

Sica | Fletcher Agency & Broker Buyer Index

2021 ANNUAL REPORT

S | F Agency & Broker Buyer Index

2021 INDEX MEMBERS

2021 – Sica Fletcher Agency & Broker Buyer Index



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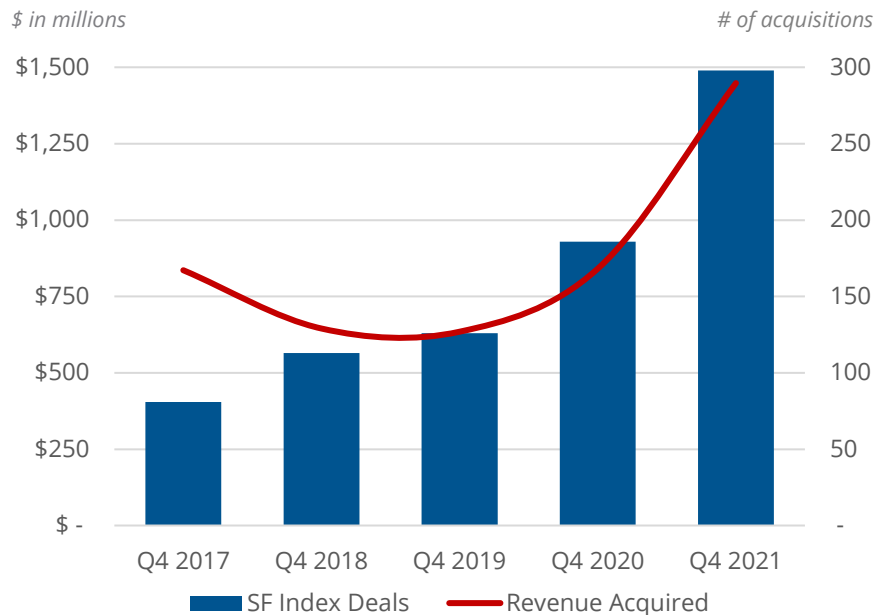
2021 DEAL ACTIVITY

The Sica | Fletcher Buyers Index now tracks sixteen of the most prolific agent and broker acquirers in the industry.

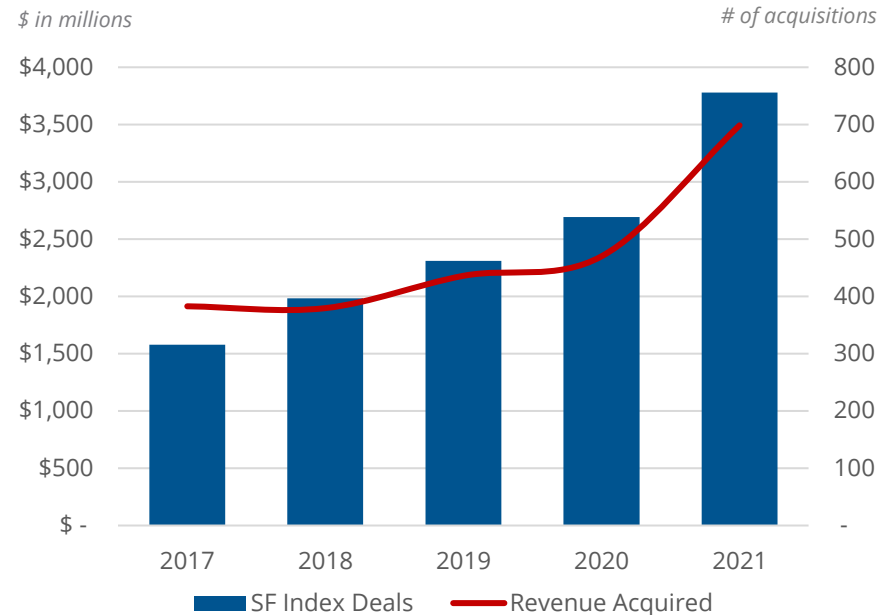
In addition to tracking the number of deals by Index member, we are able to provide the aggregate revenue acquired by the group.



