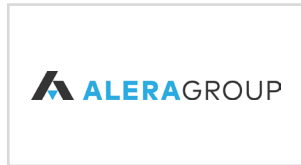


Sica | Fletcher Agency & Broker Buyer Index

Q1 2024 DEAL ACTIVITY

S | F Agency & Broker Buyer Index

2024 – Sica Fletcher Agency & Broker Buyer Index



S | F Agency & Broker Buyer Index

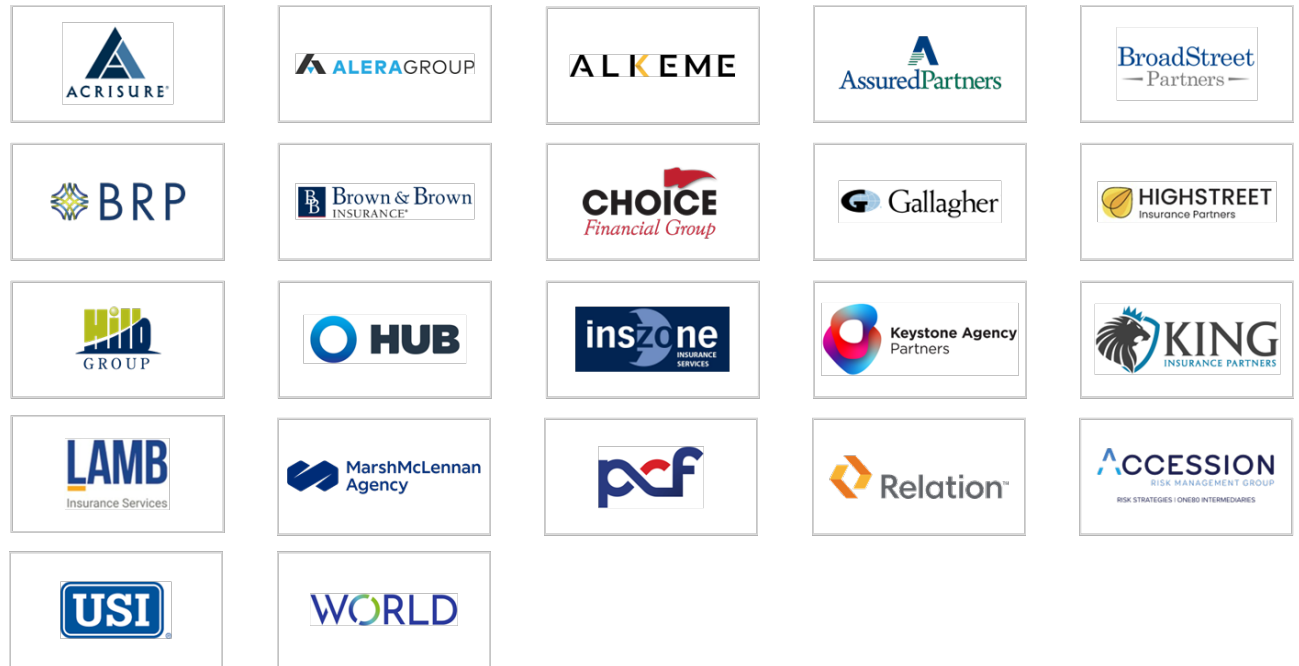
Q1 2024 DEAL ACTIVITY

SF Index members acquired 111 Agents/Brokers during Q1 2024, a level comparable to Q1 2023 (116 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.

111

Agencies acquired by
SF index members
during Q1 2024



S | F Agency & Broker Buyer Index

Q1 2024 DEAL ECONOMICS

\$284 million

Total revenue acquired by
SF Index – Q1 2024

In Q1 2024, SF Index members acquired \$284 million of agency and broker revenue (approximately 21% less than what was acquired in Q1 2023).

\$2.55 million

Average revenue of agency acquired
SF Index – Q1 2024

The average revenue of acquired agencies in Q1 2024 was 18% less, at \$2.55 million versus \$3.11 million in Q1 2023.

Note: Revenue information estimated for three SF Index members.

