

Sica | Fletcher

Agency & Broker Buyer Index

YTD JUNE 2024 DEAL ACTIVITY

S | F Agency & Broker Buyer Index

2024 – Sica Fletcher Agency & Broker Buyer Index



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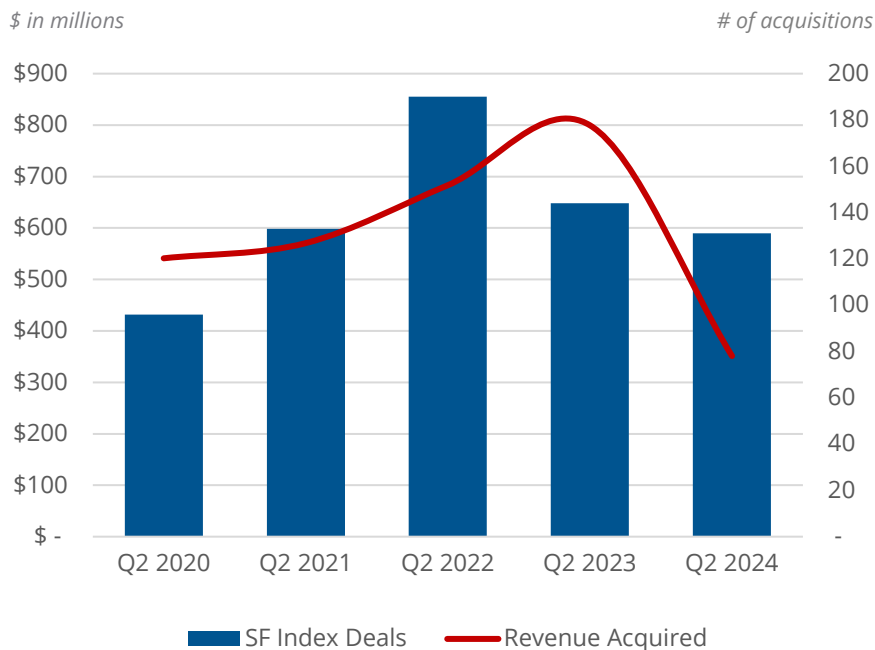
YTD JUNE 2024 DEAL ACTIVITY

The Sica | Fletcher Agency & Broker Buyer Index now tracks 22 of the most active acquirers in the insurance brokerage space.

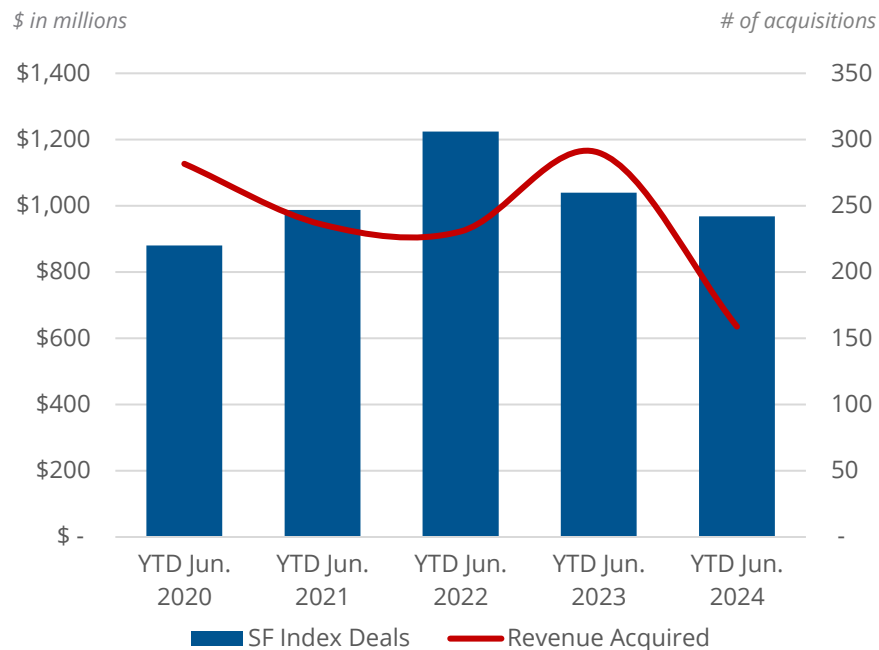
In addition to tracking the number of deals, each SF Index member provides the aggregate revenue acquired each quarter.