Summary SF Index – Q4 Historical View



Summary SF Index – Annual Historical View



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2021 DEAL ACTIVITY

In 2021, SF Index Members acquired 756 Agents/Brokers, a 40% increase compared to 2020.

756

Agencies acquired by SF index members in 2021 (vs. 539 in 2020)

292

Agencies acquired by SF index members in 4Q 2021 (vs. 186 in 4Q 2020, a 60% increase)



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2021 DEAL ECONOMICS

\$3.5 billion

Total revenue acquired by
SF Index - 2021

In 2021, SF Index members acquired \$3.5 billion of agency and broker revenue (up nearly 49% as compared to 2020).

\$4.62 million

Average revenue of agency acquired
SF Index - 2021

The average size of agency acquired in 2021 was \$4.62 million (this measure was \$4.36 million in 2020).

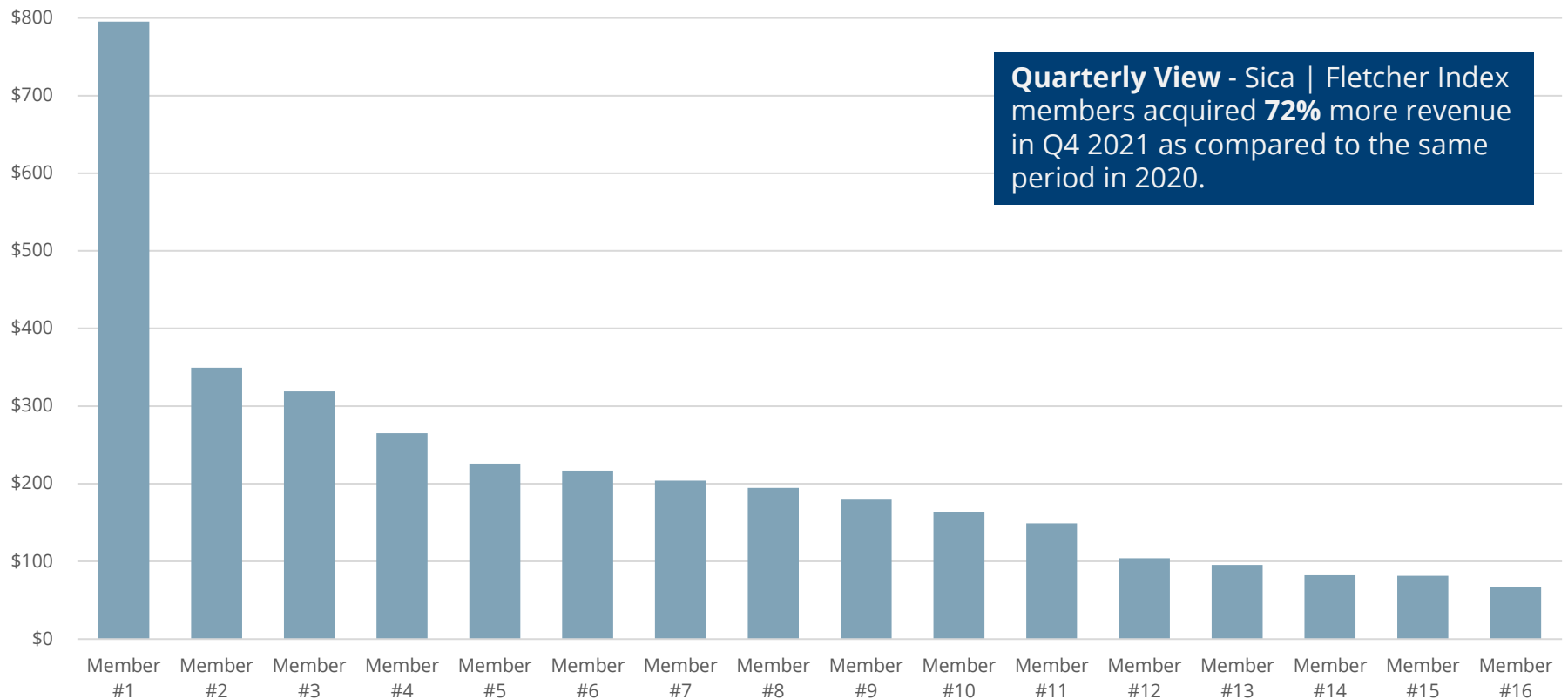
The average revenue acquired in Q4 2021 was \$4.86 million (vs. \$4.52 million in Q4 2020).