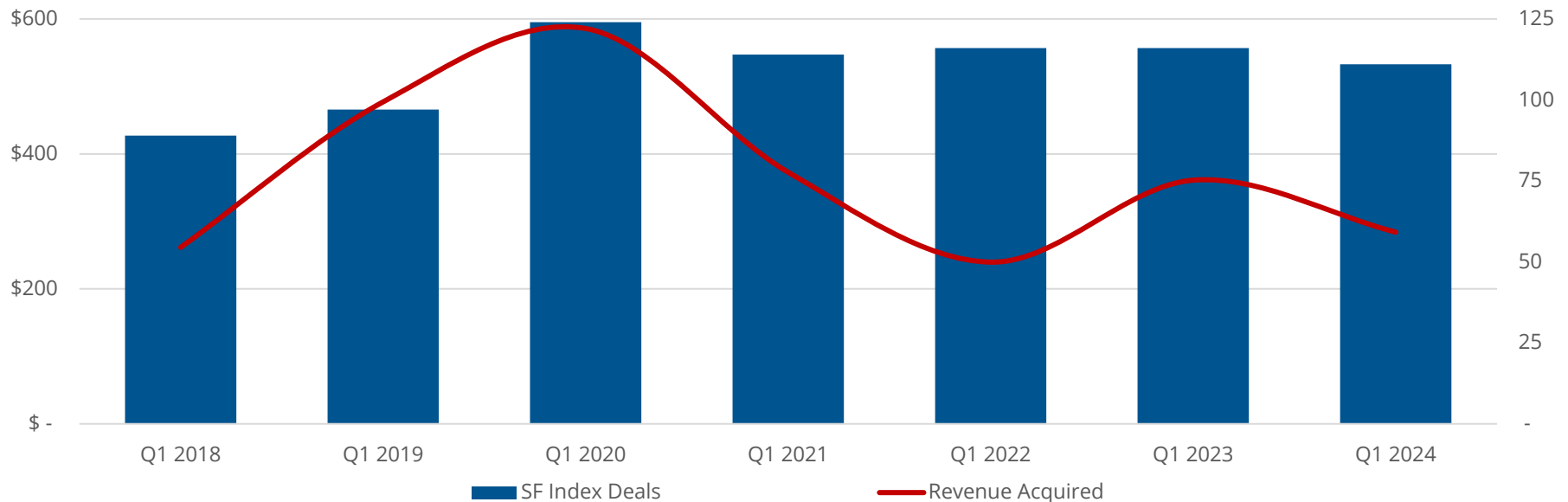
S | F Agency & Broker Buyer Index

Q1 2024 DEAL ACTIVITY

The Sica | Fletcher Agency & Broker Buyer Index tracks 22 of the most active acquirers in the insurance brokerage space, on both a deal count and aggregate revenue basis.



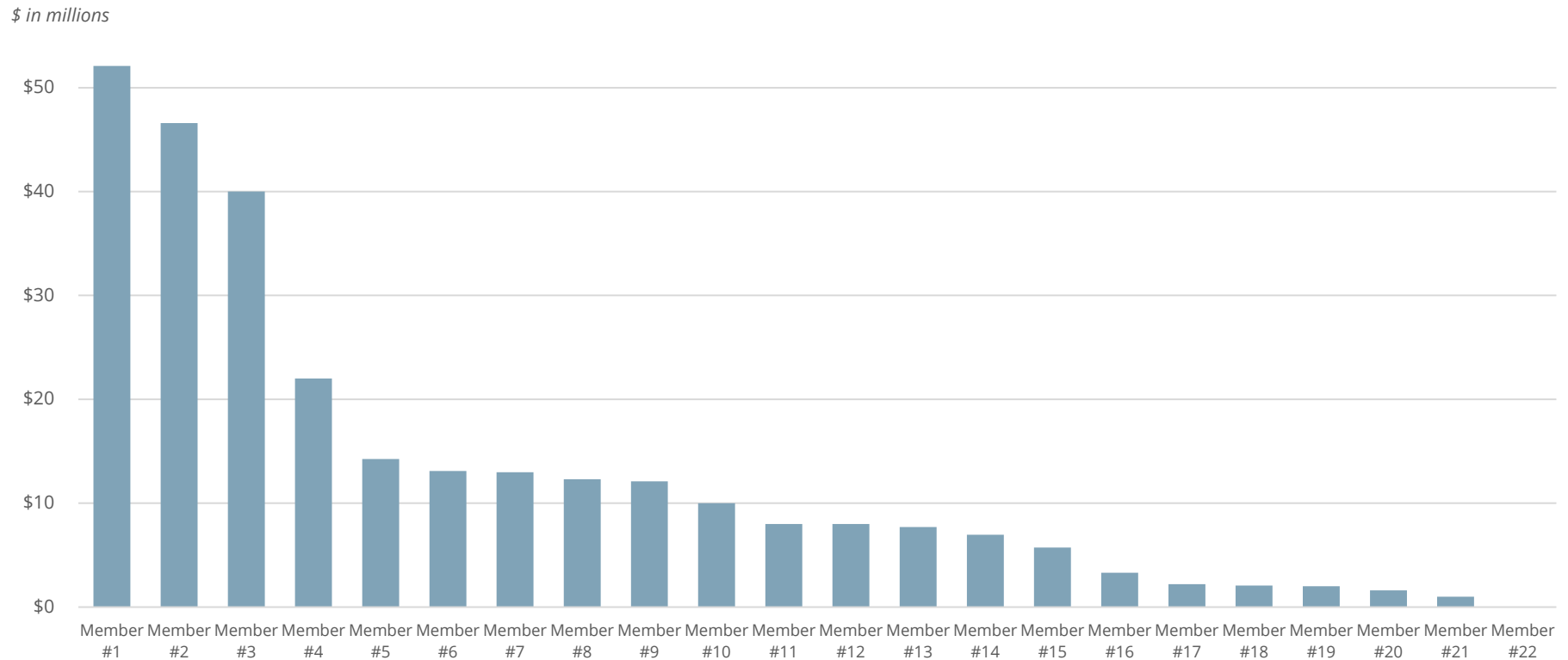
Summary SF Index – Q1 Historical View, 2018 to 2024



