

# Sica | Fletcher Agency & Broker Buyer Index

2022 ANNUAL REPORT

# S | F Agency & Broker Buyer Index

2022 – Sica Fletcher Agency & Broker Buyer Index



# S | F Agency & Broker Buyer Index

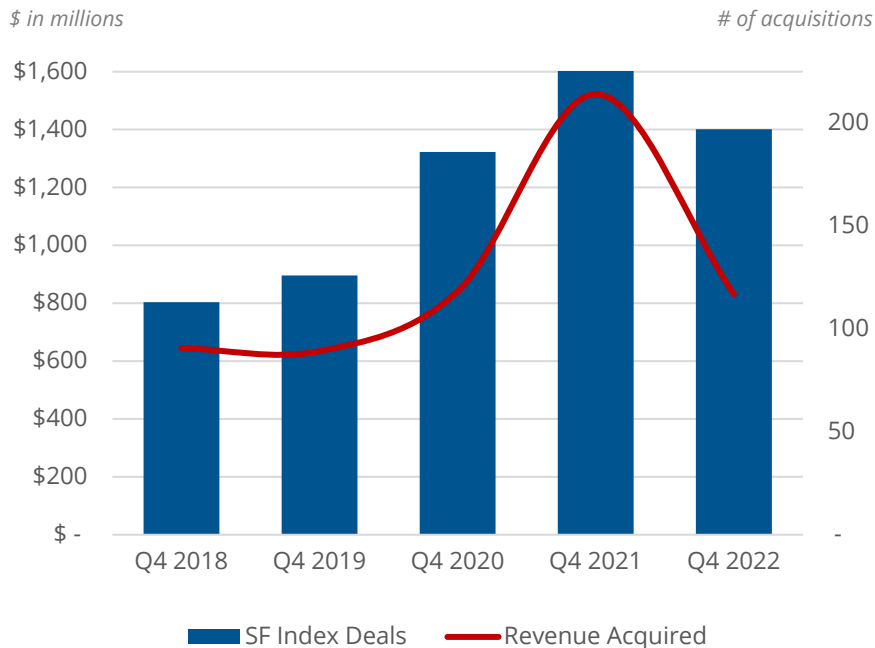
## 2022 DEAL ACTIVITY

The Sica | Fletcher Agency & Broker Buyer Index now tracks 21 of the most active acquirers in the insurance brokerage space.

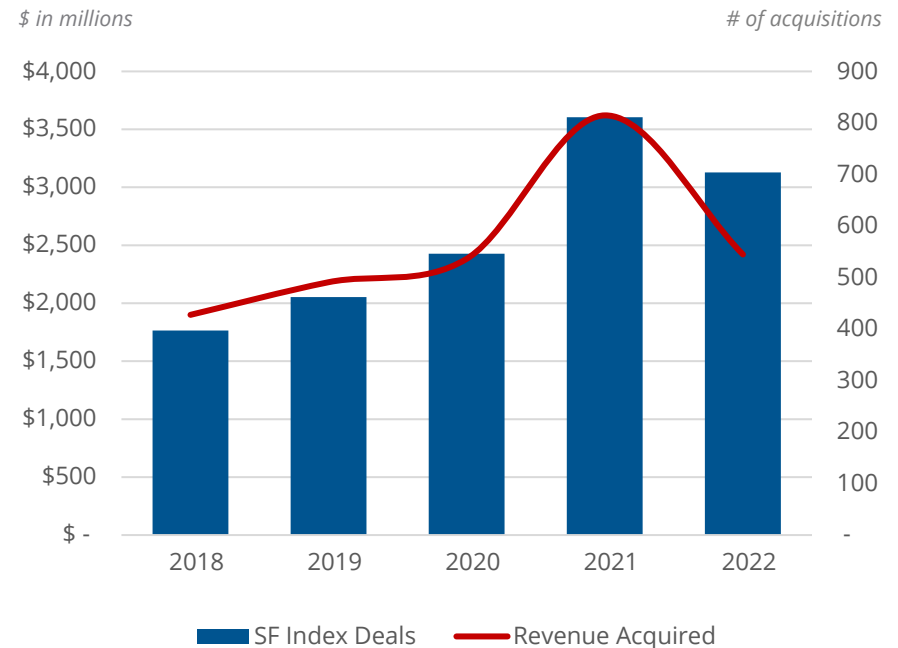
In addition to tracking the number of deals, each Index member provides the aggregate revenue acquired each quarter.