Note: Revenue information estimated for three SF Index members.

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2021 DEAL ECONOMICS

Sica | Fletcher Index members acquired 49% more revenue in 2021 as compared to the same period in 2020. The anonymous breakdown of the \$3.5 billion in revenue acquired in 2021 by SF Index members is as follows:



Quarterly View - Sica | Fletcher Index members acquired **72%** more revenue in Q4 2021 as compared to the same period in 2020.

Note: Revenue information estimated for three SF Index members.

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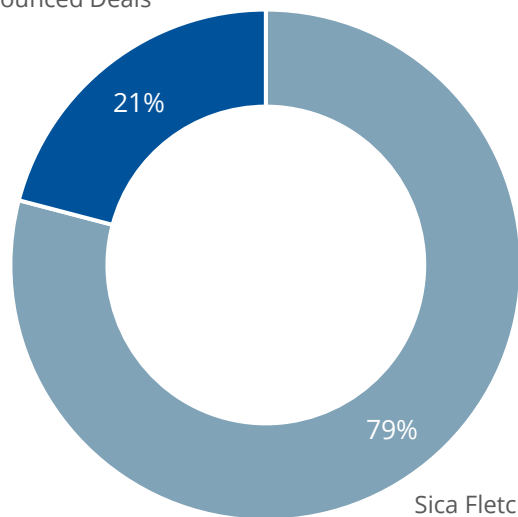
2021 DEAL ACTIVITY



The SF Index accounted for **79%** of all deal activity in the agency and brokerage space in 2021, or 756 of the 956 announced transactions.

2021 Announced Transactions

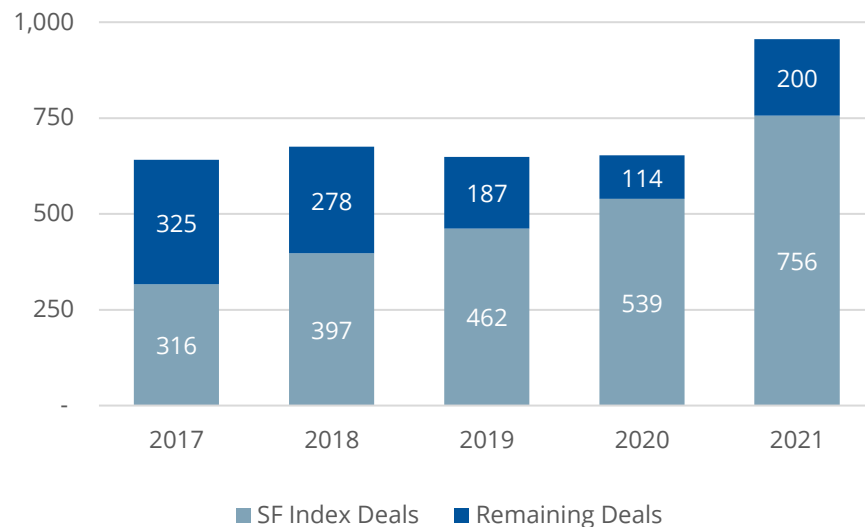
Remaining Announced Deals
(2021)



Sica Fletcher Buyer Index
(2021)

Year Over Year Announced Transactions

of acquisitions



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2021 DEAL ACTIVITY

Who's Buyin' – Year Over Year Comparison

In terms of transaction volume, Acrisure led the SF Index with 132 acquisitions reported for 2021.

PCF and High Street are the next most active acquirers in 2021.