S | F Agency & Broker Buyer Index

Q1 2024 DEAL ECONOMICS

The anonymous breakdown of the \$284 million in revenue acquired during Q1 2024 by SF Index members is as follows:



Note: Revenue information estimated for three SF Index members.

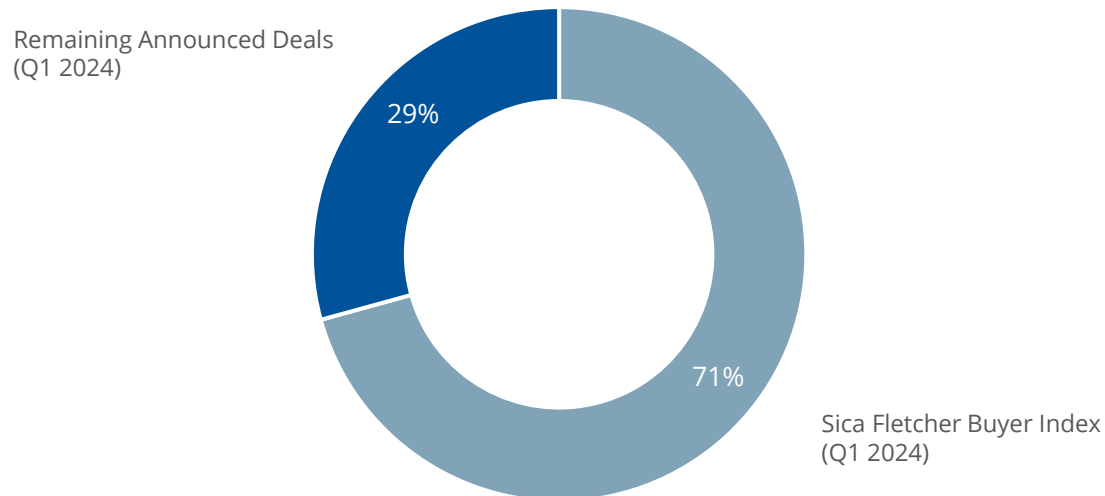
S | F Agency & Broker Buyer Index

Q1 2024 DEAL ACTIVITY



The SF Index accounted for 71% of all deal activity in the agency and brokerage space in Q1 2024.

Q1 2024 Announced Transactions



Note: While S&P Global reports a total deal volume of 115 transactions during Q1 2024, 41 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.

S | F Agency & Broker Buyer Index

Q1 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 in Q1 2024 deals compared to Q1 2023 while others have taken a strategic pause. The shift in buyer rotation from year-over-year continues to shape the dynamic landscape of insurance M&A.

In terms of deal volume, BroadStreet Partners led the group during Q1 2024 for the second consecutive year.