### Summary SF Index – Q4 Historical View



### Summary SF Index – Annual Historical View



# S | F Agency & Broker Buyer Index

## 2022 DEAL ACTIVITY

Overall deal volume declined in 2022 by approximately 13%. A major part of this variance is related to a lag early in the year as investors focused on the integration of deals after unprecedented volume in Q4 2021. However, as the year progressed, changes to the interest rate environment in response to high inflation has led to a recalibration within the marketplace.

During 2022, SF Index members acquired 704 Agents/Brokers compared to 811 in 2021. In Q4 2022, SF Index members acquired 197 Agents/Brokers, compared to 331 for the same period in 2021.

**704**

Agencies acquired by SF index members during 2022

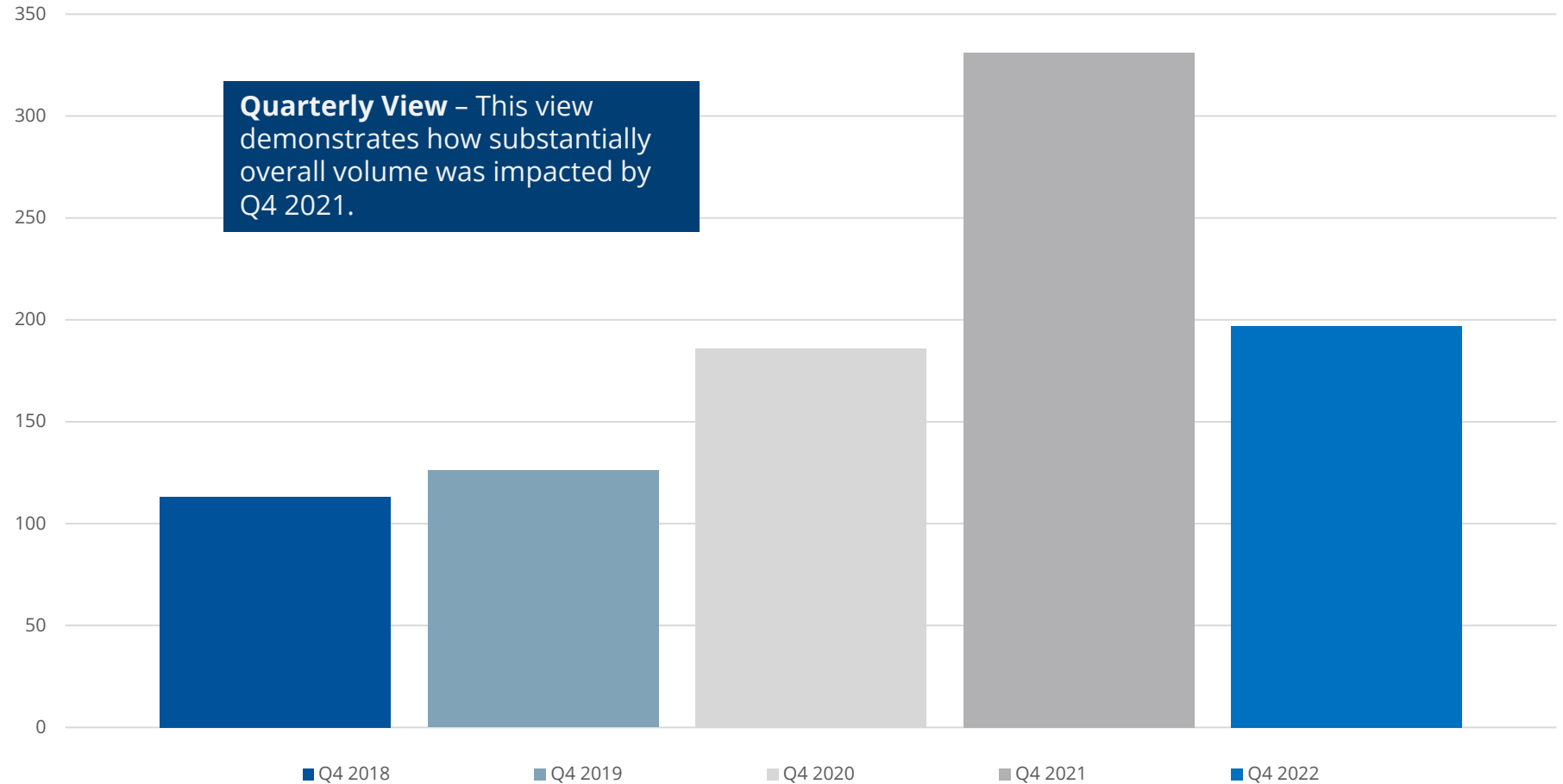


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## 2022 DEAL ACTIVITY

### 4<sup>th</sup> Quarter View – Q4 2018 through Q4 2022

# of acquisitions



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2022 DEAL ECONOMICS

**\$2.4 billion**

Total revenue acquired by  
SF Index - 2022

In line with overall deal volume decline, total revenue acquired also decreased. In 2022, SF Index members acquired \$2.4 billion of agency and broker revenue (around 67% of the revenue acquired through December 2021).

**\$3.44 million**

Average revenue of agency acquired  
SF Index - 2022

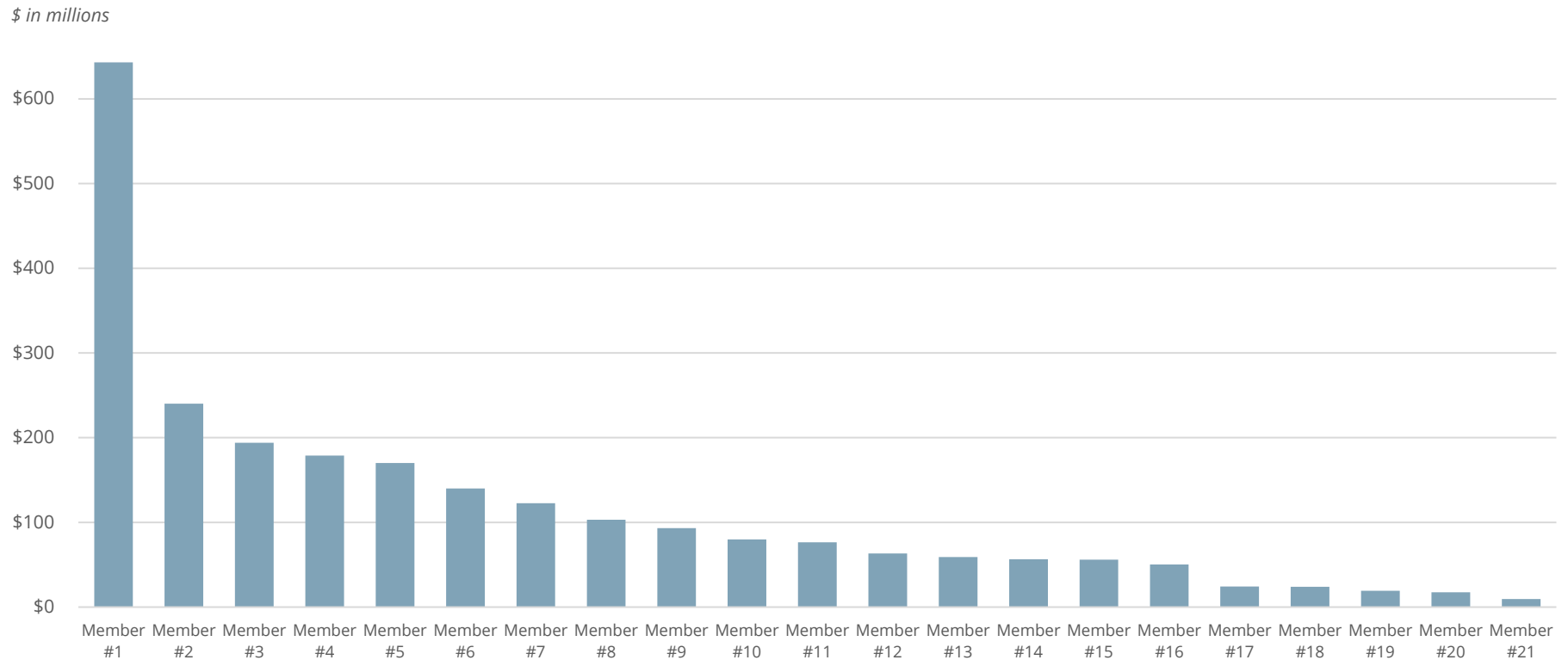
During 2022, the average size of acquisitions from a revenue perspective was down 23%, at \$3.44 million vs. \$4.46 million in 2021.