Summary SF Index – Q2 Historical View



Summary SF Index – June YTD Historical View



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YTD JUNE 2024 DEAL ACTIVITY

SF Index members acquired 242 Agents/Brokers during YTD June 2024, a level comparable to YTD June 2023 (260 acquisitions were completed during that period).

Investors continue to be more selective when evaluating acquisition opportunities, with many well-funded buyers in the market still mindful of the high cost of capital.

242

Agencies acquired by
SF index members
during YTD June 2024



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YTD JUNE 2024 DEAL ECONOMICS

\$635 million

Total revenue acquired by
SF Index – YTD June 2024

Through YTD June 2024, SF Index members acquired \$635 million of agency and broker revenue (approximately 45% less than what was acquired through YTD June 2023).

\$2.63 million

Average revenue of agency acquired
SF Index – YTD June 2024

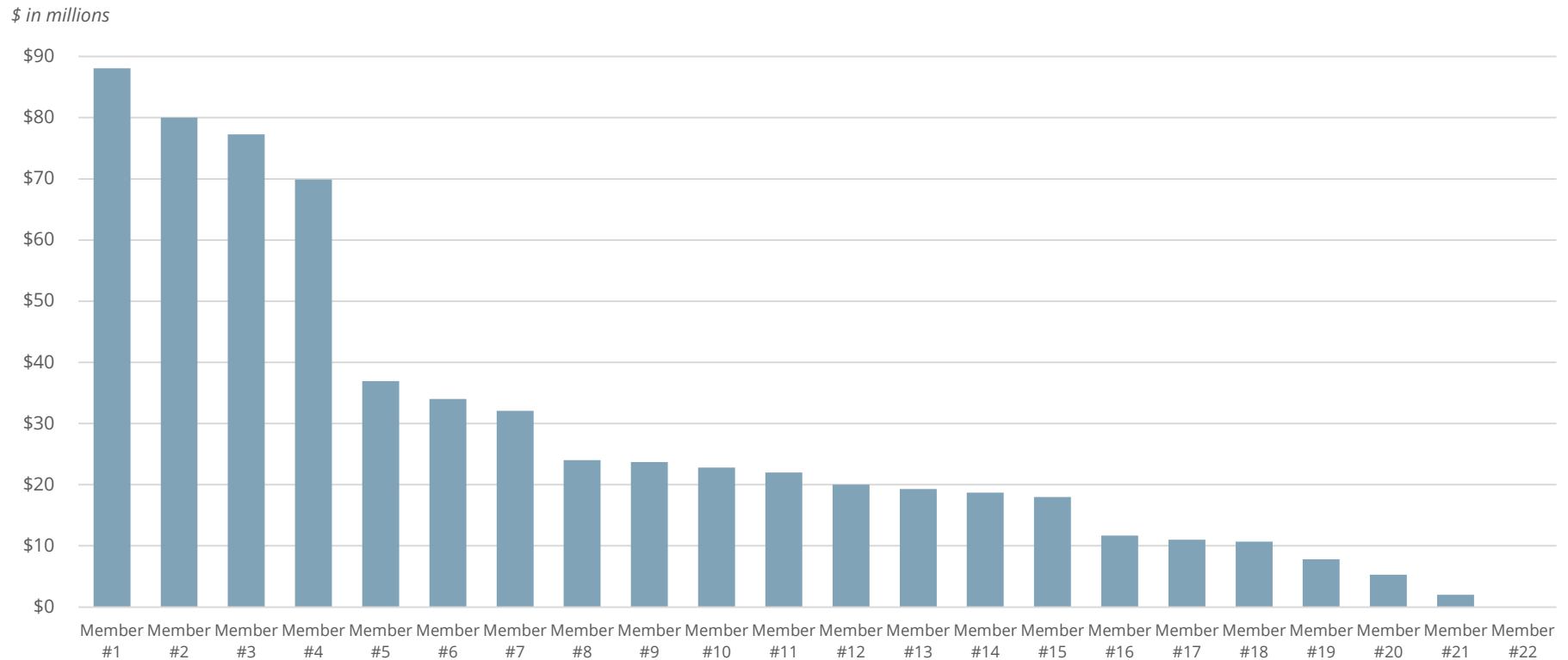
The average revenue of acquired agencies through YTD June 2024 was 41% less, at \$2.63 million versus \$4.46 million through YTD June 2023.

