

Sica | Fletcher Agency & Broker Buyer Index

SEPTEMBER YTD 2019 DEAL ACTIVITY

SICA FLETCHER

SEPTEMBER YTD 2019 – Sica Fletcher Agency & Broker Buyer Index



S | F Agency & Broker Buyer Index

SEPTEMBER YTD 2019 DEAL ACTIVITY

The Sica | Fletcher Buyers Index tracks twelve of whom we believe to be 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 aggregate revenue acquired by our group.



In the first nine months of 2019, SF Index Members acquired 322 Agents/Brokers, a 10% increase over the same period in 2018.

322

of agencies acquired
by SF index members,
YTD Sep 2019

ACRISURE

ALERA GROUP

AssuredPartners

BroadStreet
PartnersBrown & Brown
INSURANCE

Gallagher

GROUP

HUB

MARSH & MCLENNAN
AGENCY

NFP

RISK
STRATEGIES

USI

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SEPTEMBER YTD 2019 VS. SEPTEMBER YTD 2018 DEAL ACTIVITY

\$1.6 Billion

Total revenue acquired by
SF Index – YTD Sep 2019

By the end of September 2019, SF Index members acquired \$1.6 billion of agency and broker revenue, 24.3% higher than revenues acquired by the same period in 2018.

\$4.9 Million

Average size revenue of
agency acquired

The average size of agency acquired as of September 30, 2019 was \$4.9 million (as compared to \$4.4 YTD September 2018).

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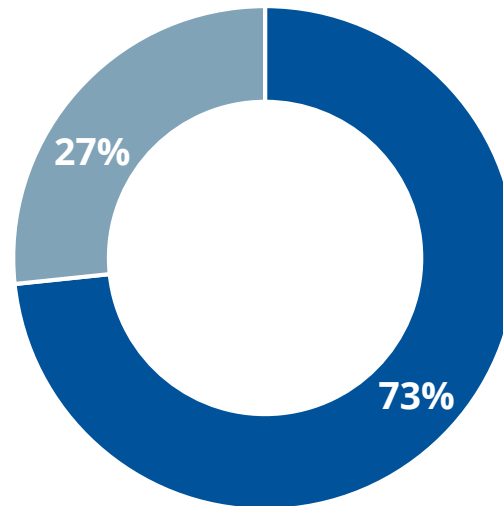
SEPTEMBER YTD 2019 DEAL ACTIVITY



In the first three quarters of 2019, the SF Index accounted for **73%** of all deal activity in the agency and brokerage space, or 322 of the 439 announced U.S. transactions.

Total Announced Transactions

Remaining Announced Deals
(2019 Sep YTD)



Sica Fletcher Buyers Index
(2019 Sep YTD)

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Who's Buyin' – Year Over Year Comparison

In terms of number of transactions, Acrisure reported 72 total acquisitions for YTD Sep 2019, followed by Hub and Assured Partners, with 52 and 41 respectively.

Deals by SF Index Member	# of Deals, Sep YTD 2018	# of Deals, Sep YTD 2019
Acrisure	71	72
Alera	24	16
Assured Partners	32	41
BroadStreet Partners	23	26
Brown & Brown	18	18
Gallagher	27	32
Hilb Group	6	17
Hub International	50	52
Marsh & McLennan	4	4
NFP	20	20
Risk Strategies	7	12
USI	10	12

