MGA Conferences Pulse – September 2020

▸ As of September, 710 MGA conferences were held or are approved for year 2020
  - 171 (19.4%) fewer than full year 2019
  - 424 TCS – 87 fewer than 2019 (-17.0%)
  - 286 FCS – 84 fewer than 2019 (-22.7%)

▸ 39 cancelled conferences as of September
  - 3 more than in August and 8 more compared to July
  - 28 more than full year 2019

▸ 385 MGA conferences were held though September YTD; +29% from August and greatest % increase in past 5 years
  - 130 or 25.2% under 2019
  - 243 TCS – 74 fewer than 2019 (-23.3%)
  - 142 FCS – 56 fewer than 2019 (-28.3%)

▸ Estimated 54% of 2020 conferences were held though September YTD vs. 58% in 2019