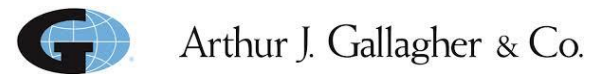


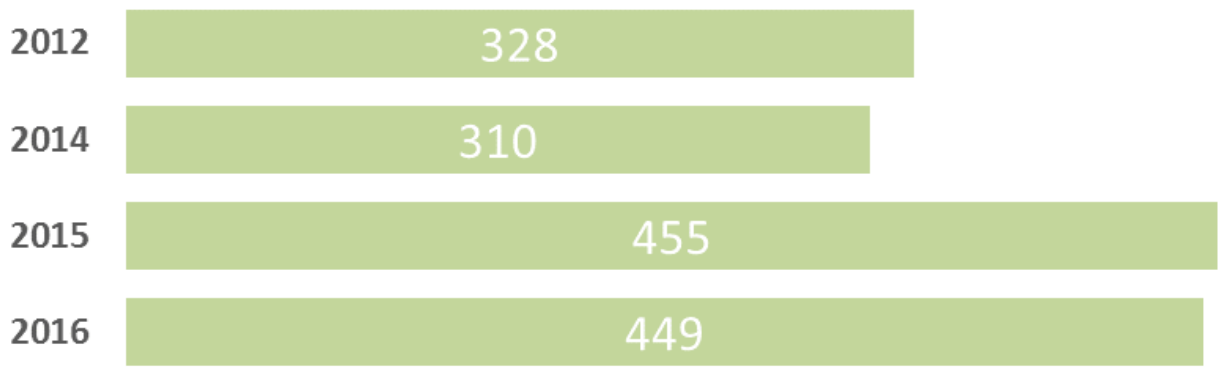
SICA | FLETCHER

2016 AGENCY & BROKER BUYER INDEX

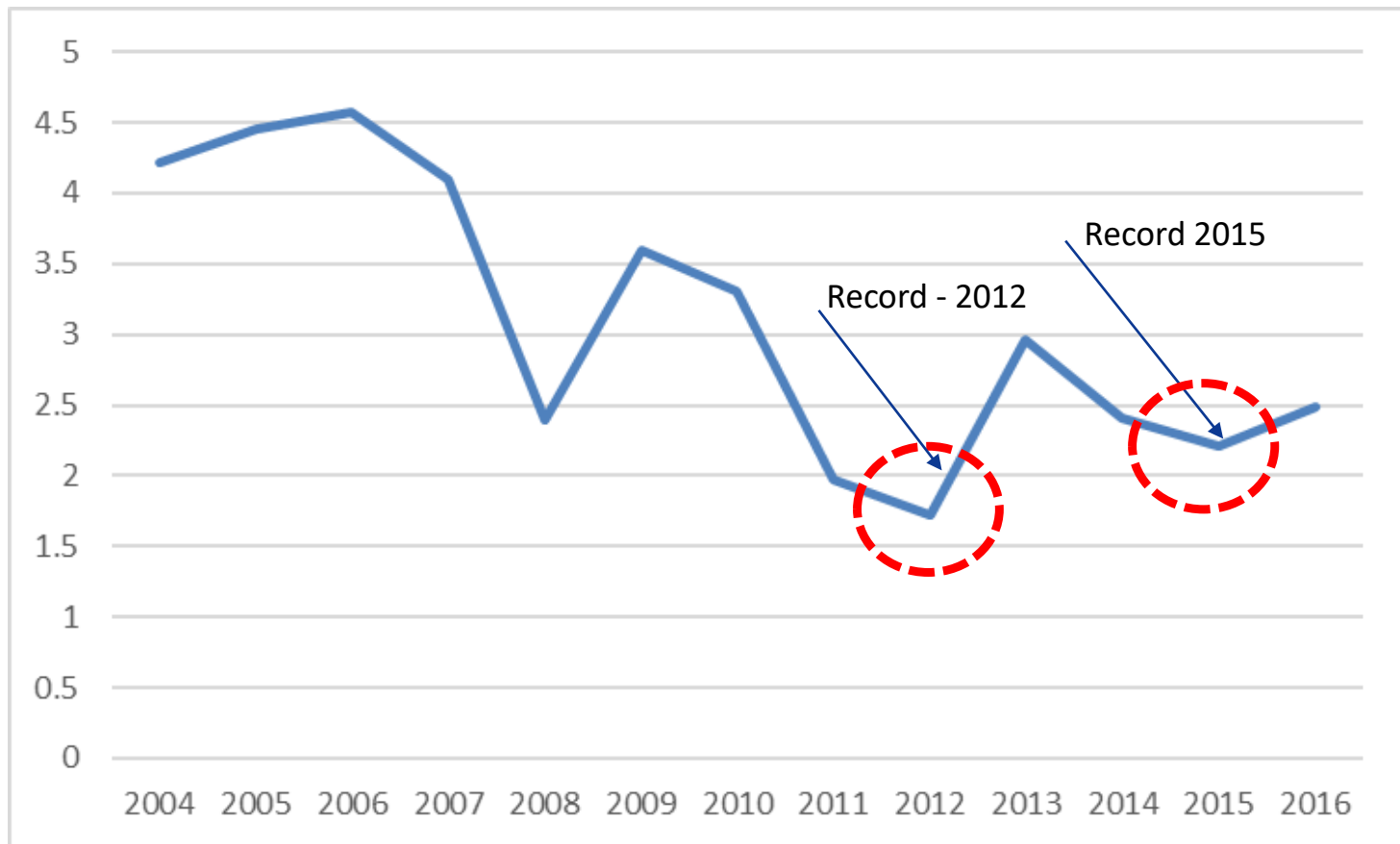


The Sica|Fletcher Index tracks ten of what we believe are the most prolific buyers in the insurance agency and brokerage space.

The end of 2016 closed out another epic year in insurance Agent & Broker M&A. SF tracked 449 deals in 2016, a slight decrease from 2015's record year of 455 announced deals which itself represented a 30% increase over the previous record of 328 deals which took place in 2012.



Below is a chart of the 10 Year US Treasury Yield. Notice how the current (2016) and previous (2012, 2015) record M&A years coincide with bottoming of the 10 year Treasury Yield.



The Sica | Fletcher Buyers Index tracks who we believe to be the 10 most prolific agent and broker acquirers in the industry. Historically, the index has tracked the number of deals by Index member. This year we were fortunate enough to collect revenue acquired by each Index member. We have agreed to keep the individual company revenue acquired data confidential but are able to share the aggregate data for the group. In 2016 the SF Index acquired 274 Agents / Brokers.

Agencies acquired by
SF Index members

274



Total revenue acquired by
SF Index - 2016

\$944 million

In 2016, SF Index members acquired just shy of \$1 billion of agency and broker revenue. At SF we believe the agent and broker market is a \$50 billion market, with the top 100 brokers controlling about \$25 billion and the remaining 30,000+ brokers controlling the remaining \$25 billion. From this we can infer about 5% of all independent agent and broker revenue was acquired in 2016 with a massive market still untapped.