*Note: Revenue information estimated for three SF Index members.*

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## 2022 DEAL ECONOMICS

The anonymous breakdown of the \$2.4 billion in revenue acquired during 2022 by SF Index members is as follows:



Note: Revenue information estimated for three SF Index members.

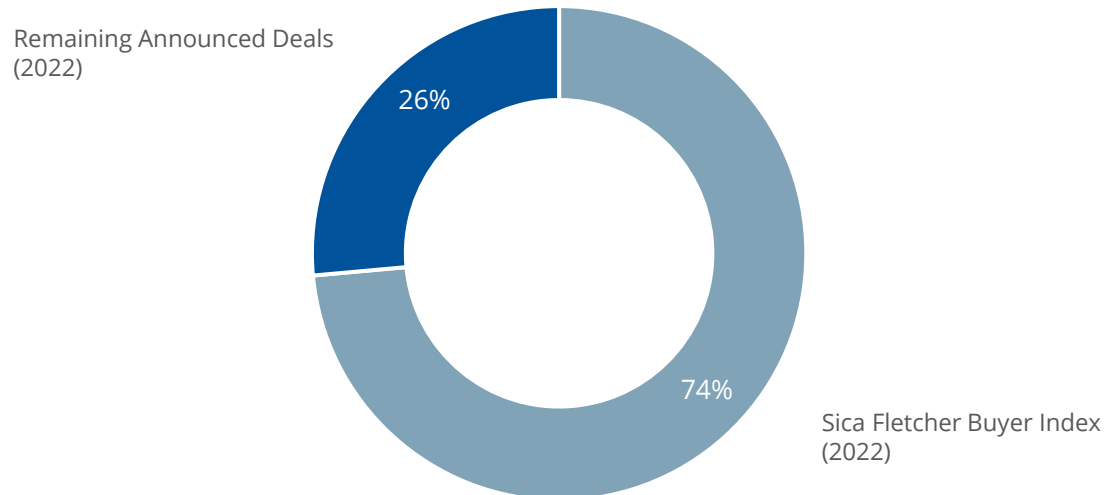
# S | F Agency & Broker Buyer Index

## 2022 DEAL ACTIVITY



The SF Index accounted for 74% of all deal activity in the agency and brokerage space in 2022.

### 2022 Announced Transactions



*Note: While S&P Global reports a total deal volume of 657 transactions during 2022, over 300 transactions by SF Index members were not reported to S&P. Sica Fletcher index data is received directly from and validated by Index members, whereas S&P Global data is obtained from third party sources and press releases.*



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## 2022 DEAL ACTIVITY

### Who's Buyin' – YOY Comparison

In terms of deal volume Acrisure led the group in 2022, although their deal volume was down 12.1% in 2022.

PCF, Hub, Risk Strategies and Hilb remained active in 2022, with total deal counts in line with or above 2021 levels.

Among the newest Sica | Fletcher Index Members, Choice, Keystone, King Insurance and InsZone have demonstrated significant growth.

2022 Rank	2021 Rank	Deals by SF Index Member	# of Deals, 2022	# of Deals, 2021
1	1	Acrisure	116	132
2	2	PCF	83	85
3	4	Hub International	70	72
4	3	High Street	52	80
5	5	Assured Partners	39	53
6	8	BroadStreet Partners	35	45
7	9	Gallagher	35	41
8	16	InsZone Insurance	35	18
9	7	Alera Group	33	48
10	6	World Insurance Associates	33	50
11	11	Risk Strategies	30	28
12	14	Keystone	29	22
13	12	Hilb Group	23	25
14	10	Relation	20	33
15	13	USI	20	23
16	15	Brown & Brown	14	19
17	19	King Insurance Partners	14	6
18	21	Choice Financial Group	9	2
19	18	Alkeme	6	7
20	20	Marsh & McLennan	6	6
21	17	Baldwin Risk Partners	2	16

