

## Overview

Farmington Capital Partners is a merchant banking and financial advisory firm that works with middle market companies in the insurance and financial services industries, with a focus on emerging growth managing general agents, specialty insurers, insurance services and insurance technology companies. The principals of Farmington Capital Partners possess a longstanding and successful track record in deal origination, business planning, capital raising, due diligence, post deal value creation, business development, and exit strategy execution.

John Clinton, Managing Partner, was the Managing Partner for the Conning Capital private equity funds from 1991 to 2008 and has been active in the private equity industry for 25 years. During his tenure at CCP Equity Partners, Mr. Clinton expanded the investment mandate, increased assets under management from \$100 million to \$700 million, and completed over 50 investments in different insurance enterprises. Prior to running CCP Equity Partners, Mr. Clinton was a founding partner of Concord Partners, a private equity fund sponsored by Dillon Read. Mr. Clinton has also served on the Boards of Anderson & Anderson, Catlin, Everest, Galtney Group, GW Global, Hales Group, Hobbs Group, Home Financial Network, Kinloch Holdings, Kramer Capital, NAC Re, Paradigm Health, PAULA Financial, SS&C Technology, and Ward North America. He holds a BA, Amherst College, and an MBA, Stern School of Business at NYU. He is a CPA and a CPCU.

Scott Cantini, Partner, based in New York, New York, has over 20 years of experience of capital markets, corporate advisory and insurance operations, including positions at Credit Suisse First Boston, SG Cowen, Smith Barney, Bear Stearns, and Morgan Joseph. Prior to joining FCP, Mr. Cantini was chief financial officer at Best Practices Insurance Services, LLC and served as director and treasurer for Applied Medico-Legal Solutions RRG. During his work in corporate finance, he completed more than 50 capital raise and merger & acquisition transactions, totaling over \$1 billion for public and private companies. Mr. Cantini holds a BA, University of Colorado, and an MBA, Finance, the Stern School of Business, at NYU.

## A Broad Array of Services Focused on the Insurance and Financial Service Industries

Farmington Capital Partners provides the following services to **Management and Entrepreneurs**:

- ◆ Create business plans and financial models
- ◆ Evaluate capital requirements and secure required capital
- ◆ Evaluate strategic exit alternatives including sale or merger of company
- ◆ Serve as business development and strategy advisor including introductions to carrier and channel distribution partners
- ◆ Assist in acquisition plans including identifying targets, due diligence and negotiating terms

Farmington Capital Partners provides the following services to **Investors**:

- ◆ Represent buyer in deal negotiation
- ◆ Provide due diligence services on specified deals including site visits, financial analysis, valuation work, industry research, peer group comparisons and reference checks on management teams and customers
- ◆ Assist in bringing in co-investors and debt providers
- ◆ Assist in portfolio management post investment through board or observer roles
- ◆ Evaluate strategic exit alternatives including sale or merger of company
- ◆ Provide deal referrals

## Contacting FCP

FCP is active with many insurance industry associations and regularly attends industry conferences and meetings such as AAMGA, NAPSLO, Target Markets, PLUS, Crittenden, RIMS, ICMG, PIMA, AFA, LIMRA/LIC, SHRM, Health and Benefits Leadership Conference. Our direct contact information is noted below:

**John Clinton**  
Managing Partner  
P O Box 1461  
Hartford CT 06144  
860.284.1096 T | 860.930.4090 C  
[jclinton@farmingtoncapital.com](mailto:jclinton@farmingtoncapital.com)

**Scott Cantini**  
Partner  
75 Maiden Lane, Suite 308  
New York, NY 10038  
917.535.2326 C  
[scantini@farmingtoncapital.com](mailto:scantini@farmingtoncapital.com)

## Underwriters

**Allied World Assurance Company Holdings, Ltd.:** Bermuda-based specialty insurance and reinsurance solutions to a global clientele.