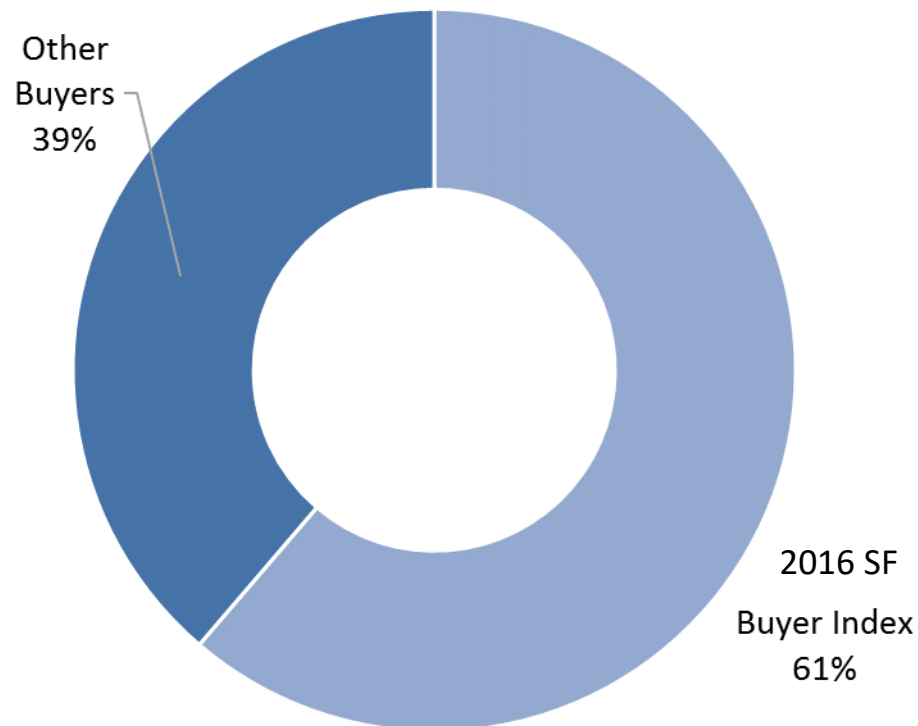
Average size revenue of agency
acquired

\$3.45 million

The average size of agency acquired was \$3.45 million.

In 2016 the SF Index accounted for 61% of all deal activity in the agency and brokerage space, or 274 of the 449 announced transactions in 2016

Total Announced Transactions



In terms of number of transactions, Acrisure reported 64 total