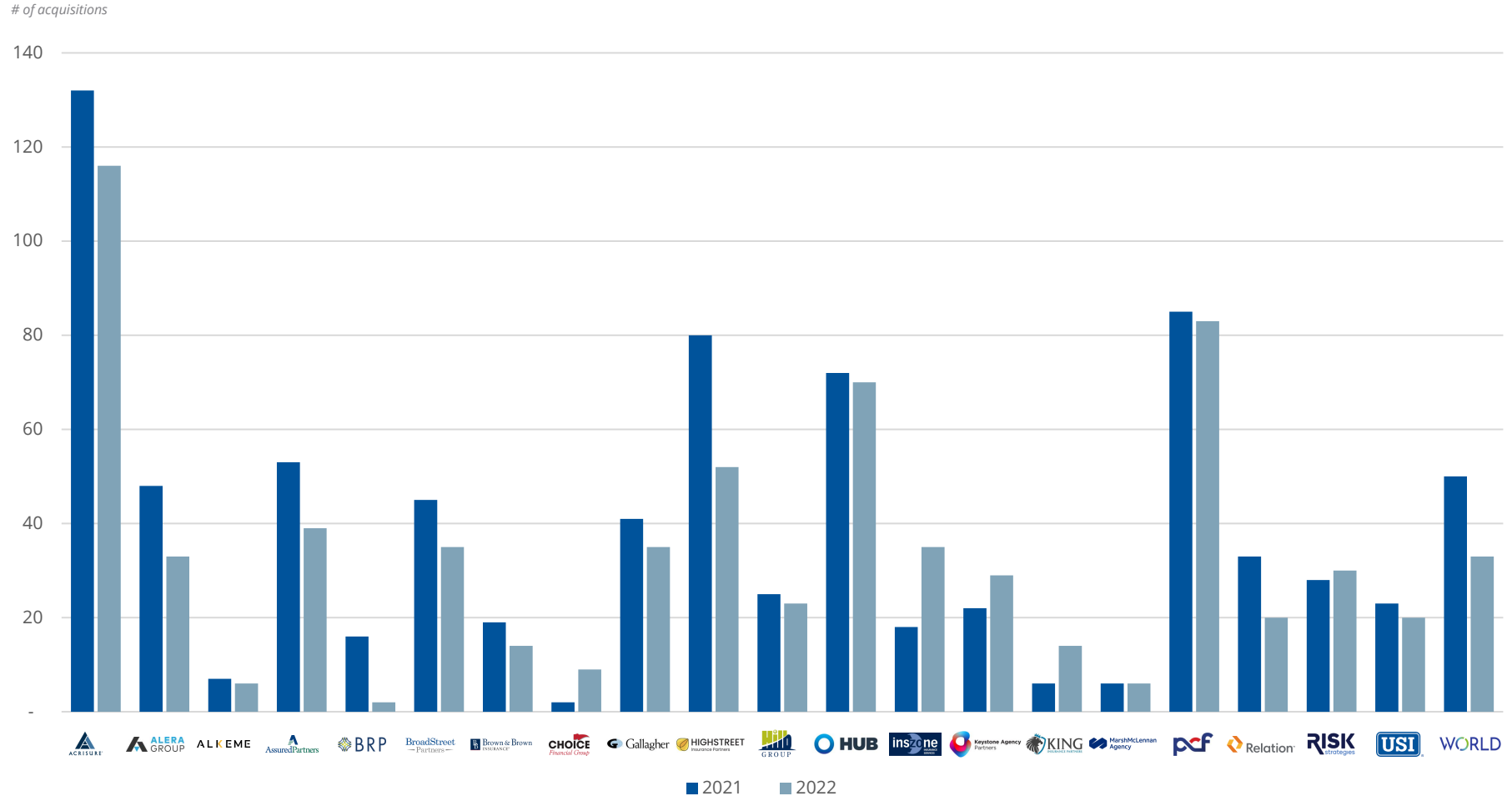
Total Acquisitions – SF Index Members – 2022

