

Market Lane.

INSURANCE GROUP (NZ)

CREATING THE NEXT GENERATION
OF INSURANCE BUSINESSES.

WE WANT TO PUSH THE ENVELOPE.
TO IMAGINE WHAT'S POSSIBLE.
TO DELIVER SOLUTIONS WHEN THEY ARE NEEDED MOST.

WELCOME TO MARKET LANE.

WHO WE ARE.

ESTABLISHED IN AUSTRALIA IN 2019, MARKET LANE INSURANCE GROUP WAS CREATED TO PROVIDE A CENTRAL PLATFORM TO DELIVER A DIVERSIFIED SUITE OF WORLD-CLASS SPECIALIST INSURANCE BUSINESSES TO THE INSURANCE MARKET.

We're excited to bring our expertise to the New Zealand market in 2024 with the launch of our first trading division, The Barn Underwriting NZ and placement facility, MLX Risk Partners.

We are 100% independently owned and hold a New Zealand Financial Services License (1006105) from the New Zealand Securities and Investment Commission.

OUR PARTNERS

COVERHOLDER AT LLOYD'S

We are proud to be a Coverholder at Lloyd's, the world's specialist insurance and reinsurance market.

Lloyd's is the foundation of the insurance industry and the future of it. The Lloyd's market develops essential, complex and critical insurance needed to underwrite human progress.

Backed by diverse global capital and excellent financial ratings, Lloyd's works with a global network to grow the insured world - building resilience for businesses and local communities and strengthening economic growth around the world.

Coverholder at 

MEMBER OF THE UNDERWRITING AGENCIES COUNCIL

New Zealand Underwriting Agencies Council (NZUAC) has been established to provide a professional and united front to represent the interests of New Zealand's 40+ underwriting agencies, along with the wider insurance industry.

NZUAC strive as a respected body to bring innovation and the highest of standards within the delegated authority sector of the insurance industry.



OUR BRANDS.

THE BARN UNDERWRITING AGENCY

The Barn's focus is on complex Property and General Liability exposures particularly within the Agribusiness, Food & Beverage, Higher Hazard Manufacturing, Cold Storage/EPS, Complex Commercial Property Owners and Boutique Accommodation industries.

thebarnagency.co.nz



MLX RISK PARTNERS

MLX Risk Partners (MLX) is a wholesale underwriting placement specialist created solely to provide risk transfer and insurance capacity solutions for complex, large and speciality commercial insurance risks.

mlxinsurance.co.nz



MARKET LANE AUSTRALIA

Established in 2019, Market Lane Insurance Group was created to provide a central platform to deliver a diversified suite of world-class specialist insurance businesses to the insurance market.

marketlanegroup.com.au



“Our mission is simple - to create a world-class diversified insurance underwriting and distribution business for today and tomorrow.”

DAVID PORTEOUS
Group Managing Director

THE BARN SPECIALTY PROPERTY.



CAPACITY UP TO \$12,500,000 PER RISK

100% CAPACITY OR CO-INSURANCE SUPPORT

TOTAL INSURED VALUES UP TO \$200,000,000 ANY ONE PLACEMENT

THE BARN MATERIAL DAMAGE & BUSINESS INTERRUPTION

INSURANCE POLICY WORDING

100% UNDERWRITTEN AT LLOYD'S

LOCAL CLAIMS MANAGEMENT

0800 114 982

hello@thebarnagency.co.nz

Studio 6, 36 Southwark St,
Central Christchurch 8011

thebarnagency.co.nz

RISK APPETITE

HIGHER HAZARD

Bakeries - Chemicals manufacture & storage - Cold storage facilities - Fibreglass manufacturers - Food Manufacturing & processing - High load & hazardous storage - Meat, seafood & smallgoods wholesalers - Multi-tenancy (high-haz) - Ski lodges, Backpackers & Resorts.

MEDIUM HAZARD

Adhesives & sealants - Boutique accommodation - Commercial Printers - Commercial property owners - Cosmetics manufacturers - Hardware shops & supplies - Nurseries - Warehousing and storage.

LOW HAZARD

Accommodation - Education facilities - Importers & wholesalers - Low hazard manufacturing - Offices - Multi tenancy retail outlets - Structural Metal fabricators - Warehousing & storage.

OCCUPATIONS THAT ARE NOT WITHIN SCOPE INCLUDE:

Aircraft manufacture, automotive wreckers, automotive holding yards, brothels, caravan parks, clubs, explosives, pubs and nightclubs, recycling works (domestic and industrial waste), remote timber storage, tattoo parlours, tyre yards, domestic and industrial waste disposal.

