John N. Emmanuel

Partner

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John leverages deep industry knowledge to provide practical, business-oriented solutions for insurance companies, advising on both regulatory and transactional matters, with particular experience in the complex surplus lines sector.

OVERVIEW

John represents a broad spectrum of clients in the insurance industry, including insurance and reinsurance carriers, surplus lines insurers, captives, risk retention and purchasing groups, insurance agents, brokers, and third-party administrators. His clients value his significant industry experience and ability to deliver pragmatic advice on achieving business objectives and complying with complex regulations.

John's experience encompasses guiding clients through a full range of issues — from licensing requirements to transformational mergers and acquisitions, as well as advising on administrative matters before state insurance departments and sensitive compliance and enforcement issues.

John is recognized as a leading attorney in the surplus lines area, regularly advising carriers and brokers on the multijurisdictional requirements governing this sector. John also serves as co-editor for the firm's *Excess and Surplus Lines Law Manual*, which annually tracks legal challenges on a state-by-state basis.

John's experience extends to holding company act requirements, restructurings, advertising, producer, TPA, and program administrator agreements, and rate and form filings. He also advises on reinsurance transactions and agreements, market conduct examinations, and the development of compliance programs.

REPRESENTATIVE MATTERS

- Represented an international insurance group in the approval of the acquisition of two California domestic insurance companies.
- Advised in the formation and authorization of a domestic surplus lines insurer in Arizona, facilitating its launch and negotiating distribution agreements.
- Advised Ambac Financial Group, Inc., a financial service holding company, on the purchase of a majority stake in Riverton Insurance Agency, Corp., a New Jersey-based insurance services business consisting of an MGA and a retail agency.
- Represented Signers National, a New York City-based holding company for a tech-enabled insurance

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distribution platform, in a strategic minority investment from CIVC Partners, a Chicago-based business services investment firm.

- Advised Ambac Financial Group Inc. in the purchase of a majority stake in All Trans Risk Solutions, a full-service managing general underwriter specializing in commercial automobile insurance for specific auto classes.
- Represented Convex Insurance UK Limited (CIL) and Convex Re Limited (CRL) in obtaining reciprocal reinsurer status, the first alien insurers to receive such designations in the United States, allowing CIL and CRL to write reinsurance business in the U.S. without the requirement to post reinsurance collateral, via a passporting arrangement and related applications with certain other U.S. states. The two entities were the first in the global insurance and reinsurance market to be granted reciprocal jurisdiction reinsurer status by California and the NAIC.

AWARDS

- *Chambers USA*: Insurance: Transactional & Regulatory, New York (2026)
- *Legal 500 United States*: Insurance: non-contentious (2026)

TOP AREAS OF FOCUS

- Excess + Surplus Lines
- Financial Services
- Insurance + Reinsurance
- Insurtech

ALL AREAS OF FOCUS

- Corporate
- Excess + Surplus Lines
- Financial Services
- Insurance + Reinsurance
- Insurance Distribution + Intermediary
- Insurance Transactional + Regulatory
- Insurtech
- Mergers + Acquisitions

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Member, Connecticut Bar Association
- Member, New York State Bar Association

EDUCATION AND CERTIFICATIONS

EDUCATION

- Boston University School of Law, J.D., 1994, editor, *Annual Review of Banking Law*
- University of Connecticut, B.S., *magna cum laude*, 1991

BAR ADMISSIONS

- Connecticut
- District of Columbia
- New York

SPEAKING ENGAGEMENTS

- Speaker, "Hot Trends to Watch," Troutman Pepper Locke, April 29, 2026
- Speaker, "Home State Definition," Troutman Pepper Locke, April 2, 2026.
- Speaker, "Broker Licensing," Troutman Pepper Locke, February 25, 2026.
- Speaker, "Direct Procurement," Troutman Pepper Locke, February 10, 2026.
- Speaker, "Financial Responsibilities in the Surplus Lines Market," Troutman Pepper Locke, January 13, 2026.
- Speaker, "Demystifying Surplus Lines Group Insurance," Troutman Pepper Locke, December 16, 2025.
- Speaker, "Understanding the Surplus Lines Broker's Role: Key Responsibilities and Regulatory Insights," Troutman Pepper Locke, December 2, 2025.
- Speaker, "Introducing Surplus Lines 360," Troutman Pepper Locke, November 10, 2025.
- Speaker, "Surplus Lines/Independent Procurement "101" and Common Regulatory Pitfalls," Troutman Pepper Locke, May 22, 2025.

