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MGAs and Actuaries in 2026: The State of the Market

A market shifting toward deeper analytical capability, greater independence, and stronger actuarial demand

In partnership with

Broadstone

Based on 98 survey responses from UK MGAs

Broadstone Foreword

The Managing General Agent (MGA) market continues to be one of the most dynamic, entrepreneurial and rapidly evolving parts of the insurance landscape. MGAs have demonstrated a unique ability to combine underwriting expertise, technological innovation and deep customer focus to bring new propositions to market at pace. As they scale, however, their success increasingly depends on the depth and quality of the analytics underpinning their decisions. Actuarial insight - once viewed as a capability reserved largely for insurers - has become central to how MGAs understand risk, evidence underwriting performance and build enduring partnerships with carriers and reinsurers.

It is in this context that **MGAs and Actuaries in 2026: The state of the market** was undertaken with InsTech: the first study of its kind to examine how MGAs access, deploy and value actuarial and analytical skills across different stages of growth. With responses from nearly one hundred MGAs across the UK, the survey provides a timely and unprecedented view of an industry that is maturing in both capability and expectation. The findings show clearly that actuarial expertise is no longer a regulatory luxury - it is now a commercial necessity.

What emerges most strongly is the breadth of actuarial use across the MGA sector. From pricing adequacy reviews and underwriting performance monitoring to claims trend analysis, reserving support and portfolio optimisation, actuarial insight is firmly embedded in the daily rhythm of MGA decisionmaking. MGAs may not be bound by the same statutory requirements as insurers, but the market pressure to demonstrate discipline, transparency and independence is every bit as real. The survey highlights that 90% of MGAs draw on actuarial or analytical skills in some form - an extraordinary figure which underscores the profession's growing relevance.

The results also illustrate a clear evolution in capability as MGAs grow. Early-stage firms often rely heavily on their capacity providers for data and actuarial challenge, benefiting from incubator-style support that accelerates launch but can create dependencies over time. As MGAs mature, the need for dedicated analytical capacity intensifies. Many move into hybrid models - combining in-house actuarial staff with external specialists - to balance continuity, cost efficiency and access to deeper technical skills. At the largest scale, MGAs increasingly view actuarial capability as a strategic asset: integral to proprietary pricing models, negotiation leverage and long-term franchise value.

Underlying all of this is a common theme: data. The survey evidences what many MGAs already experience daily - that data preparation consumes a disproportionately large share of actuarial effort, often 40–50% of total project time. Without reliable, well-structured data, MGAs struggle to extract insight at pace or scale analytical sophistication. Building strong data foundations - robust pipelines, consistent segmentation, repeatable MI processes - is now one of the defining challenges and opportunities for the market.

At Broadstone, we are proud to support MGAs at every stage of this journey. Our work spans pricing and reserving models, performance optimisation, data analytics, management information, outsourced actuarial functions and long-term capability development. The themes highlighted in this survey reflect what we see first-hand: growing demand for timely and actionable insight, pressure to evidence underwriting discipline, and a clear recognition that actuarial capability can be a source of commercial differentiation.

We hope this report provides valuable perspective to MGAs, carriers, investors and partners alike. It sets out not only where the market is today but where it is heading - a future in which analytical capability, integrated workflows and data-driven decision-making will underpin the next generation of MGA growth. We look forward to continuing to work with our MGA clients as they build the actuarial and analytical foundations needed to thrive in that future.

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1. Executive summary

This report presents the findings of the survey examining how Managing General Agents access actuarial and analytical capabilities. Based on 98 responses from UK-based MGAs across all size categories and insurance lines, the data reveals how MGAs resource actuarial functions and notable capability gaps that present both challenges and opportunities.

Headline insights

1. **Actuarial is now embedded in the front line.**
   Around **65–75%** of respondents use actuarial or analytical expertise for **underwriting performance reviews, pricing adequacy and claims development**. These are now mainstream activities rather than specialist add-ons.

2. **In-house capability is now the norm - but rarely stands alone.** Over half of MGAs (58%) now have some in-house actuarial capacity. However, most of these also draw on external support.

3. **Three distinct access models have emerged.**
   Combining the access-approaches responses, MGAs segment into three groups:

35% use a hybrid approach (in-house + external)	**42%** rely on external-only sources	**23%** primarily use an in-house approach
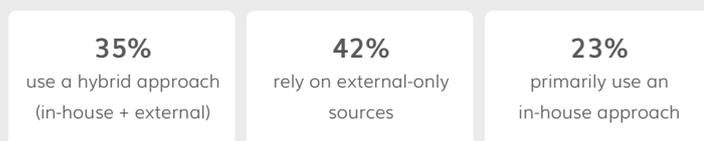
4. **Size strongly shapes the model.**

Micro MGAs	**Small MGAs**	**Mid-to-large MGAs**	**Enterprise MGAs**
(1–5 staff) are overwhelmingly external-only.	(6–25 staff) represent an inflection point - half remain external-only, but half have begun building in-house capability.	(26–500 staff) are predominantly hybrid, combining in-house teams with external expertise.	(500+ staff) have large in-house expertise.

5. **Capacity providers remain critical for smaller MGAs**
   Around half of respondents who use external support say they rely on **capacity provider or insurer actuarial input**, both for pricing and for portfolio monitoring. Capacity provider teams remain the most common "external actuarial function" for many MGAs.

6. **Diverse external vendor market**. **No single firm dominates**. The vendor landscape is diverse, ranging from independent specialists and niche providers to global advisory firms.

7. **Data science is emerging as an alternative or complement to traditional actuarial services but is not yet universal.** Around **35–40%** of MGAs report using *data science and analytics* as part of their actuarial services and decision-support toolkit. Adoption is concentrated among MGAs with **in-house or hybrid access approaches**. Data science techniques typically require significant data volumes to be effective, which partly explains lower adoption among smaller MGAs.

8. **Data cleanliness is a big constraint.**
   Practitioners report that **data preparation often accounts for 40–50% of actuarial project effort**. This is a key cost driver and significant constraint on actuarial capability. It is surprising when many MGAs are technology-led with modern underwriting and claims systems and may indicate the need for more attention to back-end data flows and warehousing.

9. **MGAs that take an in-house approach emphasise control, speed and a deeper understanding of their portfolios.** Responses from MGAs with in-house actuarial capability **highlight benefits that include** closer familiarity with their own data, faster feedback loops between actuarial and underwriting teams, and greater ownership of intellectual property. Many also value being less dependent on external consultants for routine analysis. At the same time, these MGAs note that building and maintaining in-house capability requires ongoing investment in talent and skills, which remains a key practical constraint.

10. **Platform and managed services represent a small but emerging segment of the market**
    Only a handful of MGAs (around **3%**) report accessing actuarial capabilities via **managed services platforms**, and only **8–10%** via embedded services in software, broking or audit relationships. This suggests a market still in early stages of platform-based models.

What this means for MGAs

The survey shows a strong link between MGA size and the extent to which actuarial and analytical capabilities are embedded in day-to-day decision-making. Smaller MGAs tend to have more limited internal capability, relying more heavily on external support or capacity-provider insight. Larger MGAs, by contrast, typically deploy a wider range of analytical techniques - from pricing and performance monitoring to data science, catastrophe modelling and reserving analysis.

Outsourcing offers real advantages: efficient access to a wider range of skillsets and experience levels, external perspectives that can challenge or augment in-house views, and production efficiency through established reserving and reporting templates.