2021 Rank	2020 Rank	Deals by SF Index Member	# of Deals, 2021	# of Deals, 2020
1	1	Acrisure	132	122
2	6	PCF	85	36
3	14	High Street	80	11
4	2	Hub International	72	65
5	4	Assured Partners	53	47
6	5	World Insurance Associates	50	41
7	11	Alera Group	48	20
8	3	BroadStreet Partners	45	58
9	12	Gallagher	41	19
10	15	Relation	33	10
11	9	Risk Strategies	28	21
12	7	Hilb Group	25	23
13	8	USI	23	22
14	9	Brown & Brown	19	21
15	13	Baldwin Risk Partners	16	16
16	16	Marsh & McLennan	6	7

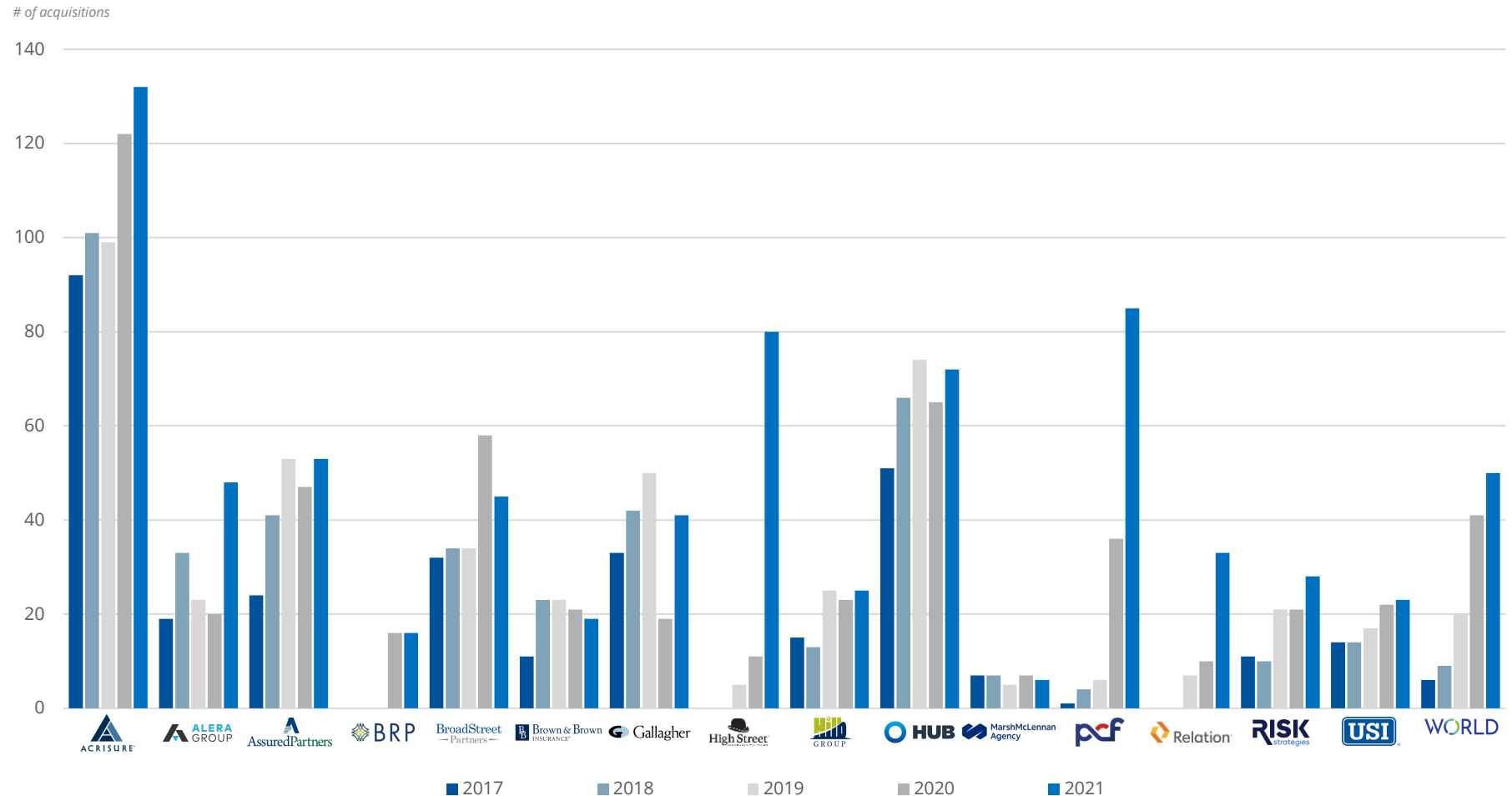
Total Acquisitions – SF Index Members – 2021