**ARIS:** New York-based fine arts title insurance company and MGA

**CapMAC Holdings, Inc.:** Leading provider of financial guarantee insurance for structured securities worldwide. Merged with MBIA

**Catlin Group, Ltd:** Publicly listed, property/casualty insurer and reinsurer writing more than 30 classes of business worldwide

**Discover Re Managers, Inc.:** Provider of excess insurance and reinsurance to alternative risk transfer markets. Acquired by USF&G Corporation

**Executive Risk, Inc.:** Independent provider of directors' and officers' liability insurance coverage. Acquired by Chubb

**Fiduciary Insurance Company:** NY commercial automobile insurance company.

**International Fidelity Insurance Company:** A specialty surety underwriting company

**Kramer Capital/NAC Re:** A specialty consulting and investment firm focused on troubled insurance companies that turned around and launched NAC Re, a successful public reinsurance carrier that was ultimately sold to XL

**K&B Underwriters:** Virginia-based MGU focused on the elder care market

**Narragansett Bay Insurance Co.:** Northeast homeowners underwriting company that distributes through the agency market

**Patriot National Insurance Group:** Florida-based worker's compensation insurance company, and affiliated fee for service businesses

**Paula Financial:** California-based specialty underwriter and distributor of commercial insurance products and services for the agribusiness industry

**United Shortline Railroad Insurance:** RRG and managing general underwriter specializing exclusively in the shortline railroad industry

**Victory Insurance Company:** Montana-based worker's compensation insurance company

## Distribution

**Anderson and Anderson Insurance Brokers, Inc.:** Specialty broker and risk management service provider sold to Aon.

**CompNet:** Provides workers compensation insurance to small businesses through an online platform

**Empire Insurance Holdings:** New Jersey personal lines agency with holding in Florida

**Hobbs Group, Inc.:** Commercial insurance brokerage firm providing specialized risk management services including property/casualty, employee benefits and executive life products. Acquired by HRH

**Kinloch:** New York-based insurance broker for middle market companies with complex risk management and insurance needs

**CAIS/MGA Live:** California-based general agency and national program administrator focused on liability coverage for the HOA market

**NAPLIA:** A retail agency focused on serving lawyers, accountants and other professionals with liability coverage

**Southern States General Agency ("SSGA"):** MGA and wholesaler in personal and commercial property and casualty lines. Sold to Scottish American.

**Shoff Darby:** A Connecticut based retail agency providing P&C and employee benefit coverages to commercial market

**SeQure Underwriters:** MGA and provider of captive facilities for retail agents to participate in workers compensation and liability risks

**SportsInsurance.com:** General agency and national program administrator focused on liability and A&H coverage for the sports and events market

**The Galtney Group, Inc.:** Healthcare/medical malpractice risk management specialty company with primary operations conducted through its brokerage subsidiary, Healthcare Insurance Services

## Services

**Advisen:** Provides information & data analytics, research & editorial products (news, conferences, and webinars) and a web-based data connectivity gateway.

**Capital & Guaranty, LLC:** Connecticut-based claims subrogation company

**CyberRisk Partners:** Provides claims data, risk analytics risk transfer solutions and MGA services for the cyber liability market

**Dempsey Partners, LLC:** Specialist in business interruption claims & fraud, now part of Aon

**Dovetail Technology:** Web-based marketing & backroom platform for specialty underwriters and MGAs

**Eagle Eye Analytics:** A predictive modeling company for insurance underwriting

**EK Health:** Provides nurse case claims management, utilization review, bill review and data systems for workers compensation market.

**Hales:** A specialty investment

banking firm focused on insurance distribution

**Medical Risk Management:** Provides risk mitigation and patient safety education programs to the medical professional liability market

**Preparis:** A SaaS risk management, business continuity and disaster management services company

**SmartPay:** Provides a network connecting workers compensation carriers, agencies, and payroll companies to facilitate pay as you go payment services

**SS&C Technologies, Inc.:** Provides the global financial services industry with a broad range of software, business process outsourcing (BPO) services and application service provider (ASP) solutions to banks, insurance carriers and asset management firms

**Ward North America, Inc.:** National independent claims-adjusting firm providing third-party administration, property-casualty field adjusting and catastrophe support services to insurers, captives and self-insured

## Life and Health

**Everest, LLC:** Provides funeral planning concierge services that are added as a product enhancement to life insurance policies

**GreenWood:** Boston-based medical stop loss & personal accident MGU and consumer driven healthcare software & services company

**GW Global LLC:** Boston-based A&H wholesale distribution company and TPA

**Paradigm Health:** Specialty disease management company serving workers' compensation and health insurance carriers, focusing on high cost, complex medical conditions.

**Zon Re:** Connecticut MGU specializing in personal accident reinsurance