However, as MGAs grow and their portfolios become more complex, there may come a point when the dedicated focus of an in-house actuary can bring deeper understanding and faster insight. A practical model for many growing MGAs is to combine a senior actuary internally owning strategy and business knowledge with an outsourced team handling the heavy production work at quarter and year end.

For larger MGAs, the shift towards in-house teams creates opportunities to develop proprietary analytical advantages, but brings challenges around talent retention, technology investment and maintaining external perspective. The hybrid model, combining in-house core capability with specialist external support, appears to offer a balanced approach.

A number of themes emerge from the survey responses, particularly for MGAs that are scaling their analytical capability:

- **For larger MGAs, in-house actuarial and data teams are more common,** which creates opportunities to build proprietary analytical strengths, but also requires sustained investment in people, technology and governance. Many mid-sized and larger MGAs already use a hybrid access approach, which combines in-house capability with specialist external support.

- **Survey responses indicate that actuarial capability is treated as a core commercial resource, rather than solely as a regulatory requirement.** Larger, and more analytically mature MGAs tend to use actuarial input across a broader range of activities, particularly pricing, underwriting performance, and claims analysis, while a smaller share link actuarial work primarily to regulatory reporting.

- **Advanced capabilities, such as data science are concentrated in larger, or more analytically mature, MGAs.** Data science techniques are most commonly deployed in pricing and portfolio optimisation, where machine learning models can identify patterns across large datasets. These approaches require significant claims volume and underwriting history, explaining their concentration among larger MGAs.

- **The external actuarial provider landscape is diverse, with MGAs naming a wide variety of consultancies, contractors, software providers and capacity partners.** Many MGAs, particularly smaller organisations, report using actuarial input supplied by their capacity providers. This mix of sources suggests that MGAs draw on external support in different ways, depending on their scale, product focus, and internal capability. These range from accessing actuarial skills as part of an augmented team to outsourced actuarial operations.

- **Smaller MGAs most often rely on external actuarial support, and on capacity providers, although some begin to add in-house or hybrid arrangements as they grow.** The appropriate mix of external and internal capability varies by product complexity, data quality, growth ambitions and the expectations of capacity partners.

- Many MGAs, particularly mid-sized firms, face a structural challenge: actuarial work requires both **specialist modelling capability** and **significant data preparation effort**. Industry evidence suggests these components are often a **roughly equal share** of total actuarial cost. As a result, MGAs can see strong value in hybrid models and partnerships that streamline data cleansing before actuarial review.

2. The MGA actuarial landscape 2026

Why actuarial capabilities matter for MGAs

MGAs operate in an increasingly competitive environment where data-driven decision making is now essential. Capacity providers expect sophisticated performance analytics and strong claims oversight that supports their reserving and compliance obligations, while the market rewards MGAs that can demonstrate pricing adequacy and effective portfolio optimisation.

Actuarial expertise, whether formal or informal, underpins many of the functions that determine an MGA's performance and credibility: setting and validating pricing, monitoring claims development and loss trends, optimising portfolio mix, supporting capacity negotiations with robust analysis, fair value metrics, and meeting evolving regulatory and governance expectations. The way MGAs access and apply this expertise fundamentally shapes their ability to compete, scale, and demonstrate value to carriers and other stakeholders.

Survey sample overview

The survey captured 98 responses across all MGA size categories, with the largest concentration in the 6-25 employee band - reflecting the typical profile of UK MGAs.

How many employees does your MGA have?
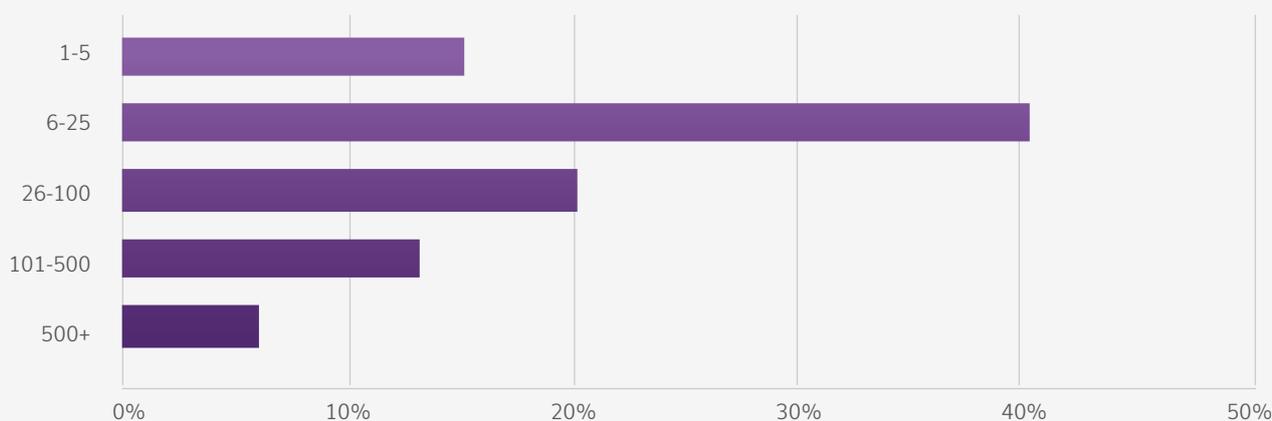
Primary line of business

Specialty lines MGAs represent the largest segment, consistent with the structure of the UK MGA market where niche underwriting expertise drives the business model.

### What type of insurance does your MGA primarily focus on?

Specialty	**46%**	
Multi-line	**26%**	
Commercial	**17%**	
Personal	**8%**	
Other	**3%**	
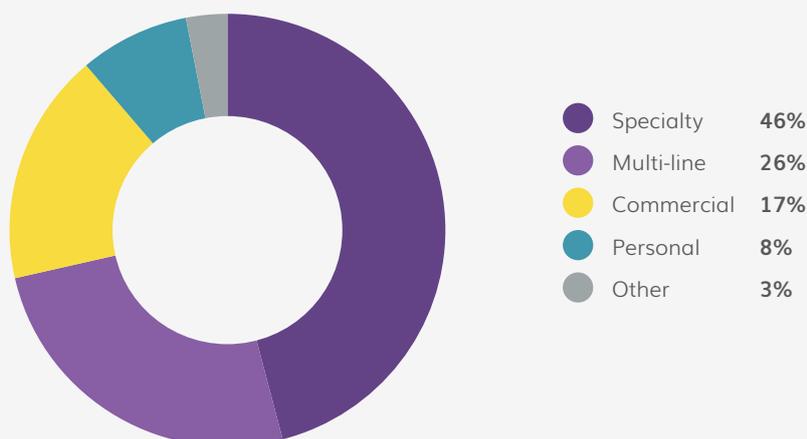
3. How MGAs use actuarial expertise

Most common areas of actuarial use

Respondents were asked to identify all areas where their firm uses actuarial or analytical expertise. The average MGA uses actuarial input across 5 different areas, indicating broad deployment across multiple functions.

Core operational analytics dominate the use of actuarial skills, with underwriting performance reviews (72%), pricing adequacy reviews (71%), and claims development analysis (67%) leading adoption. These represent the fundamental building blocks of underwriting effectiveness.