Total Acquisitions – SF Index Members – September YTD 2019

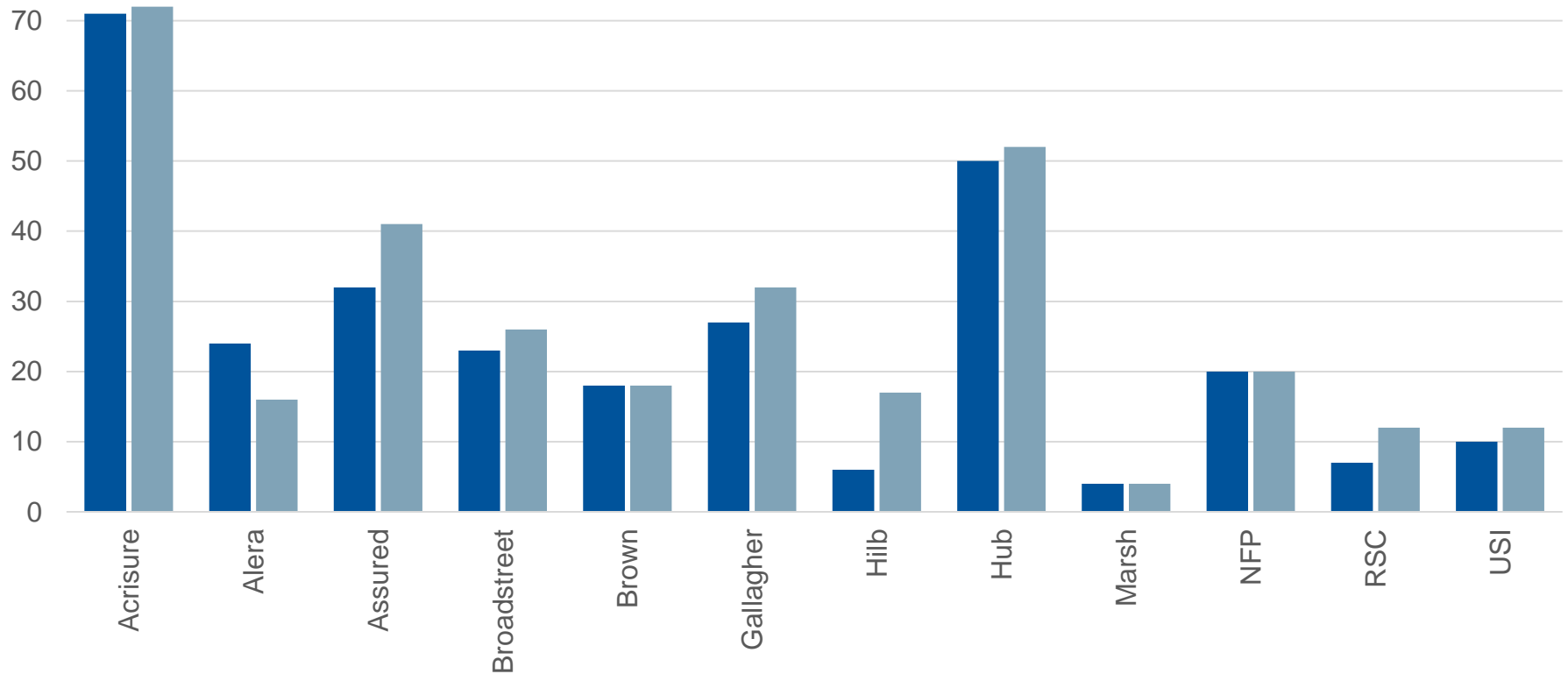
322 Transactions

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SEPTEMBER YTD 2019 DEAL ACTIVITY

Who's Buyin' - Year Over Year Comparison

■ YTD Sep 2018 Acquisitions ■ YTD Sep 2019 Acquisitions



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SEPTEMBER YTD 2019 DEAL ACTIVITY

Public vs. PE-Backed Analysis – Year Over Year

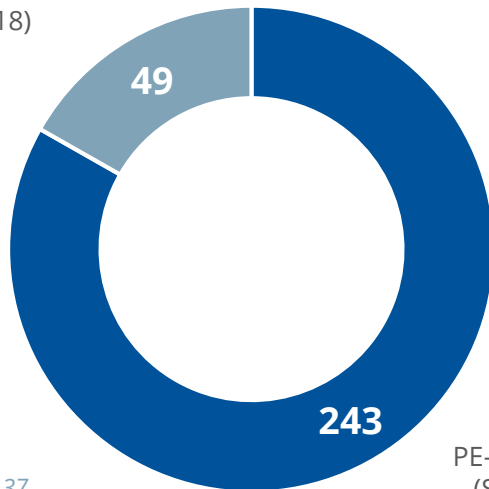
Private Equity buyers remain the deal activity drivers; however, Public buyer activity has continued to rise over time*.

83% of transactions reported by the SF Index were announced by PE-backed firms in the first three quarters of 2019.

However, only three of the 12 Brokers we track are public (Brown, Gallagher and MMA).

SF Index PE vs. Public – Sep YTD 2018

Public Brokers
(Sep. YTD 2018)

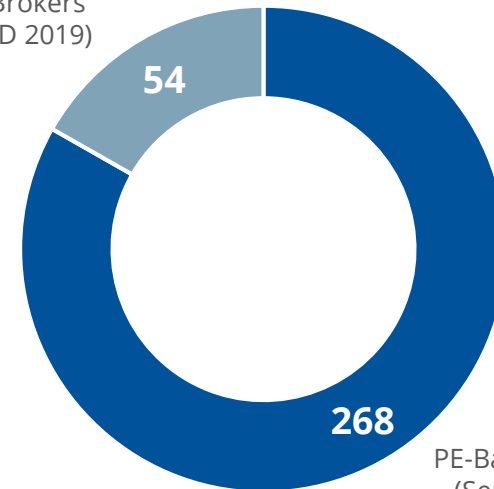


PE-Backed Brokers
(Sep. YTD 2018)

