Building a Future of Growth, Innovation and Diversification for Small to Midsize MGAs and Program Administrators



NEWPORT
SPECIALTY PARTNERS

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SPECIALTY PARTNERS

Trust | Flexibility | Competency | Commitment | Collaboration

Newport Specialty Partners provides committed financial capital as well as intellectual capital through a dedicated panel of experienced insurance professionals with complementary and proven skill sets to provide:

- ✓ Liquidity
- ✓ Ownership in a diversified specialty distribution platform
- ✓ Access to a broad panel of underwriting capital/capacity
- ✓ Financial, strategic and operational support to achieve operational excellence and an enhanced growth strategy
- ✓ Increased satisfaction for our constituents—equity holders, employees, customers and markets

Characteristics of an Ideal Partner

Newport is looking for small to medium sized MGAs that fit the following criteria



- Expertise in niche markets or specialized lines of insurance
- Long-standing, strong relationships with clients, brokers, and carriers
- Alignment on culture, with growth-oriented, entrepreneurial mindset
- Strong market presence and brand recognition
- Consistent and proven underwriting results
- Profitable and growing financial profile with strong retention

NEWPORT
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Why Partner with Us?



Tailored Support

Strategic guidance and operational support while preserving brand value



Industry Expertise

Team of industry experts with decades of experience and deep carrier & reinsurer relationships



Growth Resources

Tools and relationships to enhance scale, technology, and carrier capacity



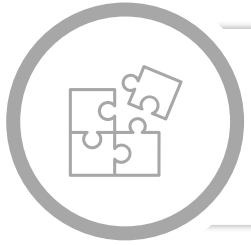
Access to Capital

Backed by a leading PE firm committed to long-term, sustainable growth



Trust

Partnerships built on trust, collaboration, and a shared vision for success



Liquidity & Upside

Opportunity for upfront consideration plus upside in the growth of Newport

Senior Team

Supported by executives and advisors with decades of experience building high-quality MGAs

		Role	Experience
	Dennis DiCapua	Chief Executive Officer	• Over four decades of experience building programs and businesses for both carriers and program administrators • Held senior management positions at AIG, Reliance National, and Clarendon Insurance Group • Most recently, led the programs division of Breckenridge Insurance, a member company of Accretive Ins Solutions
	Mary Sbaschnig	Chief Operating Officer / Chief Information Officer	• Over thirty-five years of insurance operations, strategic planning and business growth experience • Led operational improvements and IT initiatives driving efficiency and performance • Held senior leadership roles at Delos and Clarendon Insurance. Recently led Vertafore's MGA professional division supporting partners through operational guidance and solution adaption
	Stephen Ciarrocchi	Head of Strategic Partnerships	• Over twenty-five years of insurance industry experience spanning business development, carrier relationships, distribution and specialty insurance, with a strong track record of driving growth and profitability • Held senior leadership positions at Zurich, Falls Lake, and Brown & Brown's Arrowhead Programs. Most recently, Stephen served as Head of Business Development at CIBA Insurance Services, leading business development strategy, broker relationships, and growth initiatives

Advisory Council

Supported by executives and advisors with decades of experience building high-quality MGAs