acquisitions for the year, followed by Hub (50) and Assured (43). While the number of transactions shows activity it does not tell the whole story, i.e. how much revenue was acquired.

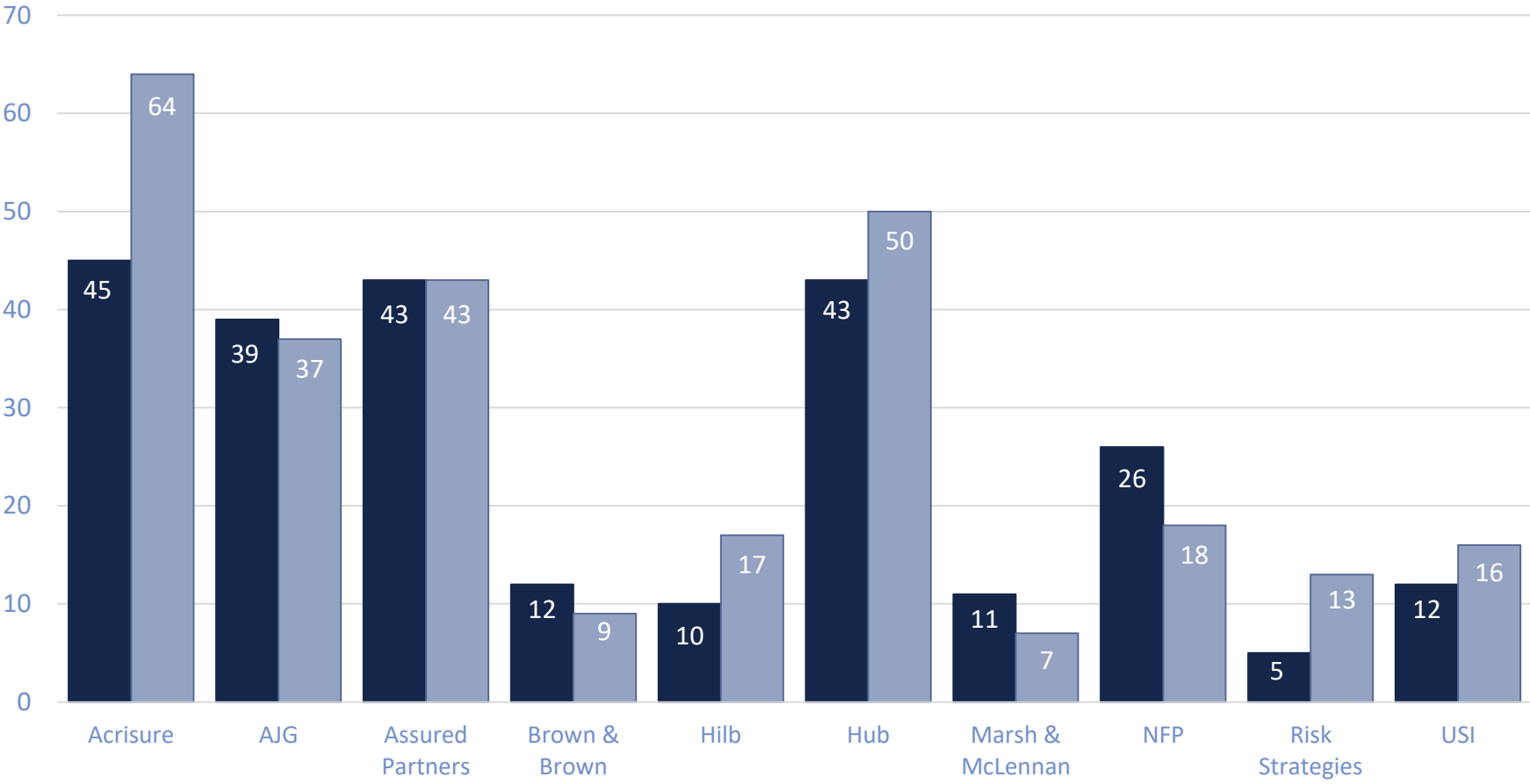
Deals by SF Index Member for 2016	# of Deals
Acrisure	64
AJG	37
Assured Partners	43
Brown & Brown	9
Hilb	17
Hub	50
Marsh & McLennan	7
NFP	18
Risk Strategies	13
USI	16