Q1 2024 Rank	Q1 2023 Rank	Deals by SF Index Member	# of Deals, Q1 2024	# of Deals, Q1 2023
1	1	BroadStreet Partners	25	14
2	2	Gallagher	10	10
2	9	Hub International	10	6
4	5	Acrisure	9	8
4	7	Inszone Insurance	9	7
6	7	Keystone	8	7
7	12	Alkeme	5	5
7	16	Relation	5	2
7	14	USI	5	4
10	5	Assured Partners	4	8
10	12	High Street	4	5
12	16	King Insurance Partners	3	2
12	21	Lamb	3	0
14	19	Brown & Brown	2	1
14	9	Choice Financial Group	2	6
14	19	Marsh & McLennan	2	1
17	14	Alera Group	1	4
17	9	Hilb Group	1	6
17	16	PCF	1	2
17	3	Accession Risk Management (RSC)	1	9
17	3	World Insurance Associates	1	9
22	21	Baldwin Risk Partners	0	0

Total Acquisitions – SF Index Members – Q1 2024

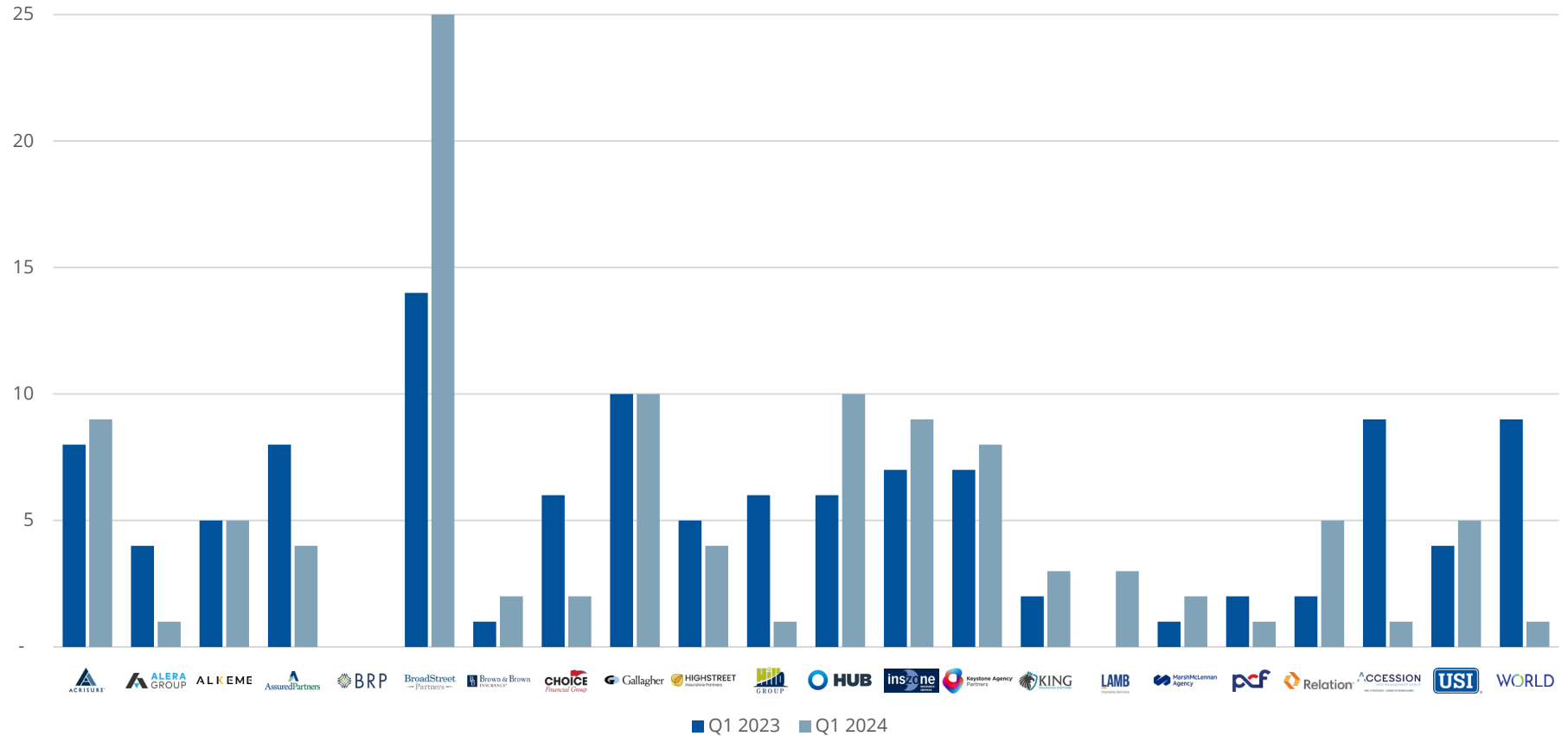
111 Transactions

S | F Agency & Broker Buyer Index

Q1 2024 DEAL ACTIVITY

Who's Buyin' - Q1 2023 vs. Q1 2024

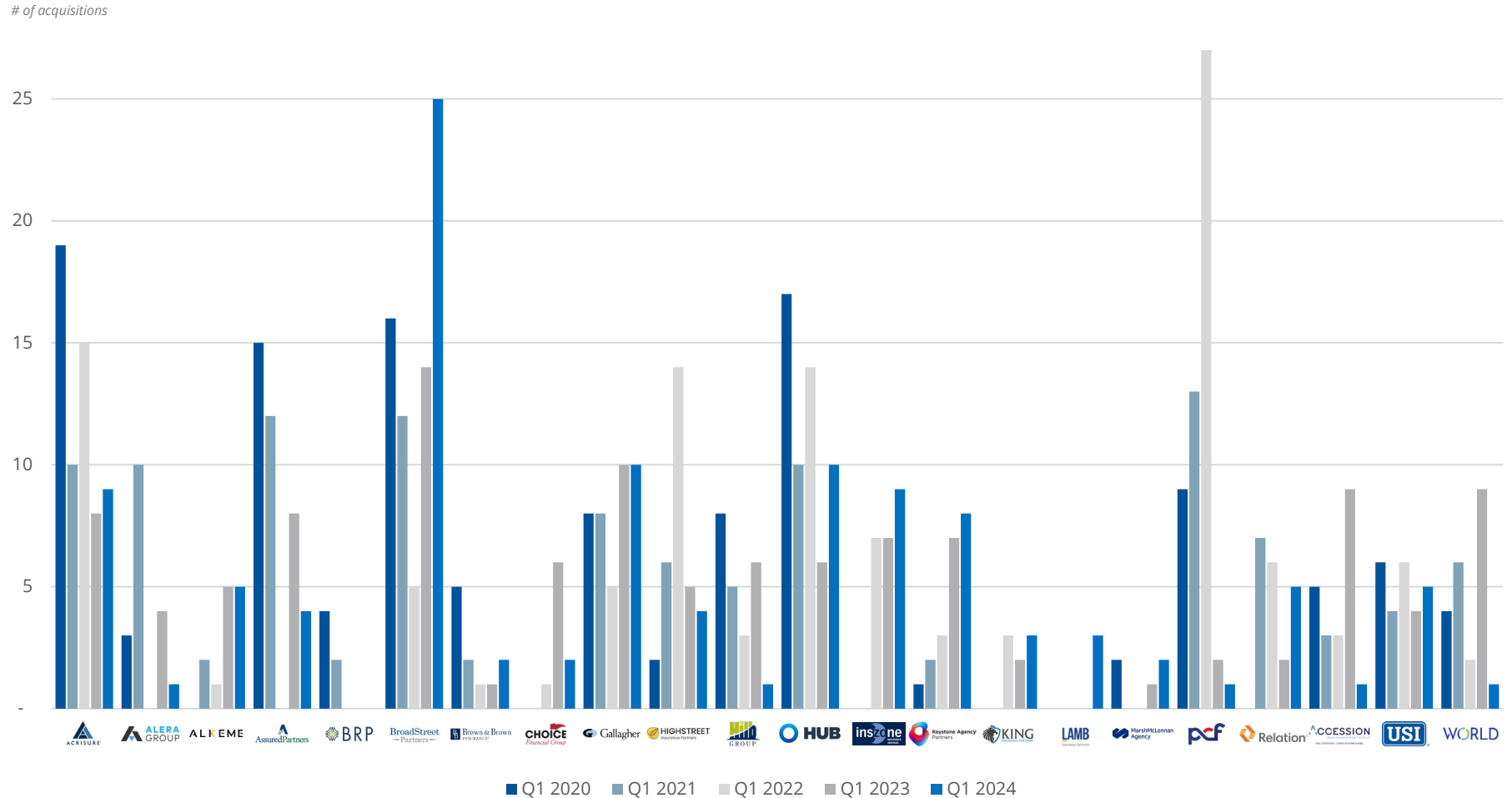
of acquisitions



S | F Agency & Broker Buyer Index

Q1 2024 DEAL ACTIVITY

Who's Buyin' - Five Year View - Q1 2020 through Q1 2024



S | F Agency & Broker Buyer Index

Q1 2024 DEAL ACTIVITY

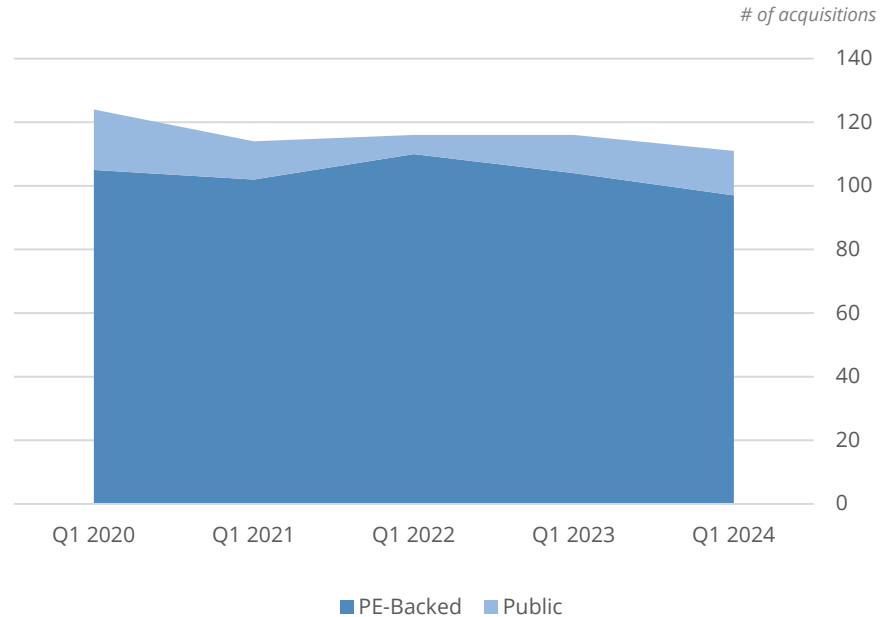
Public vs. PE-Backed Analysis

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 Q1 2024.