Note: Revenue information estimated for two SF Index members.

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YTD JUNE 2024 DEAL ECONOMICS

The anonymous breakdown of the \$635 million in revenue acquired through YTD June 2024 by SF Index members is as follows:



Note: Revenue information estimated for three SF Index members.

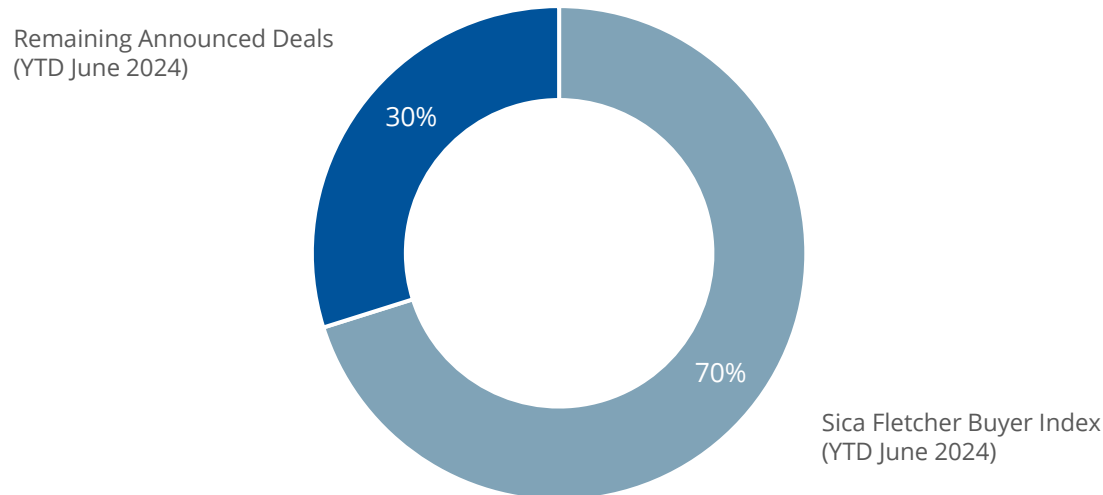
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YTD JUNE 2024 DEAL ACTIVITY



The SF Index accounted for 70% of all deal activity in the agency and brokerage space in YTD June 2024.

YTD June 2024 Announced Transactions



Note: While S&P Global reports a total deal volume of 254 transactions during YTD June 2024, 104 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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YTD JUNE 2024 DEAL ACTIVITY

Who's Buyin' – YOY Comparison

While the total number of deals year over year remained consistent, the distribution of activity amongst Sica | Fletcher Index members looks a bit different.

Many Sica | Fletcher Index Members demonstrated steady increases through YTD June 2024 deals compared to the same period in 2023 while others have taken a strategic pause. The shift in buyer rotation year-over-year continues to shape the dynamic landscape of insurance M&A.

In terms of deal volume, BroadStreet Partners led the group as of YTD June 2024 and demonstrated a marked increase year over year.