Areas of actuarial use
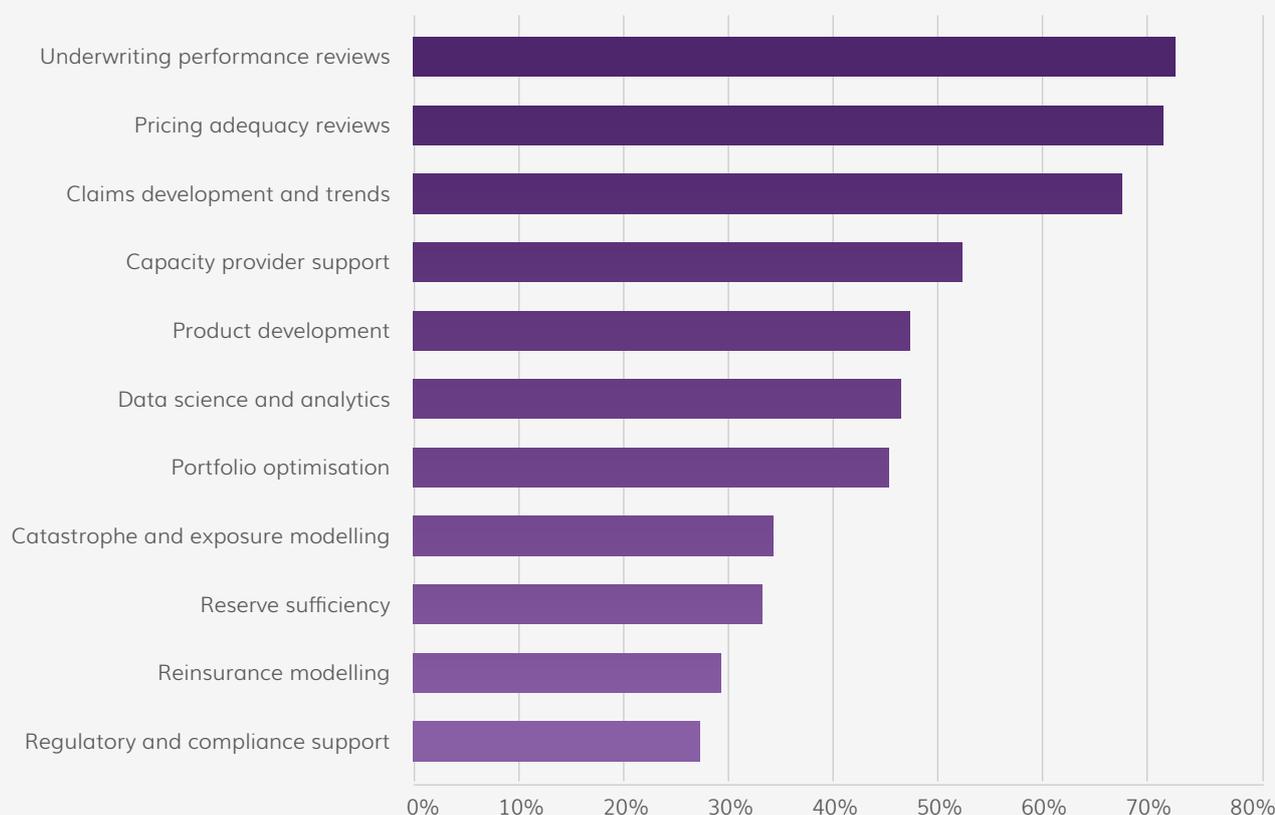
For most MGAs, actuarial work is now a **front-office function**. Over 70% of MGAs apply actuarial expertise to core performance monitoring, but adoption drops significantly for more specialist or forward-looking functions. Reserve sufficiency analysis (33%) and regulatory support (27%) are lower. This likely allows for this activity being done by the carriers themselves.

While most MGAs do not retain risk or hold reserves, their ability to understand ultimate loss development is key to their relationship with carriers. They need to be able to identify any deteriorations early and provide reliable data to capacity partners. Their own financial performance will also depend on these projections through profit sharing, yet fewer than one in three MGAs report active actuarial involvement in work that supports carrier reserving, or broader risk governance.

Differences by MGA size

Actuarial intensity rises with scale:

| **Micro MGAs** (1–5 employees)	**Small MGAs** (6–25 employees)	**Mid-to-large MGAs** (26-500 employees)	**Enterprise MGAs** (500+employees)
Use **significantly fewer actuarial areas on average** (around 4, versus 6–7 in the larger bands). Focus mainly on pricing and underwriting (c. 70% and 60% respectively), with more limited use of data science and reserving (both ~20%) and catastrophe/exposure modelling (mid-30%s).	Show strong **usage in pricing, underwriting and claims** (around 50–65% across these core areas). Adoption of **catastrophe modelling** is lower (around **20%**), and **reserve sufficiency** is used by **around one in four** MGAs in this band.	**Show high adoption of advanced uses:** Around **40–50%** use **catastrophe/exposure modelling**. Around **45–50%** use **reserve sufficiency** analysis. Data science adoption reaches **c. 40–55%**. These MGAs typically use **around six actuarial areas**.	Small in number but typically use actuarial skills widely (an average of seven), with high usage of pricing, underwriting, portfolio optimisation, cat modelling and data science. Use of reserving support is present but more variable in this group.

As MGAs scale, actuarial capabilities shift from **pricing and performance** to **full portfolio and balance sheet insight**, often in conjunction with more complex reinsurance and regulatory requirements.

Heat map of actuarial areas by MGA size (% of respondents)

Area	1-5 emp	6-25 emp	26-100 emp	101-500 emp	500+ emp
Pricing adequacy	71	53	88	83	100
Underwriting performance	57	64	82	83	100
Claims development	50	53	82	100	80
Data science	21	50	59	42	40
Reserve sufficiency	21	25	47	50	20
Cat modelling	36	19	41	50	60
Portfolio optimisation	21	44	53	42	80
Product development	43	47	47	50	60
Capacity provider support	29	56	59	50	60
Reinsurance modelling	14	28	24	42	60
Regulatory support	21	28	29	25	40

## Average number of actuarial analytical areas - by MGA size
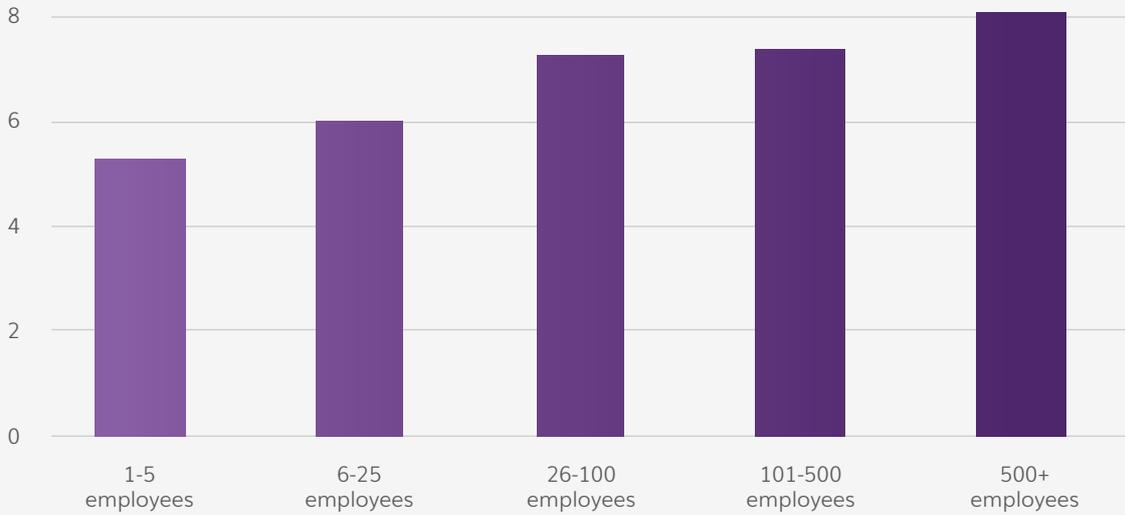
Differences by insurance line

Usage patterns vary significantly by line of business. Personal lines MGAs show the highest engagement with claims development (88%) and underwriting performance (88%), reflecting the high-volume, data-rich nature of personal lines business. Commercial lines MGAs come next in data science and analytics adoption (59%), suggesting greater investment in predictive modelling and automation.