**704 Transactions**

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## 2022 DEAL ACTIVITY

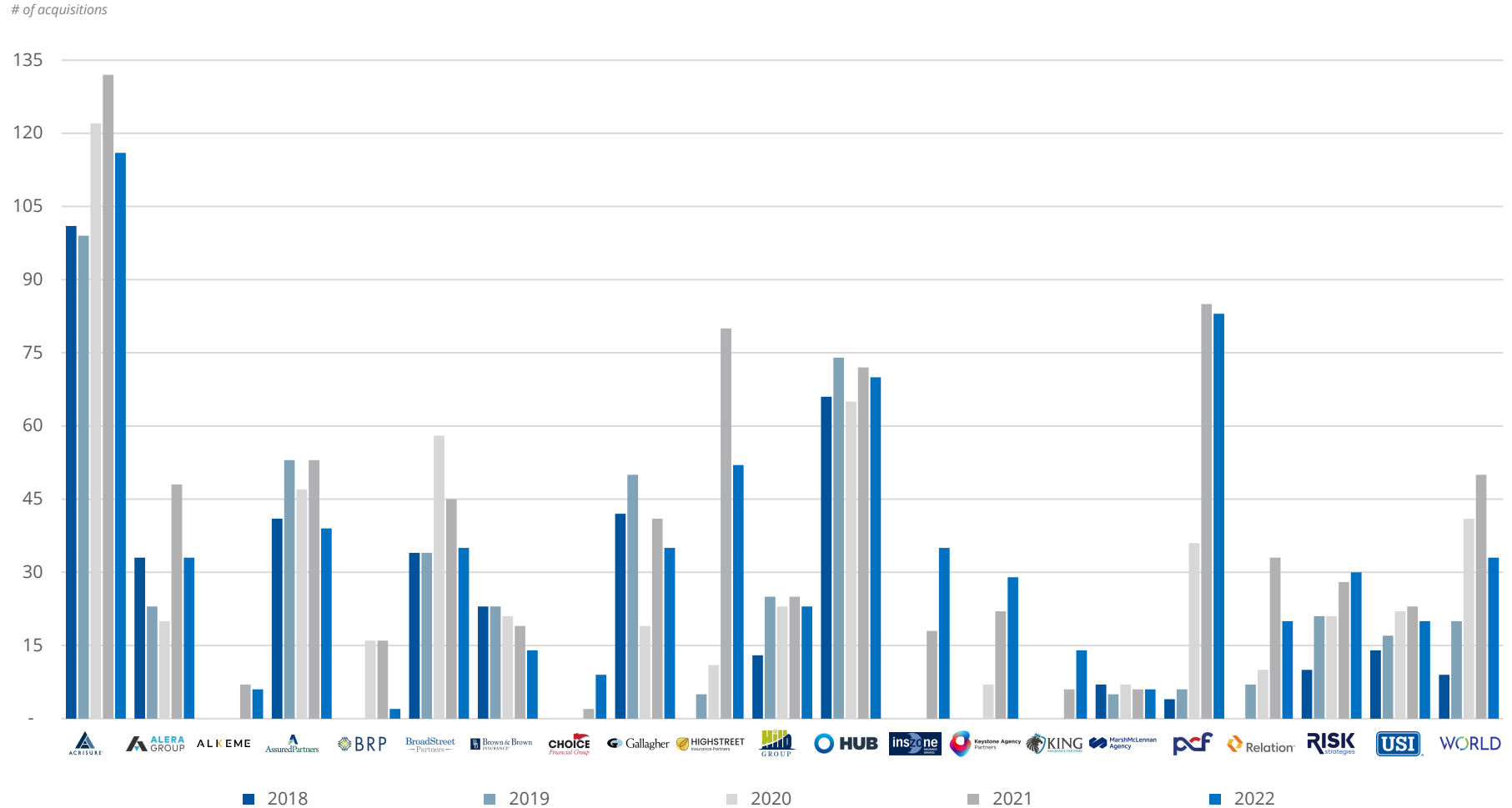
### Who's Buyin' - 2021 vs. 2022



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## 2022 DEAL ACTIVITY

### Who's Buyin' - Five Year View - 2018 through 2022



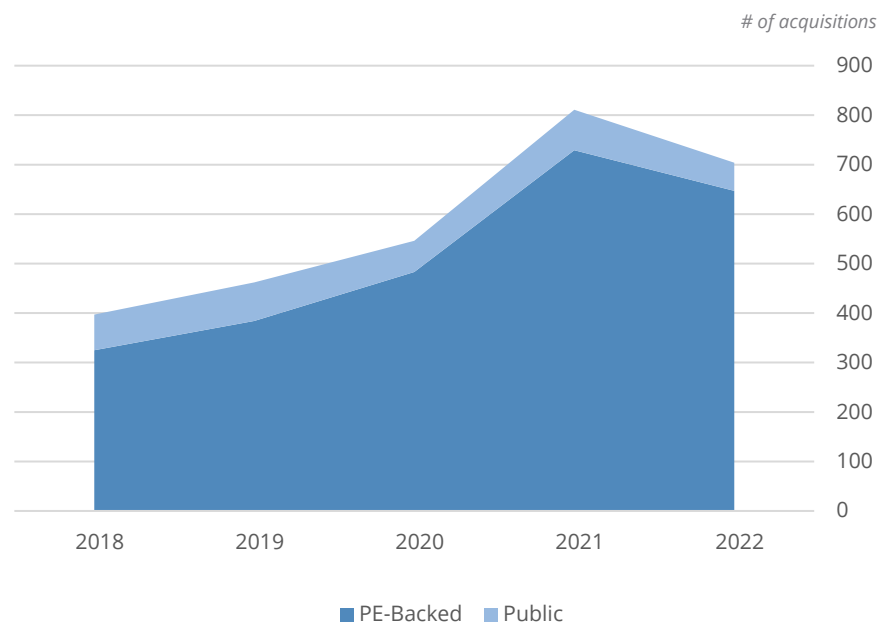
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## 2022 DEAL ACTIVITY