LOSS PREVENTION

We provide these services via a small network of trusted third-party property surveyors, engineers and through our in-house knowledge and resources.

Some of the major areas where we can add value in loss prevention strategy include:

- RISK MANAGEMENT PROGRAMS
- BUILDING CONSTRUCTION & SYSTEMS
- HAZARDOUS MATERIALS & OPERATIONS
- FIRE PROTECTION & EXTINGUISHING SYSTEMS
- SECURITY, DETECTION & ALARMS
- NATURAL HAZARDS

PROPERTY TEAM

KELSEY CRAVER

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SARAH SKELTON

Senior Underwriter
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THE BARN CASUALTY LIABILITY.



GENERAL LIABILITY, STATUTORY LIABILITY

& EMPLOYERS LIABILITY OFFERING

GENERAL LIABILITY CAPACITY UP TO 20M PER RISK

THE BARN COMBINED GENERAL, STATUTORY

& EMPLOYERS LIABILITY INSURANCE POLICY WORDING

100% UNDERWRITTEN AT LLOYD'S

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RISK APPETITE

Abattoirs / Meat Processing

Accommodation

Agricultural Chemicals

Beauty & Complimentary Therapists

Caravan / Trailer Manufacturers

Chemical manufacturers,
wholesalers & distributor

Construction Services

Education and Training Services

Engineering

Food & Beverage Manufacturing

Fruit & Vegetable Markets

GL for Professionals

Import/Export

Manufacturing

Material Handling Equipment

Mining equipment and consumables

Property Owners including Vacant

Properties / Vacant Land

Plant & machinery contractors,

manufacturers, wholesalers & retailers

Project Managers / Site Supervisors

Smallgoods Manufacturing, wholesaling

& retailing

Retail

Road Transport

Security Contractors

Supermarkets

Timber products

incl frames / Roof trusses

Transport Operators

Waste & Recycling

Warehousing

Stockfeed Manufacturing / Wholesaling

Wholesalers

And many more...

NOT IN SCOPE

Scaffolders, Plumbers, Off-shore Mining Risks, Crane Operations, Electricity or Gas Supply Services, Gambling Activities, Amusement Ride Operators, Financial and Insurance Services, Tattoo Parlours, Adult Entertainment, Fire Fighting or backburning, Petroleum and Coal Product Manufacturing.

LIABILITY TEAM

KELSEY CRAVER

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SARAH SKELTON

Senior Underwriter

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MLX RISK PARTNERS PLACEMENT SOLUTIONS.



**MLX RISK PARTNERS (MLX) IS A WHOLESALE UNDERWRITING
PLACEMENT SPECIALIST CREATED SOLELY TO PROVIDE RISK TRANSFER
AND INSURANCE CAPACITY SOLUTIONS FOR COMPLEX, LARGE AND
SPECIALTY COMMERCIAL INSURANCE RISKS.**

Ph. +61 1300 902 210
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MLX has access to the leading global insurance markets and capital providers both onshore and in key insurance hubs around the globe. By accessing the vast capabilities of these markets for our broking partners, we can source alternative capital and risk placement solutions for the most complex commercial insurance risks.

OUR FOCUS

- Large commercial / industrial property placements - greater than \$200m in asset values
- Large and/or complex General Liability exposures - complex risks or excess capacity support
- Natural Catastrophe - exposures including Cyclone, Flood and Bushfire
- Unique or complex occupancy risks and exposures - bespoke manufacturing, explosives, mining, storage, recycling, waste management
- Additional capacity support to existing Market Lane businesses (The Barn)
- Primary, excess or alternate placement strategies

RISK APPETITE

Some examples of our risk appetite include:

- Amusement parks
- Aquaculture
- Automotive Industry (e.g. wreckers)
- Clients with adverse claims history
- Disability Housing
- Explosive manufacturing / storage (mining industry)
- Food & Beverage Production
- Hospitality
- Island Resorts and Holiday Accommodations
- Medicinal Cannabis Growing / Manufacturing
- Mines
- Quarries
- Recycling exposures
- Remote Tourist Parks
- Residential Strata (ISR placements)
- Tyre Wholesaling / Retailing
- Waste Treatment
- Woodworking / Sawmills

MLX TEAM

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OUR TEAM.



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“Market Lane Insurance Group represents the next generation of specialty commercial insurance underwriters in Australia and New Zealand.

A fresh start. No smoke and mirrors. 100% independent and here for the long term. A business that’s great to deal with and makes a difference. No excuses.”



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