Differences by insurance line
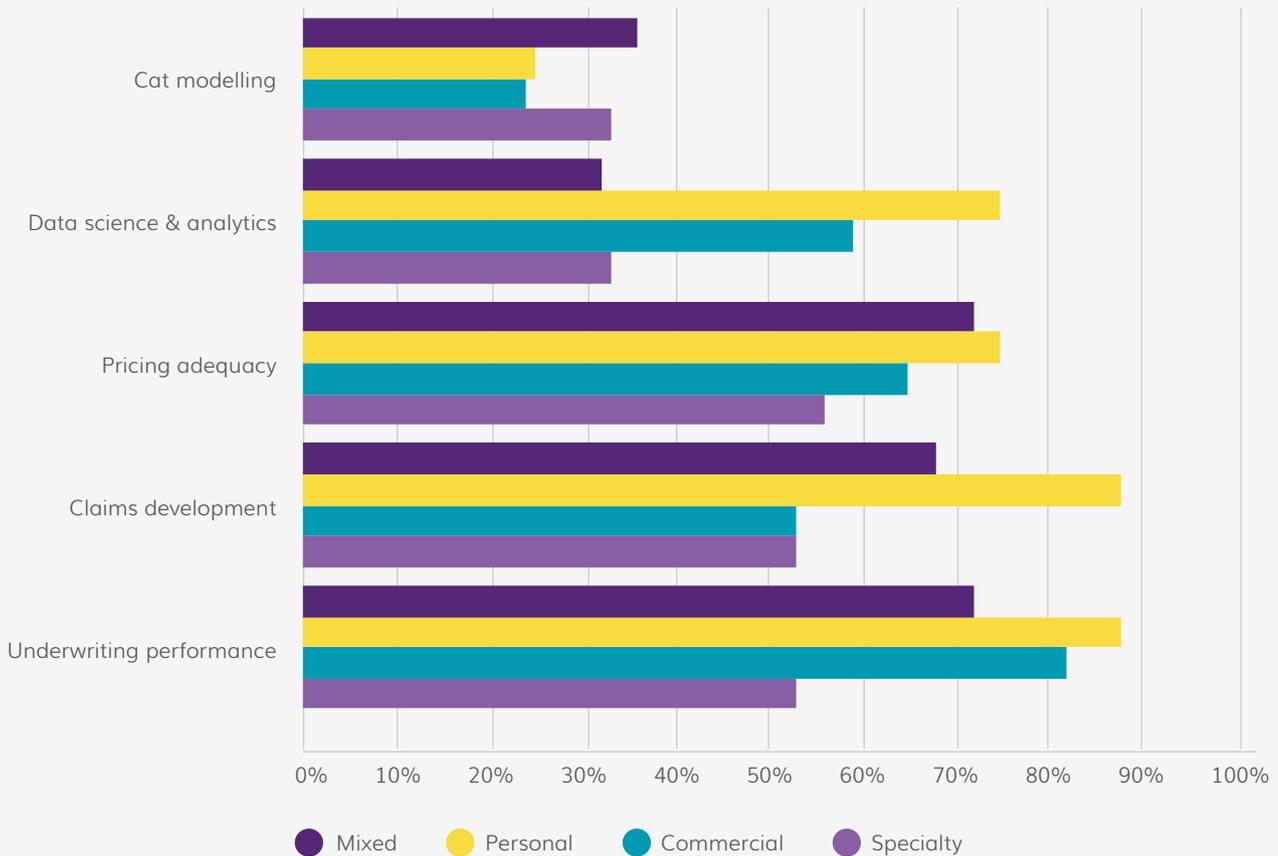
4. Access methods: in-house, external, hybrid

How MGAs access actuarial capabilities

The survey asked respondents to select all methods by which they access actuarial and analytical capabilities. The average MGA uses approximately 2 access methods, reflecting the reality that most MGAs draw on multiple sources.

How MGAs access capabilities
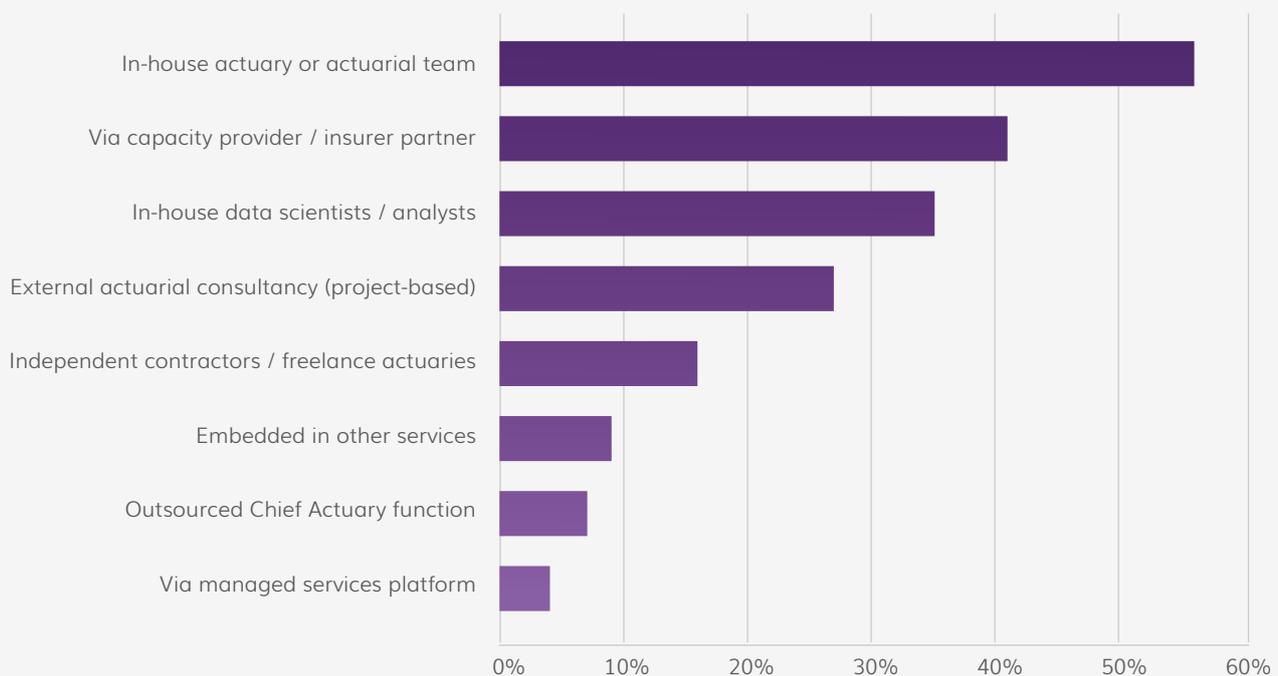
Model breakdown: external is most prevalent

Combining the access-method responses to understand how MGAs structure their actuarial and analytical capabilities, three distinct patterns emerge:

Hybrid: in-house + external: 35%
MGAs combining in-house actuaries with external consultancies and/or capacity provider actuarial support.