756 Transactions

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2021 DEAL ACTIVITY

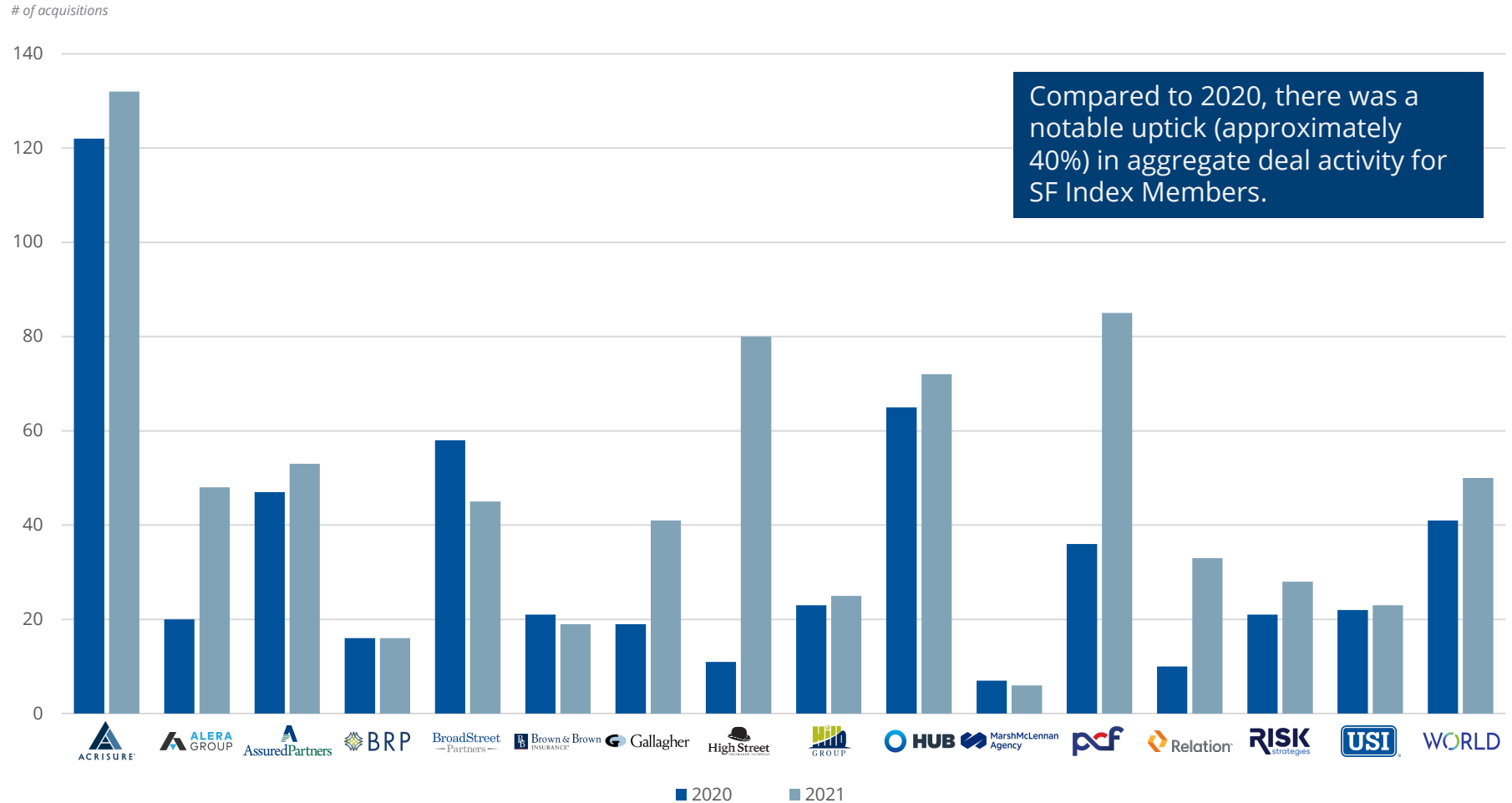
Who's Buyin' - Five Year View - 2017 through 2021



