulting is performed by professionals experienced in insurance company management, structured insurance and finance, and financial services. Typical clients include insurers, reinsurers, captives, and Managing General Agencies (MGAs).

### **Strategic Advisory Services Can Include:**

**Capital strategies for insurers, reinsurers, agencies and MGAs**

**Merger and Acquisition (M&A) consulting, including corporate valuations and evaluations of product lines and businesses**

**Capital markets advisory services**

**Development of specialty reinsurance structures to hedge funds and capital markets investors**

**Strategic capital raising strategies**

### **Sample Engagements:**

- A domestic carrier with an existing book of business needed to streamline its risk profile by novating and selling the entire book.
- A start-up agency with a significant technology advantage over its competitors was looking for strategic investors as well as Third Party Administrators (TPAs) and insurance company partners.
- Non-traditional insurance player was looking to take on insurance risk through innovative capital markets products.
- An insurance carrier interested in investing in an MGA with complimentary books of business was willing to share risk with another MGA through an innovative use of a protected cell reinsurance structure.
- A domestic start-up agency was looking to bring in new books of business, as well as experienced underwriters to manage those books. The agency was also open to acquiring smaller MGAs.
- A New York-based MGA with a long track record of underwriting success was interested in raising capital to start its own reinsurance company with the goal of taking some risk together with its traditional insurance company partners.

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