External only: 42%
MGAs without in-house actuaries that rely on consultancies, contractors or capacity providers..

Primarily In-house: 23%
MGAs with in-house actuarial capability that do not use external consultancies or capacity provider support for daily actuarial input.

Average number of actuarial analytical areas - by access method

MGAs in the **hybrid** and **in-house only** categories report using, on average, **six different actuarial areas** (e.g. pricing, underwriting, cat, reserving, data science). **External-only** MGAs use around **four** areas on average.

Average actuarial areas by access model
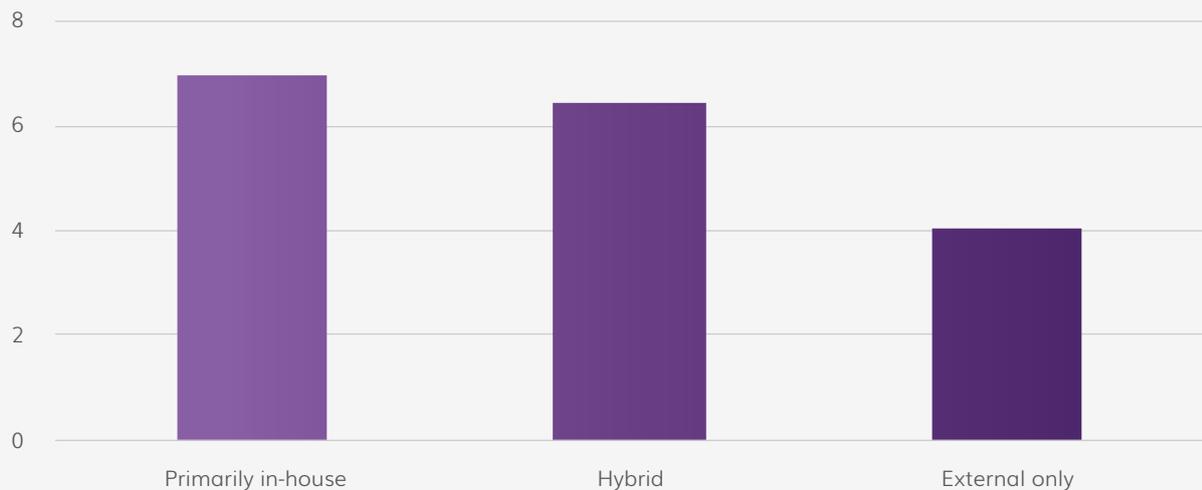
Access approaches by MGA size

Over half of surveyed MGAs now have in-house actuarial capability. This represents a significant trend towards professional analytics and modelling for the sector. Ten years ago, in-house actuaries at MGAs were relatively rare; today they are the norm for larger and mid-sized players.

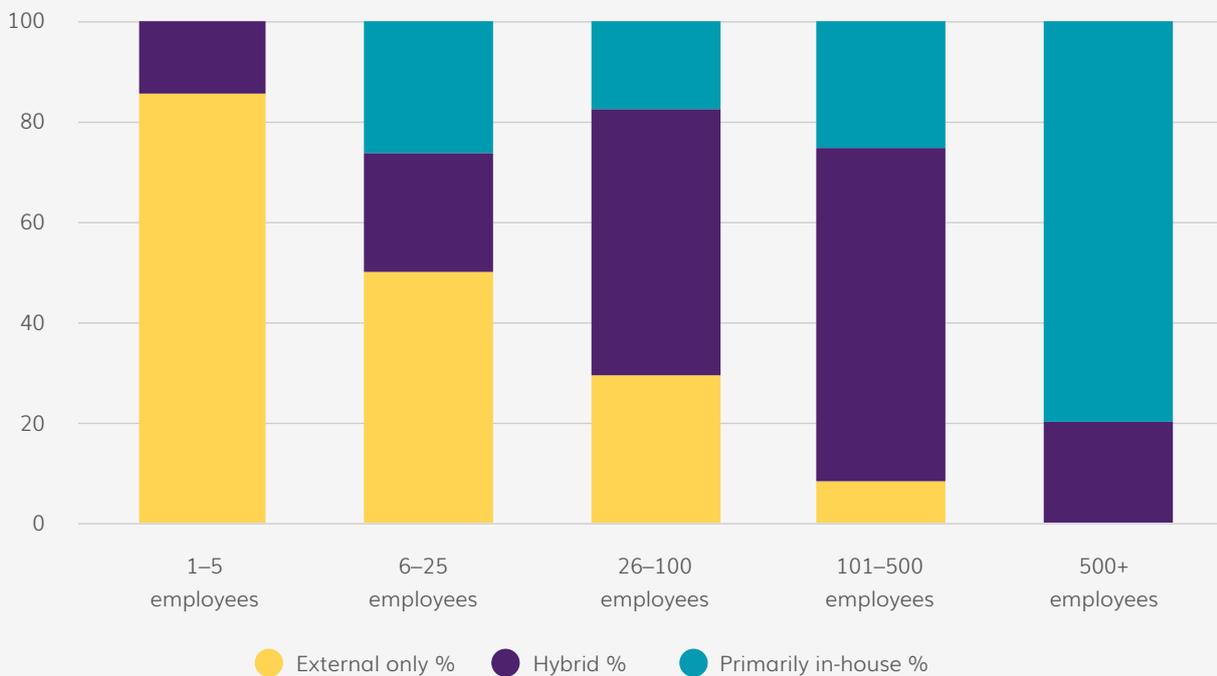The in-house rate rises sharply with MGA size:

Smaller MGAs lean heavily on **external providers** and capacity partners.

Mid-sized MGAs transition to **hybrid models**, building internal teams while retaining external support.

Largest MGAs have sufficiently complex operations that they invest in **in-house actuarial capability**, with external input used mainly to deliver change or projects.

Access models by MGA size

Legend: External only % · Hybrid % · Primarily in-house %

X-axis: 1–5 employees · 6–25 employees · 26–100 employees · 101–500 employees · 500+ employees

Capability profiles by access model

Each access method exhibits distinctive patterns in how actuarial expertise is deployed across the business.

Primarily In-house

Over 80% use actuarial expertise for pricing, underwriting performance, and claims trend analysis.

Around 60% use data science and analytics; approximately half use catastrophe modelling.

Those that responded with more explanations mentioned the detailed knowledge of their own data and portfolios, desire to own the process, cost of external support and benefits for IP creation and protection.

Hybrid

Typically combine in-house teams for routine and business-critical analyses with external partners for peer review, complex modelling, regulatory submissions, or capacity augmentation.

External only

Use fewer areas of actuarial work on average - around four areas compared with six or more for hybrid and in-house MGAs.

Rely primarily on capacity provider analytics and external consultancies, with additional use of independent contractors and some embedded or platform-based services.

The types of work cited (pricing reviews, reserve checks, specific modelling tasks) suggest much of this support is project-based rather than fully embedded.

Small MGA dependency on capacity providers

For MGAs with 1-5 employees, capacity provider actuarial support is the dominant model (57%), compared to just 14% with in-house actuaries. This dependency inverts at larger scales: among 500+ employee MGAs, all have in-house teams and none rely on capacity providers.