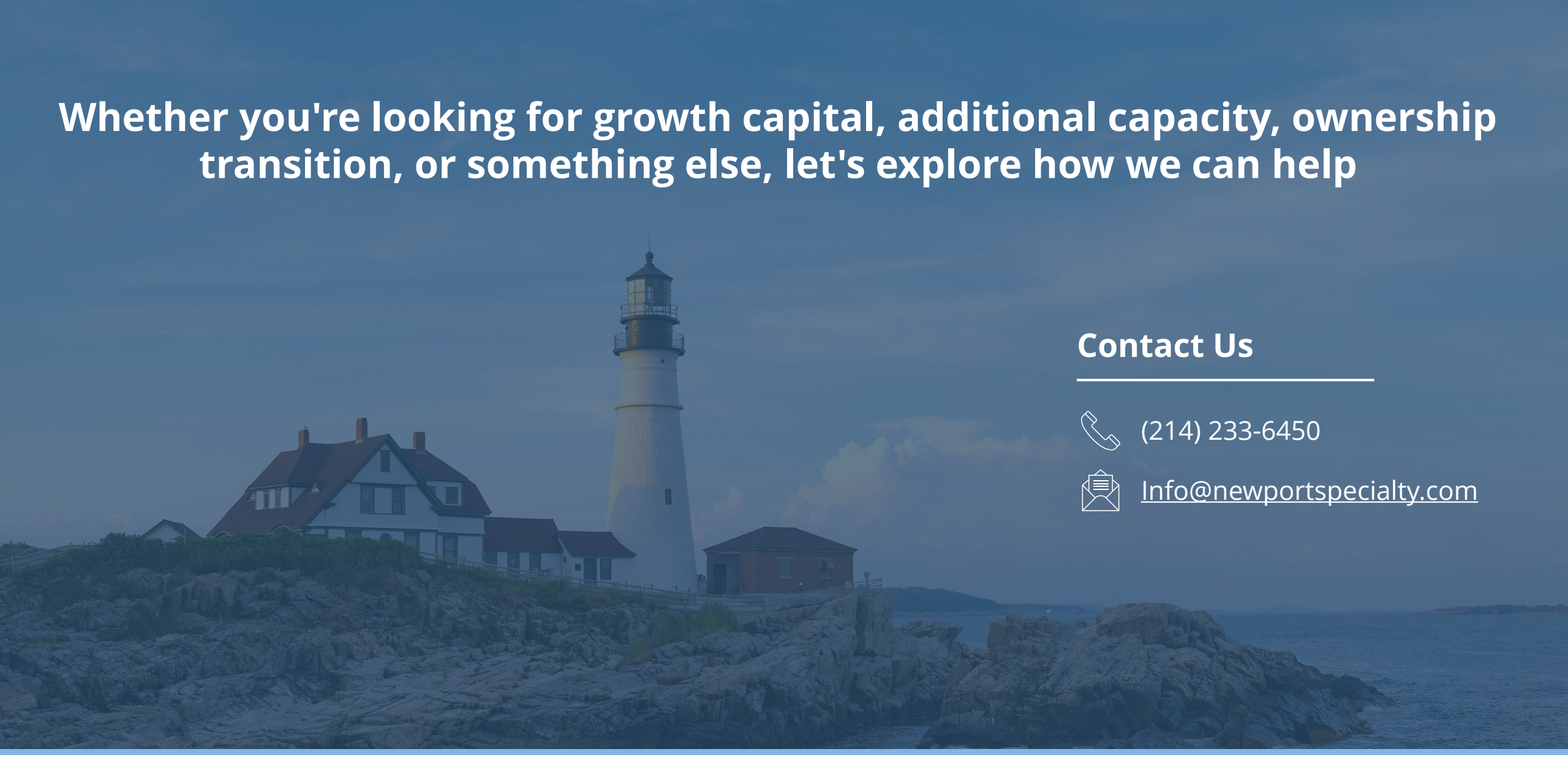
		Role	Experience
	Ron Austin	Advisory Council & Board Member	• Over forty years of experience in the insurance industry, with an extensive operating history in the underwriting as well as distribution aspects of the business • Most recently, he was an EVP at Amwins, after serving as President of Worldwide Facilities
	David Jordan	Advisory Council & Board Member	• Retired from the P&C industry in 2024 after nearly forty-four years of mentoring individuals and building successful teams for Lexington Insurance Company (AIG), Atlantic Mutual, and W.R. Berkley Corporation • Most recently, served as CEO of Breckenridge IS, Inc
	Greg Massey	Advisory Council Member	• Greg has been in the industry over forty years, most recently retiring from Zurich where he held senior leadership roles finishing his career leading the Program/MGA division • Previously, Greg worked at Selective Insurance and the Hartford
	Hank Haldeman	Advisory Council Member	• Over forty years of experience in the wholesale & specialty sector, most recently as President of Worldwide Programs for Amwins and member of the executive leadership team of its Underwriting Division (over $3B in NWP) • Led wholesale and specialty program underwriting operations, new product development, and corporate integration
	Kelly Drouillard	Advisory Council Member	• Kelly has over thirty-five years of industry experience focused on carrier operations, M&A, financing, and strategic growth spanning retail to reinsurance • She has facilitated countless transactions totaling over $1B in total value
	John Peppard	Advisory Council Member	• John has been involved in reinsurance and specialty insurance for over forty years handling all lines of business through different sources • Held senior underwriting positions at Partner Re, Constitution Re, Gerling Global, and, most recently, SCOR Re

Backed by Collaborative Investors

Lovell Minnick, a private equity firm focused on investments in financial services, financial technology and business services with a 25-year track record, is partnering with Newport to execute on its growth strategy. Lovell Minnick has significant investing and operating experience within the insurance distribution, services and related technology sectors and has helped companies grow by building scale organizations, entering new markets, investing in existing and new product development, launching new businesses, forming strategic partnerships and sales channel relationships, and acquiring complementary businesses. To learn more visit lovellminnick.com/

Relevant Investments

Whether you're looking for growth capital, additional capacity, ownership transition, or something else, let's explore how we can help



Contact Us

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Proud member of: TARGET MARKETS Program Administrators Association