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2021 DEAL ACTIVITY

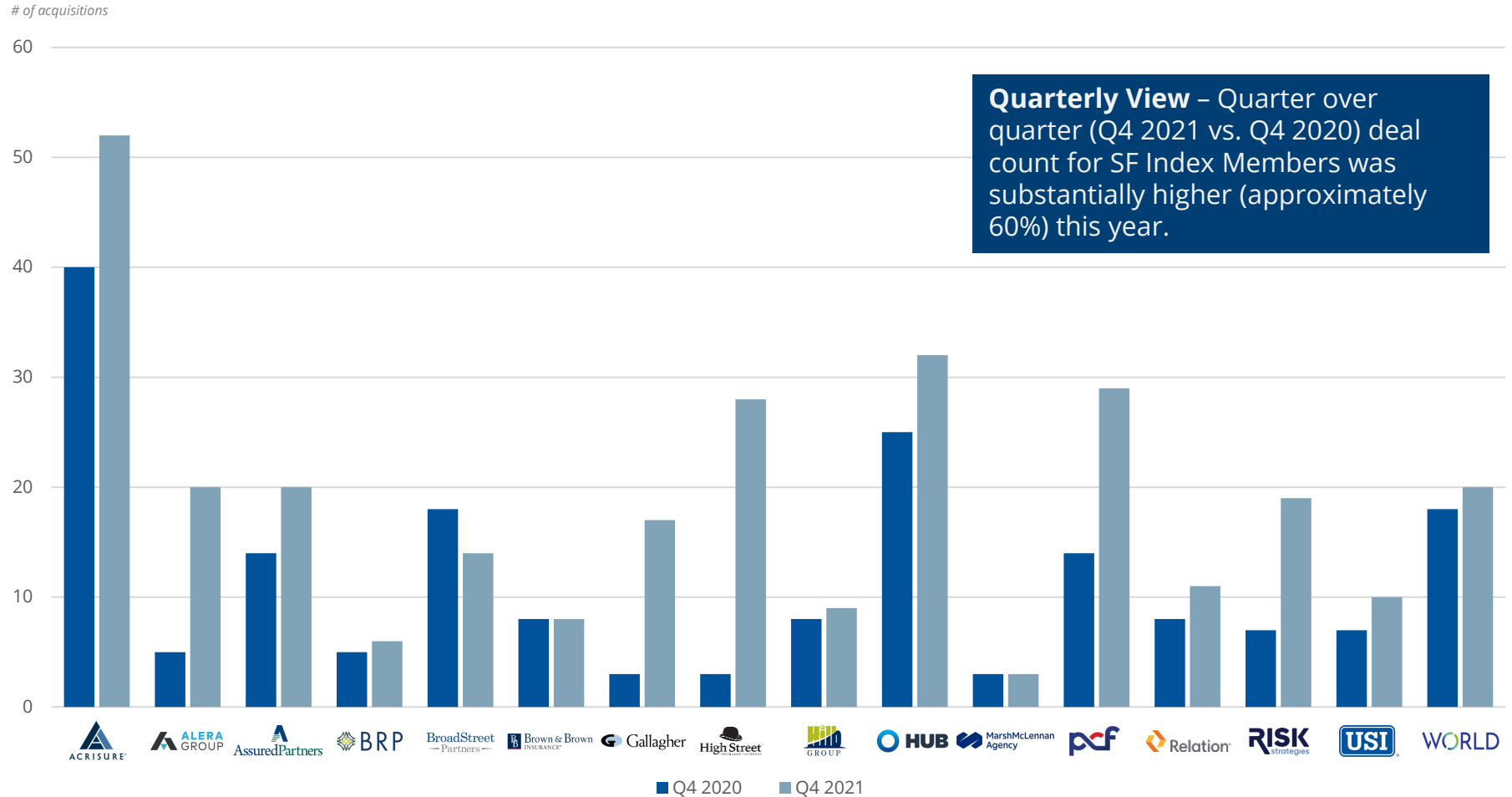
Who's Buyin' - Year Over Year - 2020 vs. 2021