PUBLICATIONS

- Co-author, "Conn. Insurers Should Prepare To Explain Premium Hikes," *Law360*, October 9, 2026.
- Co-editor, "Excess and Surplus Lines Law Manual Annual Update," *Troutman Pepper Locke*, annually.
- Co-author, "What New Fla. Citizens Bill Means for Surplus Lines Insurers," *Law360*, April 7, 2026.
- Co-author, "UK, Bermuda and EU Markets: For US Business, Ditch Direct Procurement, Go Surplus Lines," *Insurance Business UK*, December 23, 2025.
- Co-author, "Locke Lord QuickStudy: OFAC Issues New and Amended FAQs for the Insurance Industry," Locke Lord QuickStudy, November 20, 2024.
- Co-author, "Navigating the Impact of the New Fiduciary Rule on Insurers and Producers," Locke Lord QuickStudy, May 31, 2024.
- Author, "Top 10 Queries for Insurers Entering the Surplus Lines Market," *Law360*, April 25, 2024.
- Author, "Update: LL Surplus Lines Series (Entry 35): Surplus Lines Working Group Exposes Changes to IID Plan of Operation for Alien Insurers," *Locke Lord*, January 19, 2023.
- Author, "LL Surplus Lines Series (Entry 35): Surplus Lines Working Group Exposes Changes to IID Plan of Operation for Alien Insurers," *Locke Lord*, October 20, 2022.
- Author, "LL Surplus Lines Series (Entry 34): Nonadmitted Model Act Moves Closer to Adoption; A Couple of Issues Remain Unresolved," *Locke Lord*, October 18, 2022.
- Author, "Senate Banking Committee Chair Urges FIO And the NAIC To Monitor Private Equity and Affiliated Offshore Reinsurance in the Life Insurance Industry," *Locke Lord*, August 22, 2022.
- Author, "The End of Collateral for Non-US Reinsurers Is Here; An UPDATE on Reciprocal Reinsurers," Locke Lord QuickStudy, April 19, 2022.
- Author, "New York Clarifies Provisions Allowing for Policies Under One Year," *Locke Lord*, March 2, 2022.
- Author, "New Superintendent of the Department of Financial Services for New York Selected," *Locke Lord*, August 31, 2021.
- Author, "Arkansas Implements New Insurance Business Transfer Law," *Locke Lord*, July 14, 2021.
- Author, "LL Surplus Lines Series (Entry 32): Illinois Legislature Eliminates the Diligent Search Effort for Certain

Commercial Transactions and Provides Clarity With Respect to Group Policies," *Locke Lord*, June 21, 2021.

- Author, "The End of Collateral for Non-US Reinsurers Is Here," Locke Lord QuickStudy, May 26, 2021.
- Author, "LL Surplus Lines Series (Entry 30): Maine Issues Bulletin Explaining the Conditions for Surplus Lines Placement," *Locke Lord*, April 19, 2021.
- Author, "New York Department of Financial Services Issues Proposed Guidance for Managing the Financial Risks of Climate Change," *Locke Lord*, March 30, 2021.
- Author, "The Importance of Environmental, Social, and Corporate Governance," *Locke Lord*, March 15, 2021.
- Author, "LL Surplus Lines Series (Entry 29): Illinois Looks to be Latest State to Streamline Diligent Search Requirements, and to Provide Clarity for Group Policies," *Locke Lord*, March 3, 2021.
- Author, "LL Surplus Lines Series (Entry 28): Surplus Lines Compliance Reminder Issued by ELANY, Regarding Group Policies and Use of Binding Authority Agreements," *Locke Lord*, February 11, 2021.
- Author, "Surplus Lines Task Force Discusses Modernizing the Nonadmitted Insurance Model Act and the Standard Form of Trust Agreement," Locke Lord QuickStudy, November 19, 2020.
- Author, "OK Court Gives Enstar's IBT The OK," Locke Lord QuickStudy, October 16, 2020.
- Author, "LL Surplus Lines Series (Entry 26): Update: New Blanks Proposal for Home State Direct Premiums Written Again Tabled by NAIC Surplus Lines Task Force," *Locke Lord*, August 6, 2020.
- Author, "LL Surplus Lines Series (Entry 22): Illinois Introduces Changes to Surplus Lines Laws Regarding Declinations and Group Policies," *Locke Lord*, February 24, 2020.
- Author, "COVID-19 Monthly Insurance Regulatory Updates To Keep You Informed During The Lockdown," *Locke Lord*, 2020.
- Author, "COVID-19 Weekly Insurance Regulatory Updates To Keep You Informed During The Lockdown," *Locke Lord*, 2020.
- Author, "COVID-19 Daily Insurance Regulatory Updates To Keep You Informed During The Lockdown," *Locke Lord*, 2020.

MEDIA COMMENTARY

- Quoted, "Bermuda Carriers Face Tricky US State Procurement Laws," *The Royal Gazette*, January 20, 2026.