*Public Buyers:
3Q YTD 2017 - 37
3Q YTD 2018 - 49
3Q YTD 2019 - 54

SF Index PE vs. Public – Sep YTD 2019

Public Brokers
(Sep. YTD 2019)



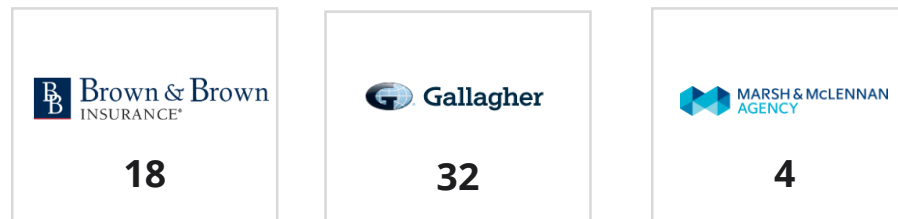
PE-Backed Brokers
(Sep. YTD 2019)

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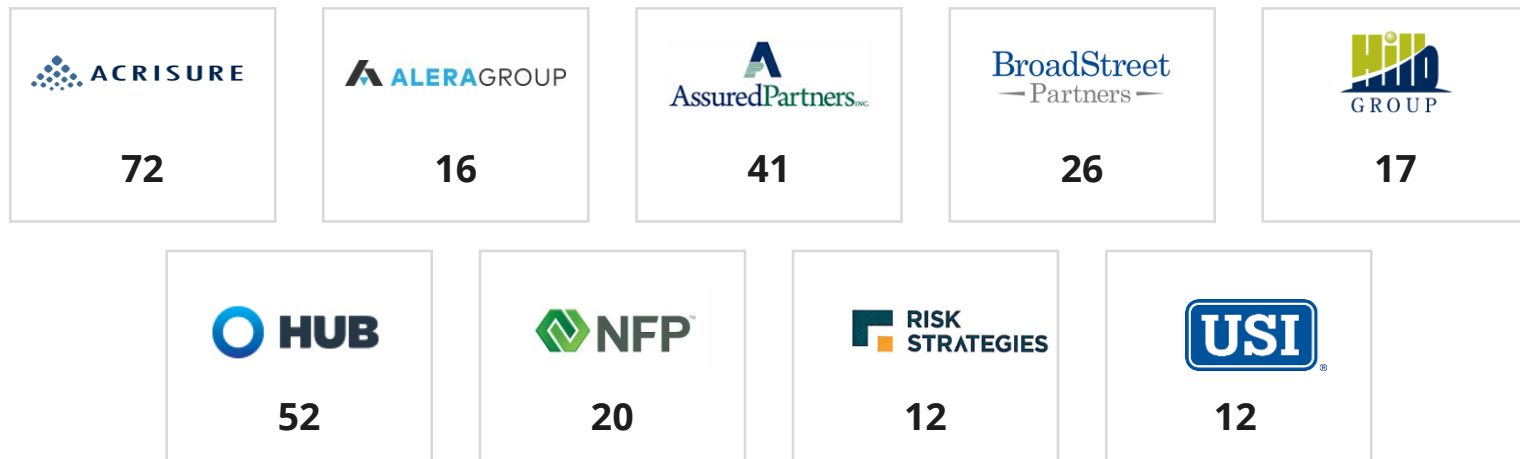
SEPTEMBER YTD 2019 DEAL ACTIVITY

Public vs. PE-Backed Analysis – September YTD 2019

Public Companies – 54 Acquisitions



PE-Backed Companies - 268 Acquisitions



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Recent Transactions – 64 Transactions Completed in the first three quarters of 2019

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<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> POWDERHORN</p> <p>In its sale to:</p> <p> AssuredPartners</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> SHEWCHUCK INSURANCE SERVICES</p> <p>In its sale to:</p> <p> ACRISURE</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> COMPREHENSIVE BENEFIT ADMINISTRATORS CONFIDENCE. EXCELLENCE. ADMINISTRATION.</p> <p>In its sale to:</p> <p> ALERAGROUP</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> GCH</p> <p>In its sale to:</p> <p> ACRISURE</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>
<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> REGENCY INSURANCE BROKERAGE SERVICES</p> <p>In its sale to:</p> <p> USI</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> CKP Insurance</p> <p>In its sale to:</p> <p> Brown & Brown INSURANCE</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> Risk Management Advisors, Inc.</p> <p>In its sale to:</p> <p> RS RISK STRATEGIES COMPANY</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>	<p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p> <p> NICG</p> <p>In its sale to:</p> <p> RS RISK STRATEGIES COMPANY</p> <p>SICA FLETCHER FORGING INSURANCE OPPORTUNITIES</p>