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2021 DEAL ACTIVITY

Who's Buyin' – Year Over Year – Q4 2020 vs. Q4 2021



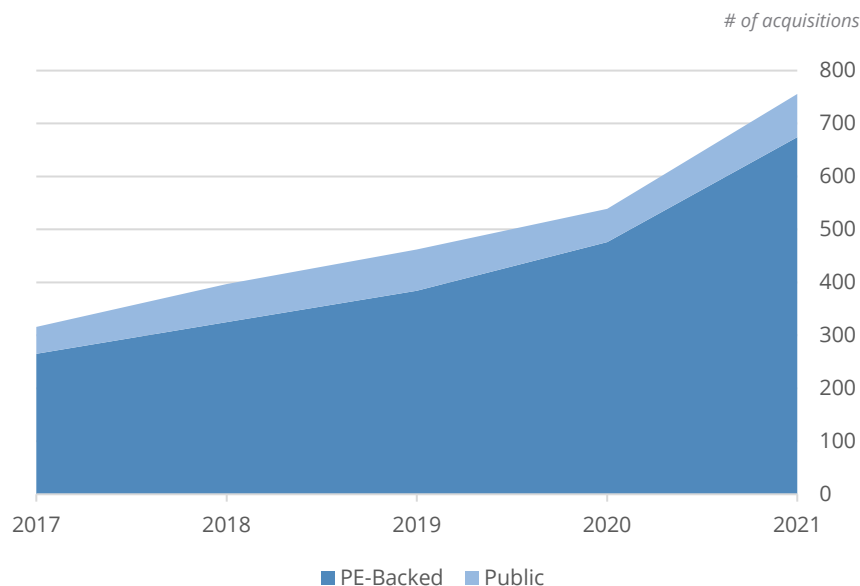
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2021 DEAL ACTIVITY

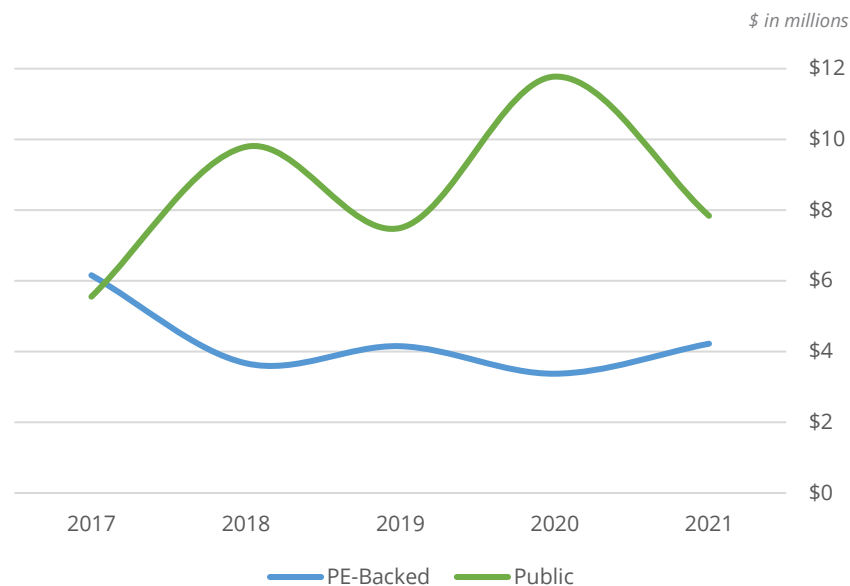
Public vs. PE-Backed Analysis – Year Over Year