Total Acquisitions - SF Index Members - 2016

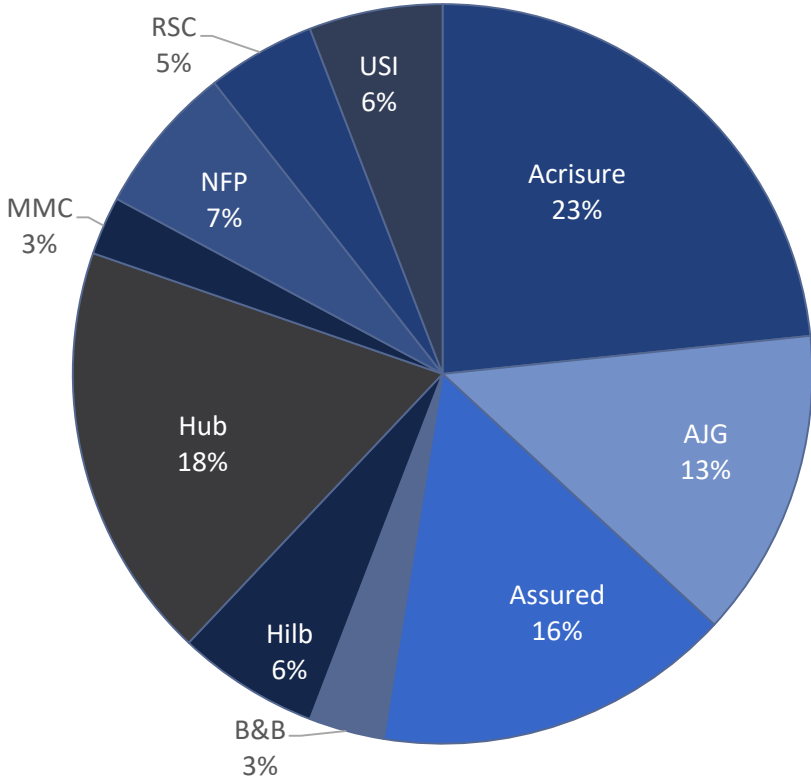
274 Transactions

Year Over Year Comparison

■ 2015 Acquisitions ■ 2016 Acquisitions

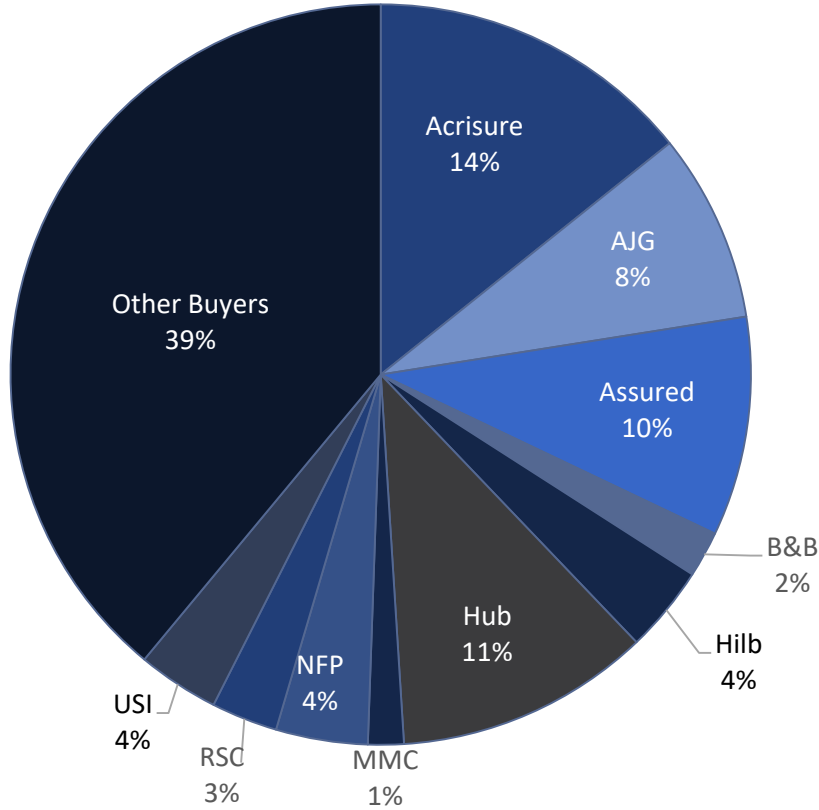


2016 Acquisitions - SF Index



Total Acquisitions - SF Index Members - 2016
274 Transactions

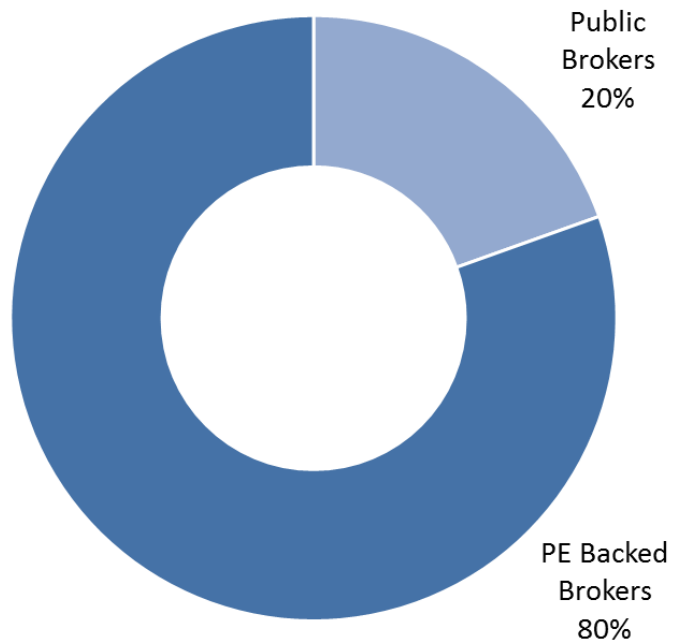
2016 Acquisitions - All Buyers



Total Acquisitions - All Buyers - 2016
449 Transactions

- Private Equity buyers continue to be the driver of deal activity, with 80% of the transactions reported in the SF Index announced by PE-backed firms. This should come as no surprise, since only 2 of the 12 Brokers we track are public (Brown and AJG).