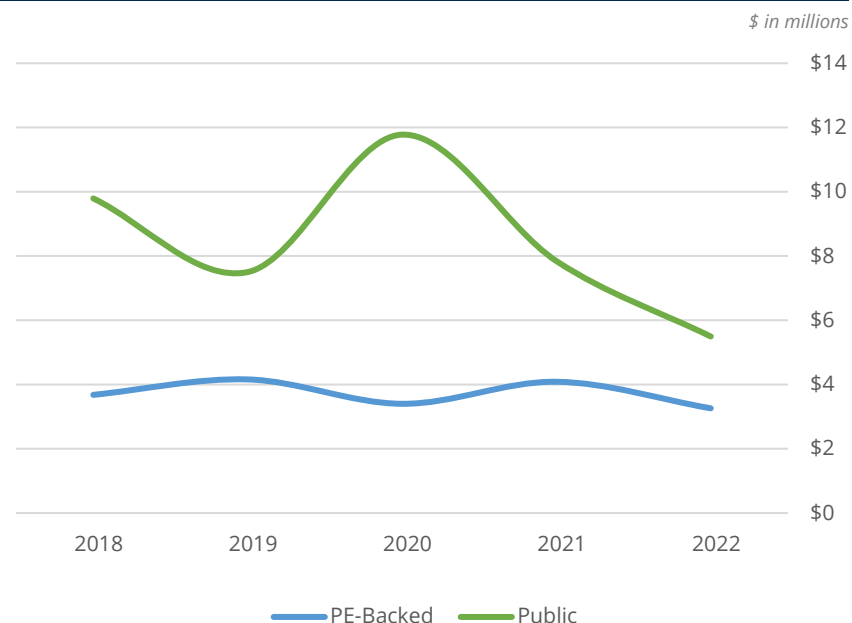
### Public vs. PE-Backed Analysis

Private Equity-backed firms have dominated the space consistently over the past five years when looking at total transaction volume and represent over 92% of SF Index transactions during 2022. The size of publicly-traded deals drove higher average revenue figures for public brokers even though they represent less than 8% of total deal volume.