This pattern has implications. Smaller MGAs benefit from the expertise embedded in capacity relationships but may have less control over analytical priorities and timing. As MGAs grow, the economics shift toward in-house capability - but the transition requires capital, talent and time.

Some capacity providers have recognised this dynamic and now offer actuarial support as part of a broader service bundle. The most developed examples combine capacity provision with access to real-time dashboards showing premium, claims and risk data. This integrated approach makes actuarial analysis significantly more efficient - the data infrastructure is already in place, reducing the time and cost of preparing data for modelling. For smaller MGAs, this bundled model may represent a more practical path to analytical capability than building standalone in-house functions.
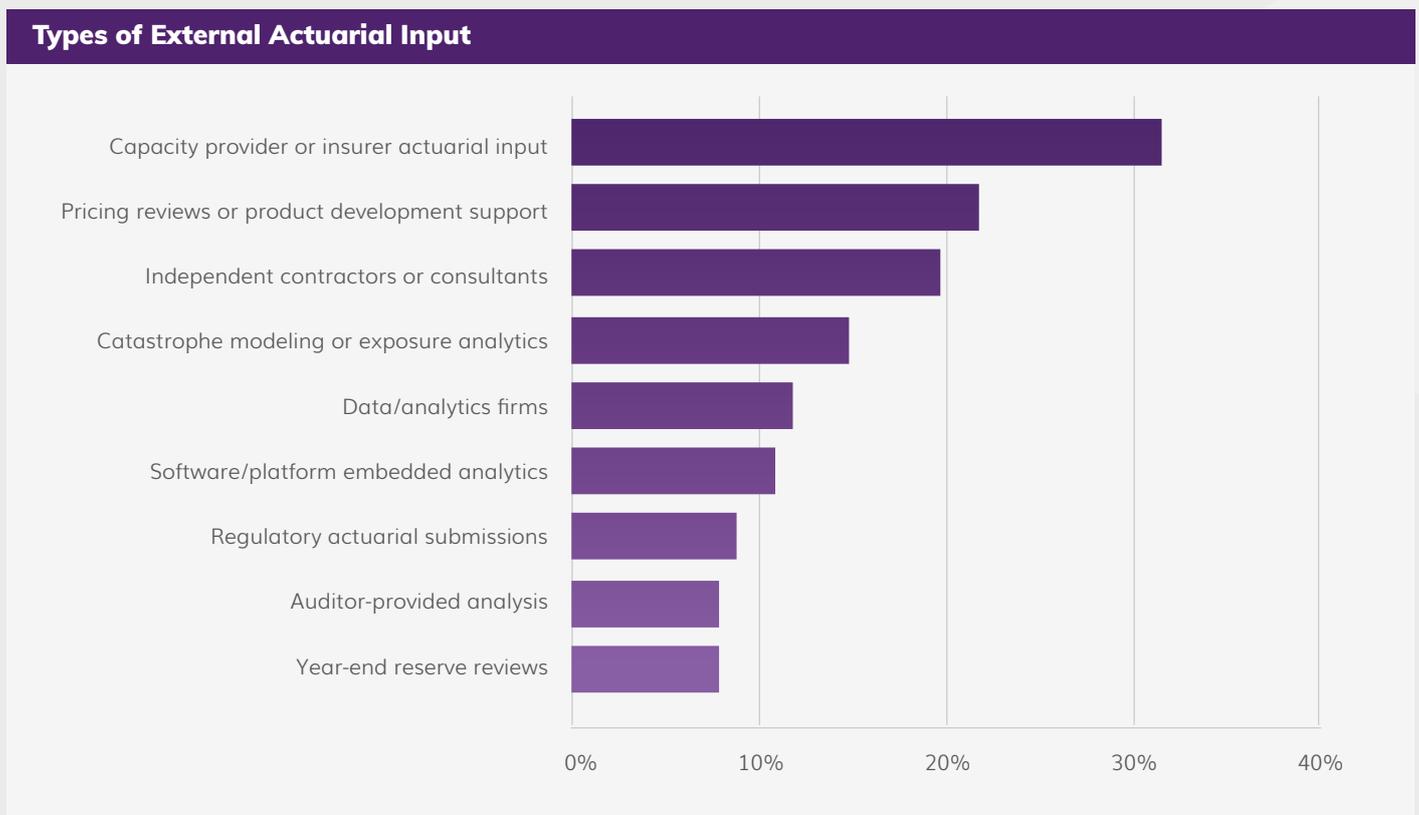
Segment Profiles by MGA Size

Legend: In-house actuary rate, Capacity provider rate, External consultancy rate
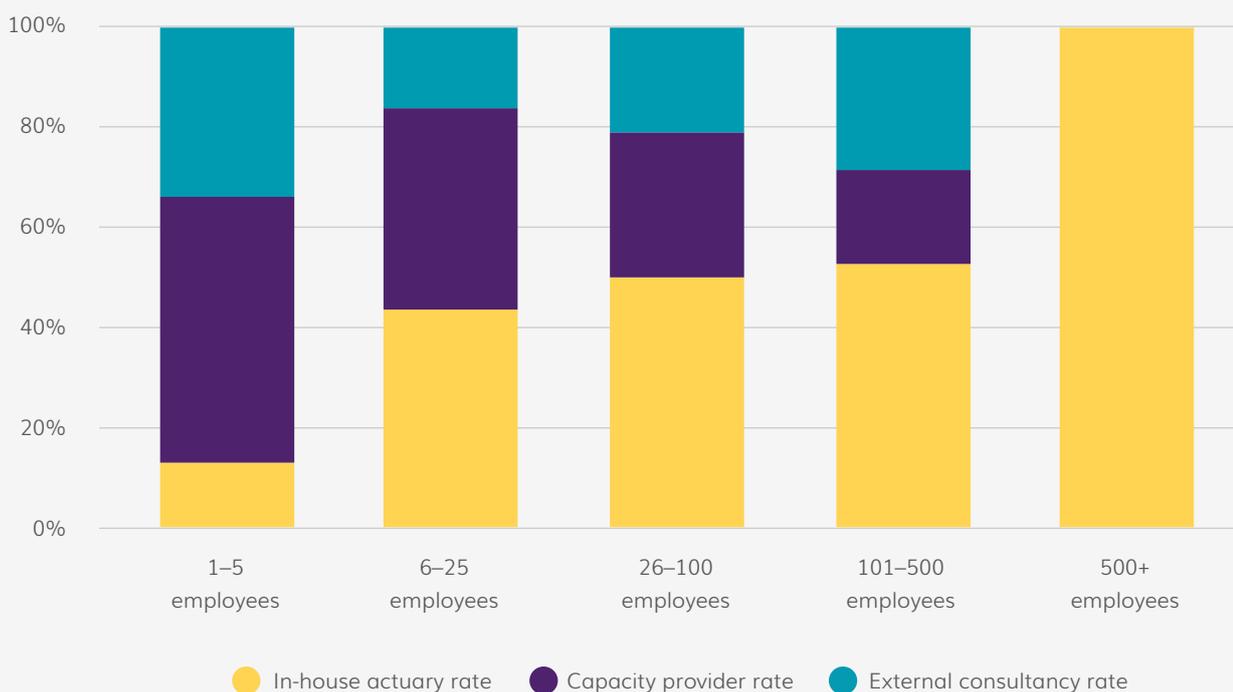
5. External providers: who MGAs use and why

Types of external actuarial input

Respondents were asked about the types of external services they access.

