AGILE CAP
INSURANCE AGENCY LENDING

Top Features That Relieve Bank Pain Points

- **Regulatory Diversification:** Non-CRE, C&I assets
- **Predictable Cash Flow:** Recurring commissions, lockbox payments
- **Low Default History:** No losses in 5+ years
- **Yield Enhancement:** Above-market spreads, lower volatility
- **First Position Collateral:** Liens on renewable commission books, Power of Attorney, UCC filings, and ACH debit authorizations are part of the standard security structure.

Frequently Asked Questions

1. What is AgileCap's background in insurance agency lending?

AgileCap is a specialty lender with **11+ years of experience** in insurance agency M&A
finance. The team includes former commercial and investment bankers and insurance
agency owners with deep domain knowledge, not just capital.

2. How predictable is the revenue from insurance agencies (underlying repayment source)?

Very. Over **80% of insurance policies renew annually**, with homeowners averaging
1**9-year retention**. Revenue streams are **highly recurring and cash-flow stable**.

3. What's the typical loan structure AgileCap offers?

- **Fully amortizing** over 5–10 years
- **Floating rates**, indexed to WSJ Prime
- Borrowers usually pay **Prime + 3.5% to 5.5%**
- **Lockbox-controlled payments** reassigned insurance commissions from
- insurance carriers typically at 150% of the monthly loan payment, ensure timely
- cash flow
- **Personal guarantees** and liens on the book of business secure each deal

4. How has the loan portfolio performed?

- **$150MM+ originated**
- **~$50MM active portfolio**
- **Zero losses since 2020**
- Historical loss rate only **1.27%** (2016–2019 defaults were character-related, e.g., borrower fraud and addiction issues, now resolved with tighter controls)

5. Why are participations attractive to bank partners?

- **Prime + 2%–4% net yield** after servicing
- **AgileCap retains 5–10%** in every deal (skin in the game)
- Pro-rata structure (pari passu) with clean servicing
- **Access to a steady pipeline of insurance agency M&A deals**
- **Prepayment protections**, transparent reporting, and bank-grade underwriting standards