PE-backed firms have dominated the space consistently for a few years now in terms of the number of transactions and represent nearly 90% of SF Index transactions during 2021. The size of publicly-traded deals drove higher average revenue figures for public brokers even though they completed below 10% of total deal volume.

Number of Acquisitions – PE vs. Public



Average Revenue Acquired – PE vs. Public



Note: Revenue information estimated for three SF Index members.

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2021 DEAL ACTIVITY

Public vs. PE-Backed Analysis – 2021

Public Companies – 82 Acquisitions



16



19



41



6

PE-Backed Companies – 674 Acquisitions



132



48



53



45



80



25



72



85



33



28



23



50

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SICA|FLETCHER 2021 DEAL ACTIVITY - 163 TRANSACTIONS IN 2021

Notable Top 100 Transactions

<p>SICA FLETCHER, LLC Facilitated the transaction and acted as exclusive financial & strategic advisor:</p>  <p>In its recapitalization by:</p>  <p>SICA FLETCHER</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as strategic advisor to:</p>  <p>In its management and partner-led buyout from:</p>  <p>SICA FLETCHER Opportunities Abound</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>In its partnership with and majority investment by</p>  <p>SICA FLETCHER Opportunities Abound</p>
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Recent Transactions

<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>In its sale to:</p>  <p>SICA FLETCHER Opportunities Abound</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>In its sale to:</p>  <p>SICA FLETCHER Opportunities Abound</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>In its sale to:</p>  <p>SICA FLETCHER Opportunities Abound</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>In its sale to:</p>  <p>SICA FLETCHER Opportunities Abound</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>In its sale to:</p>  <p>SICA FLETCHER Opportunities Abound</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>In its sale to:</p>  <p>SICA FLETCHER Opportunities Abound</p>
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WHO IS SICA | FLETCHER

SICA | FLETCHER



A strategic and financial advisory firm focused exclusively on the insurance industry. Our goal is to guide our clients to their optimal position, advising them from a strategic standpoint that maximizes the value of their firm.



Founded eight years ago by Michael Fletcher and Al Sica, two of the industry's leading dealmakers who were friendly competitors up to that point. Mike and Al are experienced M&A professionals focused on assessing, advising and executing.



For six years running Sica | Fletcher has ranked #1 in the league tables for insurance M&A, closing 163 deals in 2021, 125 deals in 2020 and 93 deals in 2019.



90% of the deals Sica | Fletcher advises on are insurance distribution focused.

S&P Global Market Intelligence

2021 LEAGUE TABLES FOR M&A Leading Financial Advisors Insurance

2021 Rank	2020 Rank	Firm	Number of Deals	Aggregate Deal Value* (\$ millions)
1	1	Sica Fletcher LLC	163	\$3,785
2	2	Marsh Berry & Co. Inc.	101	\$1,235
3	3	Mystic Capital Advisors Group LLC	73	N/A
4	9	MidCap Advisors LLC	49	N/A
5	6	Agency Brokerage Consultants	40	N/A
6	5	Reagan Consulting Inc.	28	N/A
7	7	Optis Partners LLC	27	N/A
8	8	Dowling Hales	17	\$136
9	18	Waller Helms Advisors LLC	9	N/A
10	11	Philo Smith & Co.	8	N/A

Source: S&P Global | Market Intelligence, as of December 31, 2021

*Note - not all deal values available.



In 2021, Sica | Fletcher advised on \$3.79 billion in deal value on the sell side alone. Sica | Fletcher is ranked as the #1 Advisory Firm Overall and #1 in Sell-Side Engagements.

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