#### Number of Acquisitions – PE vs. Public



#### Average Revenue Acquired – PE vs. Public



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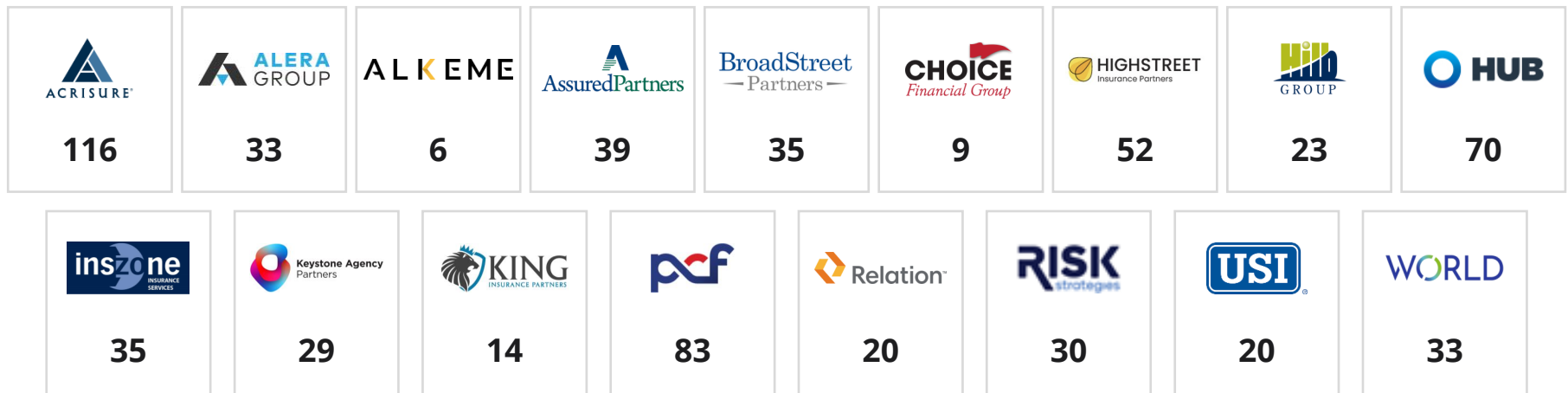
2022 DEAL ACTIVITY

Public vs. PE-Backed Analysis

## Public Companies – 57 Acquisitions



## PE-Backed Companies – 647 Acquisitions



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## SICA | FLETCHER DEAL ACTIVITY

### Notable Transactions

SICA|FLETCHER, LLC  
Facilitated the transaction and acted as exclusive financial & strategic advisor:



In its recapitalization by:



SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as strategic advisor to:



In its management and partner-led buyout from:



SICA | FLETCHER  
Opportunities Abound

SICA|FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its partnership with and majority investment by



SICA | FLETCHER  
Opportunities Abound

### Recent Transactions

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



SICA|FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



SICA|FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



Alliant

SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:




In their sale to:




SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
Is pleased to announce its role as exclusive financial and strategic advisor to:



In its sale to:



SICA | FLETCHER  
Opportunities Abound

SICA | FLETCHER, LLC  
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In its sale to:



SICA | FLETCHER  
Opportunities Abound

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WHO IS SICA | FLETCHER

## SICA | FLETCHER



A strategic and financial advisory firm focused on the insurance industry. Sica|Fletcher guides our clients to their optimal position, advising them from a strategic standpoint that maximizes the value of their firm.



Founded nine years ago by Michael Fletcher and Al Sica, two of the industry's leading dealmakers. Mike and Al are experienced M&A professionals focused on assessing, advising and executing.



For seven years running Sica | Fletcher has ranked #1 in the league tables for insurance agency/brokerage M&A.



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

## S&P Global Market Intelligence

2022 LEAGUE TABLES FOR M&A  
Leading Financial Advisors  
Insurance

Rank 2022	Rank 2021	Firm	Number Of Deals
1	1	Sica Fletcher LLC*	109
2	2	Marsh Berry & Co. Inc.	90
3	4	TAG Financial Institutions Group LLC	49
4	3	Mystic Capital Advisors Group LLC	39
4	7	Reagan Consulting Inc.	39
6	15	Miller Cooper & Co. Ltd.	10
7	9	Dowling Halqs	9
8	12	Philo Smith & Co.	6
9	26	Morgan Stanley	5
9	8	OPTIS Partners LLC	5
11	NR	Houlihan Lokey, Inc.	4
11	15	Piper Sandler & Co.	4
11	19	Alvarez & Marsal Holdings LLC	4
11	14	Evercore Inc.	4

\*Includes deals categorized outside of Insurance Broker, e.g., RIA, Asset Management

as of December 31, 2022

Source: **S&P Global**  
Market Intelligence

# Contact Information

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