



Evolve Capital Partners Advises Safely on its Strategic Equity Investment from Tokio Marine HCC

New York, NY, March 13, 2026 – [Evolve Capital Partners Inc.](#) ("Evolve") is pleased to announce its role as the exclusive financial advisor to [SafelyStay Inc.](#) ("Safely") in securing a strategic equity investment from Tokio Marine HCC, a leading global specialty insurance company operating in more than 100 classes of specialty insurance as part of the Tokio Marine Group.

Safely is a leading insurance brokerage / MGA and technology platform serving the short-term and vacation rental market. The company combines comprehensive guest screening, specialized short-term rental insurance, and travel-related protection to help property managers and homeowners manage risk with confidence with digital-first protection.

Safely's partnership with Tokio Marine HCC will accelerate investment in technology, data, and client infrastructure, while supporting the development of new products and expansion into additional markets. Together, the companies plan to expand Safely's flagship products into international markets, enabling customers outside the US to access solutions previously available only domestically. The partnership will also support the development of new, custom-built insurance offerings tailored to the evolving needs of the vacation rental market and the continued build-out of advanced technology platforms that enhance customer experience, strengthen risk insights and streamline service delivery.

"Tokio Marine HCC brings the global scale and underwriting depth that will enable Safely to move into new markets and deliver more value to our customers and partners," said Mark Neville, CEO of Safely. "Our customers will benefit from expanded coverage options, innovative new products, and an enhanced digital customer experience. We're excited to combine our deep market knowledge and technology with the capabilities of one of the world's most respected insurance organizations."

"Safely has built a distinctive position in a large market that is growing rapidly and consistently and becoming increasingly sophisticated in how it thinks about risk. The vacation rental market is an attractive proposition for us because it is a market with a strong scope to leverage new and exciting products into the future" said Christopher Skarinka, President, Public Risk, Parametric and Innovation at TMHCC. "Safely's specialized market expertise, commitment to innovation and deep customer relationships are a strong fit for our strategic priorities and ethos. We look forward to supporting their international expansion."

"Safely exemplifies the type of technology-enabled insurance business we focus on at Evolve: a clear market leader using API-driven integration and specialized products to serve an underinsured, high-growth segment. Pairing Safely with Tokio Marine HCC's balance sheet and global reach was a natural fit." said Alex Koles, Founder and Managing Director at Evolve.

"Evolve understood our business well and brought us a partner we wouldn't have found on our own," said Mark Neville, CEO of Safely. "Their relationships with global carriers and strategic investors gave us access to conversations that simply aren't available through traditional banking channels for an emerging firm such as ours. That reach made all the difference in getting this deal done."

This transaction extends Evolve's track record in insurance services strategic advisory and follows Evolve's advisory role on Vanguard Claims Administration's growth investment from Jordan Partners, its advisory role on Long Ridge Equity Partners' growth investment in Pacific Crest Services, a network insurance agency alliance serving independent agencies, and the growth investment in Vanguard Claims Administration by Jordan Partners. The Safely transaction, which closed in March 2026, further adds to Evolve's experience advising high-growth, technology-enabled insurance platforms on strategic capital raises, carrier partnerships, and acquisitions over the last decade.

About Evolve Capital Partners

Evolve Capital Partners Inc. ("Evolve") is a growing investment bank focused exclusively on entrepreneurial businesses operating at the intersection of technology-enabled solutions and financial services. Evolve's primary coverage verticals include Insurance and Capital Markets, focused exclusively on advising tech-enabled service and software companies.

Our team of dedicated investment bankers delivers bespoke, mission-critical advice in a creative, entrepreneurial environment—consistently driving value and successful outcomes. Evolve exclusively advises on mergers and acquisitions, divestitures, capital raises, and financial restructurings, and is headquartered in New York, NY.