

## Core Services

### Relationship Building

The *MGA Rendezvous*, our annual conference, will unite the European MGA community for two days of relationship-building and networking, accompanied by presentations from leading lights in the market.

Additional events will help MGAs expand their distribution channels and capacity relationships on a more local basis.

### Business Development Insights

With the engagement of our members, FASE's digital platform is becoming Europe's hub for insights on the development of the region's MGA market.

*The Entrepreneurial Underwriter*, our flagship monthly publication – available digitally in multiple languages – charts the movements of talent, technology and capital that are driving the rapid growth of the MGA market. It also showcases new member offerings within the FASE community and across the broader insurance market.

## Our Mission

FASE is committed to providing a **forum** and a **voice** for MGAs across Europe:

- A forum for MGAs to expand relationships with capacity providers, distributors, investors, and service providers.
- A voice to raise awareness of the crucial role MGAs play in building a dynamic, innovative and responsive European insurance market.

## Operating Principles

- ❖ **Professionalism:** FASE upholds the highest professional standards and expects the same of members.
- ❖ **Transparency:** FASE advocates for MGAs across Europe, cutting through confusion with clear communications.
- ❖ **Responsiveness:** MGAs are the most varied and versatile of insurance businesses. FASE is swift to adapt to their evolving needs.



# FASE

The European  
MGA Federation

A forum and a voice  
for Europe's MGAs





## Why FASE?

Member associations are playing a valuable role in the development of MGA markets around the world. In Europe, six countries – the Netherlands, the UK, Ireland, Spain, Italy and Belgium – are ably served by national associations.

This leaves MGAs in all other European markets – accounting for 66% of Europe's GDP\* – without representation. And across Europe, MGAs are subject to diverse regulatory regimes.

A pan-European MGA federation complements the work of national associations in three ways:

- Providing a voice for MGAs with no representation at present.
- Supporting members with information and insights as they seek to grow their business internationally.
- Broadening capacity choices for all members in domestic and international markets.

\* Defined as the combined GDP of the European Economic Area and the United Kingdom.

## A Pan-European Approach

The bigger the geographical market, the greater the value of an entity that can bring all members of the far-flung MGA community together – MGAs, capacity providers, retail and wholesale brokers, investors, technology and other service providers.

For Europe – a region comprising 44 countries spread across seven time zones – FASE is this unifying entity. The MGA Rendezvous, a two-day event held in early summer each year, will offer MGAs a unique opportunity to deepen existing relationships and forge new ones. Additional events and a robust digital communications programme will support further market integration.

The model has shown its worth in other large markets. In Australia, the United States and Canada, MGA associations have played a formative role in the development of vibrant and cohesive MGA markets.

## Specialised Services

### Regulatory Advisory

Regulations affecting MGAs in Europe are often poorly matched to the MGA business model and vary widely across European jurisdictions.

Through a panel of expert legal advisors, FASE is coordinating the provision of high-quality regulatory guidance for members across different markets.

### Annual Market Report

FASE's annual market report will provide a clear picture of the size, growth rate, and composition of the European MGA market, while enabling members to benchmark their performance against the broader market.

### Business Development Support

For members looking to expand into new lines of business or new national markets, FASE will coordinate the provision of market research and consulting services from trusted service providers.