| YTD Jun. 24 Rank | YTD Jun. 23 Rank | Deals by SF Index Member | # of Deals, YTD 2024 | # of Deals, YTD 2023 |
|------------------|------------------|----------------------------|----------------------|----------------------|
| 1 | 2 | BroadStreet Partners | 46 | 26 |
| 2 | 1 | Hub International | 27 | 28 |
| 3 | 6 | Inszone Insurance | 24 | 18 |
| 4 | 5 | Gallagher | 20 | 21 |
| 5 | 9 | Acrisure | 16 | 12 |
| 6 | 8 | Keystone | 15 | 15 |
| 7 | 3 | Assured Partners | 13 | 25 |
| 8 | 10 | Alkeme | 12 | 11 |
| 9 | 17 | Relation | 10 | 4 |
| 10 | 14 | USI | 8 | 8 |
| 10 | 16 | PCF | 8 | 6 |
| 12 | 17 | King Insurance Partners | 7 | 4 |
| 13 | 11 | High Street | 6 | 10 |
| 13 | 17 | Brown & Brown | 6 | 4 |
| 15 | 20 | Marsh & McLennan | 5 | 2 |
| 16 | 21 | Lamb | 4 | - |
| 16 | 7 | World Insurance Associates | 4 | 17 |
| 18 | 15 | Choice Financial Group | 3 | 7 |
| 18 | 11 | Hilb Group | 3 | 10 |
| 18 | 4 | Risk Strategies | 3 | 23 |
| 21 | 13 | Alera Group | 2 | 9 |
| 22 | 21 | Baldwin Risk Partners | - | - |