Types of External Actuarial Input

Category	Percentage
Capacity provider or insurer actuarial input	~31%
Pricing reviews or product development support	~22%
Independent contractors or consultants	~20%
Catastrophe modeling or exposure analytics	~15%
Data/analytics firms	~12%
Software/platform embedded analytics	~11%
Regulatory actuarial submissions	~9%
Auditor-provided analysis	~7.5%
Year-end reserve reviews	~7.5%

- **Capacity providers are the single most common external actuarial resource**, used for both pricing challenge and performance monitoring.

- External actuaries are still heavily used for **pricing and product development**, but a meaningful proportion use them for **cat modelling, regulatory submissions and reserve opinions**.

- **Independent contractors** and **data/analytics firms** provide flexibility where fixed staff costs are difficult to justify.

Providers: a fragmented landscape

Respondents were asked to name the external firms, contractors, or other sources that provide actuarial input. 60 respondents provided free-text responses, naming a wide range of providers across multiple categories.

The provider landscape is fragmented. No single external provider achieved significant market penetration among survey respondents. This fragmentation may reflect the diverse needs of MGAs, the importance of specialist expertise, or the lack of a dominant platform player in MGA actuarial services.

The prevalence of capacity provider actuarial teams suggests an embedded service model that may be under-appreciated. For many MGAs - particularly smaller ones - this relationship provides actuarial support without explicit procurement.

Among MGAs using external actuarial support, the most common categories are:

External Providers
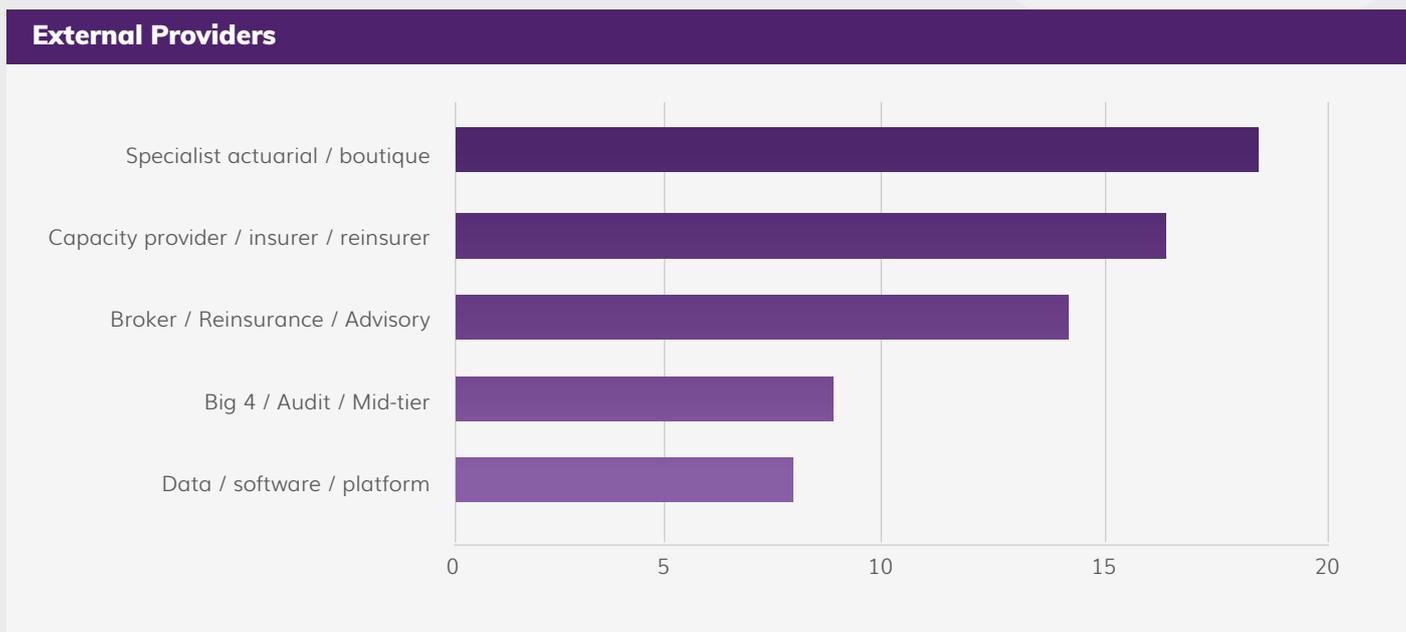
Global Brokers and Consultancies
Global broking and consulting firms were the third most frequently mentioned category, with one major global broker accounting for a significant share of all mentions. Other global firms appeared less frequently despite their market presence, suggesting that scale does not automatically translate to MGA market penetration.

Capacity Provider Actuarial Teams
Capacity providers' in-house actuarial teams received significant mention across multiple respondents. Several capacity providers were cited by two or more MGAs, reinforcing the importance of the MGA-capacity provider actuarial relationship — particularly for smaller MGAs who may not have in-house capability.

Specialist Actuarial Firms
A range of specialist and boutique actuarial firms appeared in responses, reflecting the diverse nature of the market. These included firms specialising in pricing model development, reserve opinions and peer review, ULR projections, and general actuarial consultancy. Big Four and mid-tier accounting firms also featured, typically for audit-related actuarial work.

Cat Modelling and Data Firms
Specialist catastrophe modelling vendors and data analytics firms were mentioned, though each received limited individual mentions — suggesting that MGAs access cat modelling support through multiple channels rather than concentrating on a single provider.

6. Capability gaps & opportunities

Smaller MGAs

Tend to have **narrower actuarial footprints**, with less systematic use of reserving, reinsurance or data science.

Heavily reliant on **capacity providers**, raising questions about **freedom of manoeuvre** and the ability to challenge capacity pricing or portfolio constraints.

Hybrid MGAs

Combine in-house and external resources, giving them access to a wider range of capabilities than primarily internal or pure external models.

In-house MGAs

Emphasise **control over the end-to-end process**, deeper understanding of their own data and portfolios, and **tight feedback loops** with pricing and underwriting.

Several cite **cost and perceived value of external consulting**, a desire to **build and protect IP and analytics strategy in-house**, and, in a few cases, a view that it is easier to attract and focus scarce actuarial talent internally than to rely on more general-purpose consulting teams.

The in-house capability advantage

The survey reveals a significant capability gap between MGAs with and without in-house actuaries:

- MGAs with in-house actuaries use actuarial input across **6.4 areas on average**

- MGAs without in-house actuaries use actuarial input across **3.7 areas on average**

This 1.7x difference suggests that in-house capability enables broader deployment of actuarial expertise across the business. MGAs without in-house teams may be underweight in analytics - or may lack the bandwidth to make actuarial insight available across multiple functions simultaneously.

The economics of building in-house capability

The capability gap is partly explained by economics. Building genuine in-house actuarial capability typically requires a minimum commitment of three FTEs: data analysts to prepare

and cleanse data, plus senior and junior actuarial resource for modelling and analysis. Market estimates suggest this costs £200k-300k per annum - a significant investment and step-up for smaller MGAs that may still be in the proving phase.

Importantly, the work splits roughly evenly between data preparation (cleansing, structuring, making data capable of being modelled) and the actual actuarial analysis. This suggests that innovations in data preparation - whether through technology, outsourcing, or capacity provider infrastructure - could materially reduce the total cost of accessing actuarial expertise.

The market appears to be moving towards addressing these two activities separately – using the most appropriate resources for each. Data specialists build automated workflows for cleansing and transforming data which can then be maintained at a fixed cost. Early adopters suggest this approach could reduce data handling costs by up to 50% after some upfront investment.