Although down slightly from approximately 90% in Q1 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 10% of total deal volume.

Number of Acquisitions – PE vs. Public




S | F Agency & Broker Buyer Index







Q1 2024 DEAL ACTIVITY

Public vs. PE-Backed Analysis

Public Companies – 14 Acquisitions

 -	 2	 10	 2
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PE-Backed Companies – 97 Acquisitions

 9	 1	 5	 4	 25	 2	 4	 1	 10
 9	 8	 3	 3	 1	 5	 1	 5	 1

S | F Agency & Broker Buyer Index

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:



Ferrante Insurance Services
in its sale to:



SICA | FLETCHER
Opportunities Abound

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



Over 400,000 Customers Insured

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:



Wharton Group
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

S | F Agency & Broker Buyer Index

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*	23
2	3	TAG Financial Institutions Group LLC	14
3	2	Marsh Berry & Co. Inc.	10
4	4	Reagan Consulting Inc.	7
5	5	Mystic Capital Advisors Group LLC	6
6	7	Dowling Hales	3
7	18	Barclays Capital Inc.	1
7	NR	BNP Paribas Securities Corp.	1
7	27	BofA Securities Inc.	1
7	27	Citigroup Global Markets Inc.	1
7	11	Evercore Inc.	1
7	27	Goldman Sachs & Co. LLC	1
7	27	J.P. Morgan Securities LLC	1
7	NR	Mizuho Securities USA LLC	1
7	11	Morgan Stanley	1
7	27	RBC Capital Markets LLC	1
7	27	TD Securities Inc.	1
7	27	Truist Securities Inc.	1
7	27	UBS Investment Bank	1
7	NR	Wells Fargo Securities LLC	1
7	NR	INS Capital Group LLC	1
7	18	Legacy Advisors LLC	1
7	11	OPTIS Partners	1
7	11	Philo Smith & Co.	1
7	NR	Robert W. Baird & Co., Inc.	1

*Includes two deals categorized outside of insurance broker

as of March 31, 2024

Source: S&P Global
Market Intelligence

S|F Agency & Broker Buyer Index

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!

2024 Insurance Broker M&A Update
A Robust but Complicated Market

Speakers:
Matthew Beizer, Managing Director, Sica | Fletcher
Michael Fletcher, Managing Partner, Sica | Fletcher
Peter Herman, Director, Sica | Fletcher

Broker M&A Update: Complicated Market
Current insurance Broker M&A Marketplace

Average Multiple Return (>\$1mm EBITDA)
2023: 11.9% (vs. 10.6% target)

Capital Structures
mm EBITDA @ 13x = \$1.3 billion Enterprise Value

Returns - What's Next?
10-Year Treasury Yield vs. Average Multiple

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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