Total Acquisitions – SF Index Members – YTD June 2024

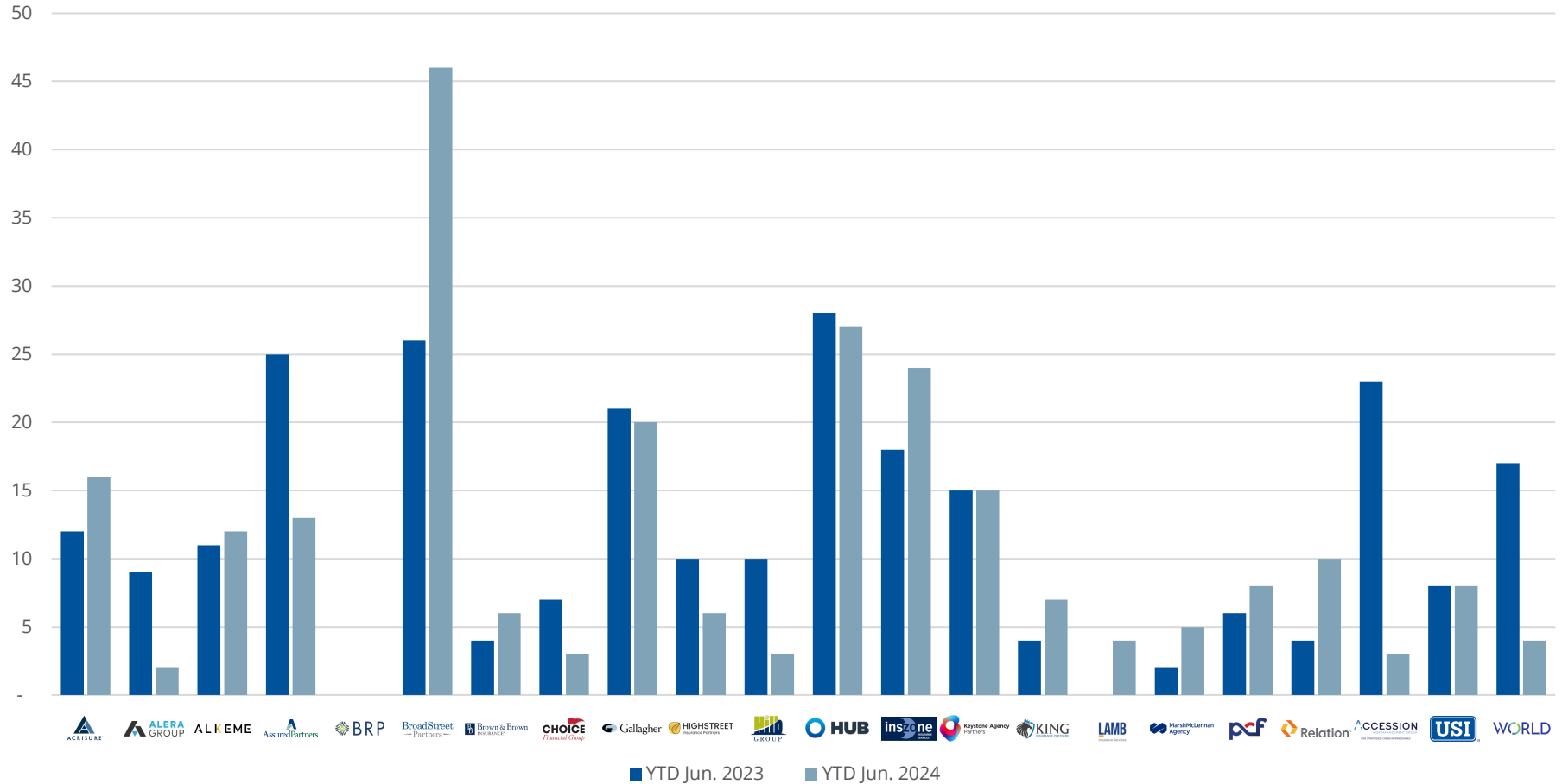
242 Transactions

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YTD JUNE 2024 DEAL ACTIVITY

Who's Buyin' – YTD June 2023 vs. YTD June 2024

of acquisitions

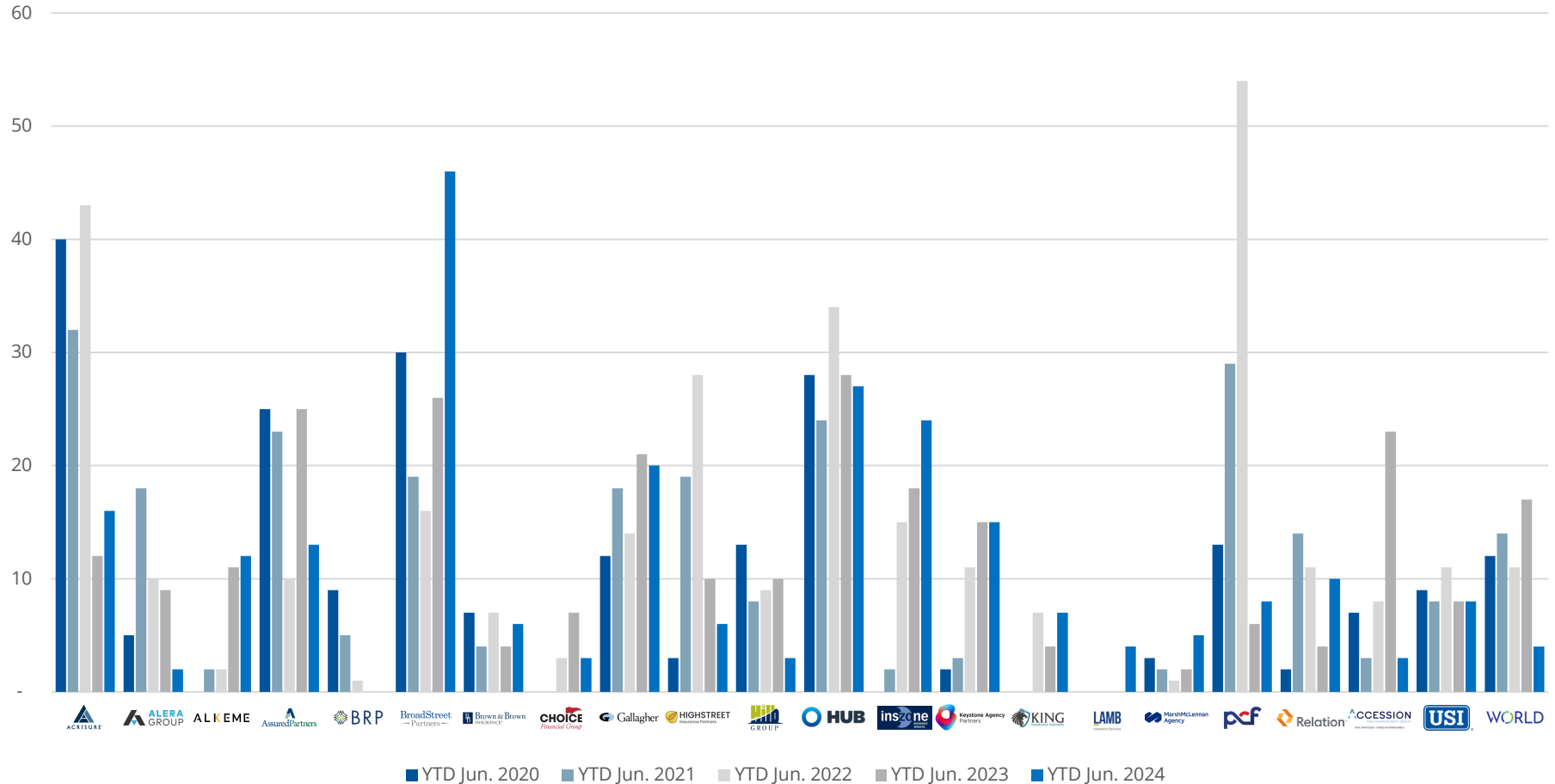


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YTD JUNE 2024 DEAL ACTIVITY

Who's Buyin' – Five Year View – YTD June 2020 through YTD June 2024

of acquisitions



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YTD JUNE 2024 DEAL ACTIVITY

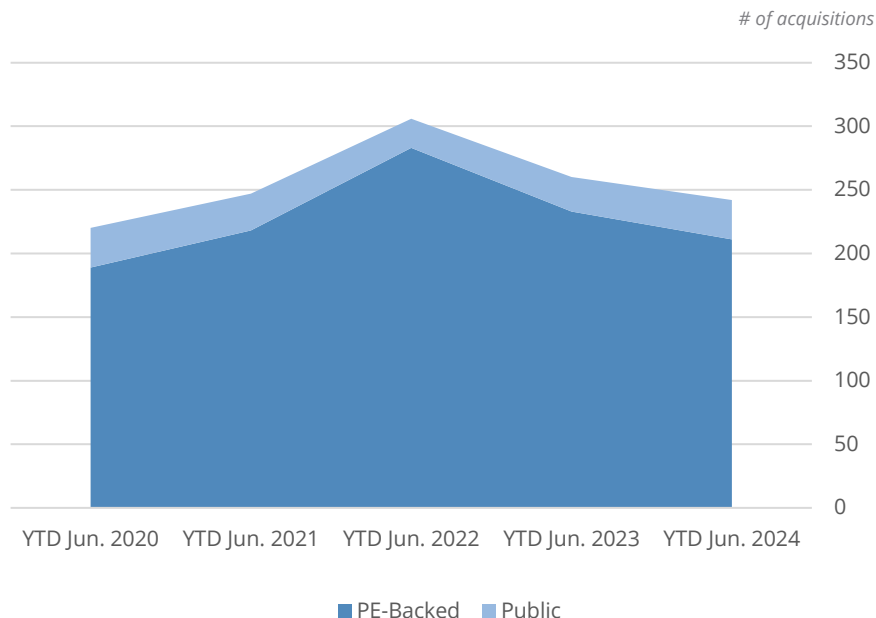
Public vs. PE-Backed Analysis

Private Equity-backed firms have dominated the space consistently over the past five years when looking at total transaction volume and represent 87% of SF Index transactions during YTD June 2024.

Although down slightly from 90% in Q2 2023, PE-backed buyers continue to have a stronghold on M&A activity, even as the interest rate environment and strategic acquisitions continue to slow down a handful of platforms.

The size of publicly-traded deals drove higher average revenue figures for public brokers even though they represent around 13% of total deal volume.