7. Segment-specific findings

By MGA size

Micro MGAs (1-5 employees)

The smallest MGAs face structural constraints on actuarial capability. Around 14% have in-house actuaries, with approximately 57% relying on capacity provider support. This segment shows greater use of external consultancies (around 36%) than the market average (around 29%), suggesting a willingness to buy capability when needed – but cost sensitivity likely limits engagement.

Typical profile: Founder-led, specialist underwriting focus, operating with lean central functions. Actuarial input is episodic and largely external, primarily via capacity providers and occasional consultancy support. Limited in-house data or modelling capability; decisions are driven mainly by underwriting judgement and carrier feedback.

Small MGAs (6-25 employees)

This segment - the largest in the sample at 42% - represents an inflection point. At 47% in-house actuary adoption, these MGAs are split between building internal capability and relying on external sources. Capacity provider dependency remains high (44%) but external consultancy use drops to 17%.

Typical profile: Building out core operational infrastructure and **considering or making the first actuarial hire**. A mix of models: some MGAs now have an in-house actuary, others still rely mainly on capacity providers and project-based consulting. Clear focus on getting pricing and performance analytics in place while balancing **growth investment vs. short-term profitability**.

Mid-Size MGAs (26-100 employees)

A clear transition occurs at this scale. In-house actuary rates jump to 71%, and in-house data scientists/analysts reach 59% - the highest in the survey. These MGAs are building serious analytical capability while maintaining external relationships (41% use capacity provider input, 29% use external consultancies).

Typical profile: **Professionalised operations** with dedicated actuarial and, increasingly, data science roles. Most operate a **hybrid model**, using in-house teams for day-to-day pricing, performance monitoring and governance, while drawing on external partners for **cat/exposure modelling, reserving support, and peer review**. Analytics is becoming a core part of how these MGAs manage portfolios and engage with capacity providers.

Large MGAs (101-500 employees)

The large MGA segment shows near-universal in-house actuarial capability (92%) while maintaining high external consultancy use (50%) - the highest of any segment. This suggests sophisticated MGAs use external expertise for specialist projects, peer review, or capacity augmentation rather than core functions.

Typical profile: **Mature actuarial function** embedded across the business, with strong links to underwriting, finance and risk. Internal teams cover most core and advanced activities, but MGAs in this band also make **deliberate use of specialist external consultancies** for complex modelling, validation, regulatory work and capacity-related projects. Analytics is broadly deployed, supporting both strategic planning and day-to-day underwriting decisions.

Enterprise MGAs (500+ employees)

The largest MGAs show a high level of self-sufficiency: all respondents in this band report in-house actuaries, around 60% have in-house data scientists, and none report sole reliance on capacity providers or external consultancies. This segment has effectively achieved self-sufficiency for actuarial expertise although may seek help from externals for projects or business change.

Typical profile: Fully internalised actuarial function, potential to act as a service provider to smaller group entities, focus on advanced analytics and strategic projects.

8. Why in-house? Drivers and rationale

Respondents who handle actuarial capabilities primarily in-house were asked about their drivers. The 19 free-text responses reveal consistent themes around control, expertise, and cost.

Control and ownership

The most common themes were a desire to own the process with the ability to iterate it without external dependencies. Maintaining control over analytical processes and intellectual property.

Deep business knowledge

Several respondents emphasised the importance of actuarial teams that understand the specific characteristics of their portfolios. The ability to hire dedicated in-house talent specifically targeted for the business niche was an advantage.

Tight feedback loops

They value close relationships between their actuaries and underwriting/business units. Their aim is for close, effective feedback loops between actuarial and underwriting so changes can be made quickly.

Cost considerations

These are common with some variation between large and small MGAs. Larger MGAs with in-house capabilities focus on their relative cost noting that internal capability is more economical over time. Smaller firms may still benefit from a fractional rather than full-time role.

Niche requirements

Some MGAs cited the specialist nature of their business as a driver for in-house capability, implying internal handling is sufficient or more practical for their scale and focus.

9. Interpretation and industry implications

Integration of data science into traditional actuarial workflows

Around **40% of respondents** report using "data science and analytics" alongside more traditional actuarial activities. This indicates a clear shift towards more data-driven approaches in pricing and performance analysis, and suggests growing scope for richer risk segmentation, broker/partner analytics and greater automation of pricing workflows over time.

Platforms and embedded analytics

A small minority of MGAs report using **software-embedded analytics or managed services** to access actuarial capability. While niche in this sample, these models show that some MGAs are already consuming analytics more as an ongoing **service** than as one-off projects, particularly where they lack the scale to build full internal teams.

Regulatory expectations

With a material minority of respondents not using actuarial capabilities for **regulatory or oversight work**, there is potential misalignment with evolving supervisor expectations on **governance, pricing fairness and reserving discipline** in the delegated authority space.

Closer alignment of underwriting and analytics

Free-text responses from in-house MGAs emphasise **tight feedback loops between underwriters and actuaries**, pointing towards more cross-functional ways of working rather than fully siloed functions.

Dependence on capacity providers

The survey shows heavy reliance on carrier and reinsurer actuarial teams for pricing challenge and portfolio analysis. This provides access to expertise without building full internal teams, but may also limit the extent to which some MGAs develop independent analytical views of risk.

As market cycles turn, MGAs without internal or independent analytical support could find it harder to evidence their portfolio quality and negotiate terms or retain capacity

Talent and cost constraints

Several respondents highlight cost as a key constraint, and one explicitly describes actuarial talent as 'scarcely available', choosing to attract that talent in-house rather than rely on more general purpose consulting support. Combined with the relatively small proportion of MGAs running full in-house actuarial teams, this points to cost and talent availability as important constraints and helps explain interest in shared services, fractional roles and platform-based models.

10. Methodology and notes

Survey Approach

The MGAs and Actuaries in 2026: The state of the market survey was conducted by InsTech in partnership with Broadstone. The survey was distributed to MGA contacts across the UK market via email invitation and LinkedIn outreach during November-December 2025.

The survey comprised seven questions covering MGA size, insurance lines, areas of actuarial use, access models, external provider relationships, and open-ended questions on named providers and drivers for in-house approaches.

Sample Characteristics

1. Responses: 98 total, 85 complete responses.
2. Geography: UK-focused, though some respondents operate internationally
3. Size distribution: Concentrated in 6-25 employee segment (42%)
4. Line of business: Specialty lines dominant (47%)

Data Limitations

Users of this report should note the following limitations:

- **Self-selection bias** - respondents may skew toward MGAs with greater awareness of or interest in actuarial matters

- **Definitional ambiguity** - 'actuarial expertise' may be interpreted differently across respondents; some may include informal analytical capability while others interpret narrowly

- **Small segment samples** - personal lines (n=7) and 500+ employees (n=5) segments have limited observations and findings should be interpreted with caution

- **Point-in-time snapshot** - the survey captures current state rather than trends; comparisons to future surveys will enable trend analysis

- **Free-text response rates** - 60 of 98 respondents provided named providers, and 19 provided in-house drivers; non-response may introduce bias

Supplementary Market Research

This report incorporates insights from independent market research conducted alongside the survey. This qualitative research explored the economics of actuarial service delivery and emerging delivery models with market participants. Where findings from this research are included, they are clearly contextualised as market perspective rather than survey data.

Acknowledgements

We would like to thank all our survey respondents and market contacts for their participation in conducting this research.

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