Number of Acquisitions – PE vs. Public



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YTD JUNE 2024 DEAL ACTIVITY

Public vs. PE-Backed Analysis

Public Companies – 31 Acquisitions

| | | | |
|--|--|---|--|
|  - |  6 |  20 |  5 |
|--|--|---|--|

PE-Backed Companies – 211 Acquisitions

| | | | | | | | | |
|--|---|--|--|---|---|--|--|--|
|  16 |  2 |  12 |  13 |  46 |  3 |  6 |  3 |  27 |
|  24 |  15 |  7 |  4 |  8 |  10 |  3 |  8 |  4 |

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SICA|FLETCHER DEAL ACTIVITY

Notable Transactions

| | | | |
|--|--|--|--|
| <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>HGGC®</p> <p>SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC facilitated the transaction and acted as exclusive financial and strategic advisor to:</p>  <p>HIGHSTREET Insurance Partners</p> <p>in its recapitalization by:</p> <p>abry partners</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>Rampart INSURANCE SERVICES</p> <p>in its sale to:</p>  <p>GROUP</p> <p>SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as financial and strategic advisor to:</p>  <p>GROUP</p> <p>in its sale to:</p> <p>CARLYLE</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>Hays</p> <p>in its sale to:</p>  <p>Brown & Brown INSURANCE®</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>INVESTOR GROUP</p> <p>in their equity financing of Acrisure's management buyout</p>  <p>ACRISURE</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>MORSTAN GENERAL AGENCY</p> <p>in its sale to:</p>  <p>Brown & Brown INSURANCE®</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>BWD GROUP</p> <p>in its sale to:</p>  <p>NFP</p> <p>SICA FLETCHER Opportunities Abound</p> |

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SICA|FLETCHER DEAL ACTIVITY

Recent Transactions

| | | | |
|--|--|--|---|
| <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>HARDWICK INSURANCE in its sale to:</p>  <p>ALKEME SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>ITALIANO INSURANCE SERVICES in its sale to:</p>  <p>AssuredPartners 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>ALKEME SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC Is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>APEX BROKERAGE in its sale to:</p>  <p>CHOICE Insurance Agency SICA FLETCHER Opportunities Abound</p> |
| <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>Wharton Group in its sale to:</p>  <p>ALKEME SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>SARKHOSH INSURANCE AGENCY in its sale to:</p>  <p>AssuredPartners SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>FIS Ferrante Insurance Services in its sale to:</p>  <p>ALKEME SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>CJP in its sale to:</p>  <p>HIGHSTREET Insurance Partners SICA FLETCHER Opportunities Abound</p> |
| <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>LifeQuotes.com Over 400,000 Customers Insured in its sale to:</p>  <p>Keystone Agency Partners SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>Beveridge & Akers INSURANCE GROUP in its sale to:</p>  <p>ALKEME SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>MOGUL WEALTH STRATEGIES, LLC in its sale to:</p>  <p>ALKEME SICA FLETCHER Opportunities Abound</p> | <p>SICA FLETCHER, LLC is pleased to announce its role as exclusive financial and strategic advisor to:</p>  <p>Caton Hosey Insurance in its sale to:</p>  <p>Brown & Brown INSURANCE SICA FLETCHER Opportunities Abound</p> |

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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 ten 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 eight 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

2024 LEAGUE TABLES FOR M&A Leading Financial Advisors Insurance

| Rank 2024 | Rank 2023 | Firm | Number Of Deals |
|--------------|--------------|--------------------------------------|--------------------|
| 1 | 1 | Sica Fletcher LLC* | 47 |
| 2 | 3 | TAG Financial Institutions Group LLC | 23 |
| 3 | 2 | Marsh Berry & Co. Inc. | 20 |
| 4 | 4 | Reagan Consulting Inc. | 14 |
| 5 | 5 | Mystic Capital Advisors Group LLC | 7 |
| 5 | 7 | Dowling Hales | 7 |
| 7 | 18 | Helper & Associates LLC | 3 |
| 8 | 11 | Morgan Stanley | 2 |
| 8 | 9 | Piper Sandler & Co. | 2 |
| 8 | 11 | Agency Brokerage Consultants Inc. | 2 |

**Includes three deals categorized outside of Insurance Broker*

as of June 30, 2024

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

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2024 INSURANCE BROKER M&A UPDATE WEBINAR

For additional information on results from Q1 and an outlook for the remainder of 2024, please view our recent webinar recorded live on April 18th!



Register Here to access the webinar

Alternatively, you can copy-paste the below URL into your browser to register for access:

<https://www.sicafletcher.com/2024-insurance-ma-webinar-download>

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