SF Index PE VS Public



Public Companies - 2016 53 Acquisitions



Arthur J. Gallagher & Co.

37

Acquisitions



Brown & Brown
INSURANCE

9

Acquisitions



MARSH & MCLENNAN
AGENCY

7

Acquisitions

PE-Backed Companies - 2016 221 Acquisitions



ACRISURE

64

Acquisitions



AssuredPartners

43

Acquisitions



HILL
GROUP

17

Acquisitions



HUB
International

50

Acquisitions



NFP

18

Acquisitions



RISK
STRATEGIES
COMPANY

13

Acquisitions

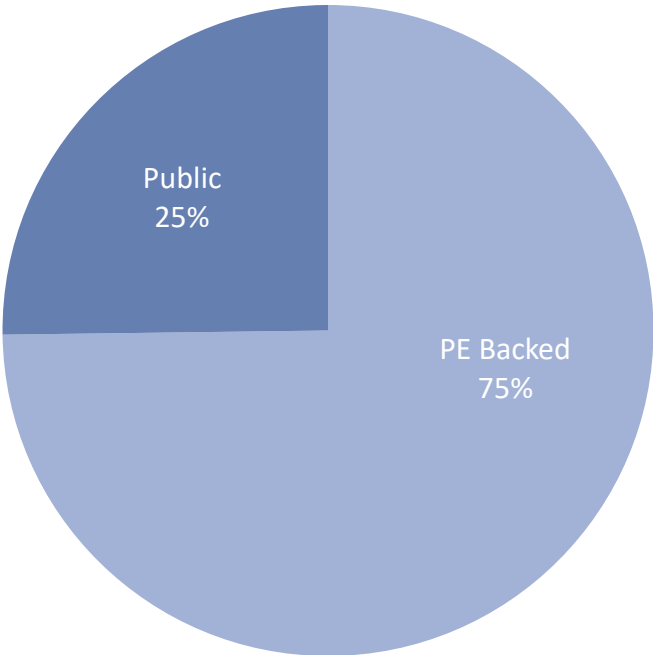


USI

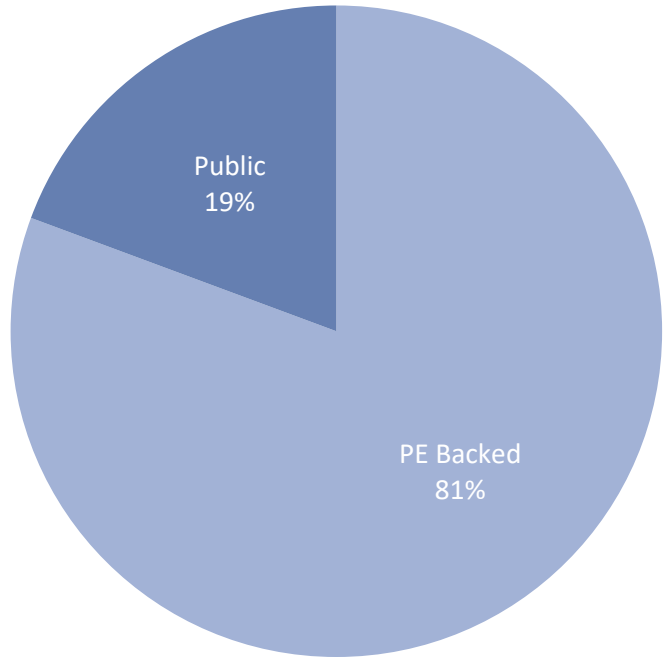
16

Acquisitions

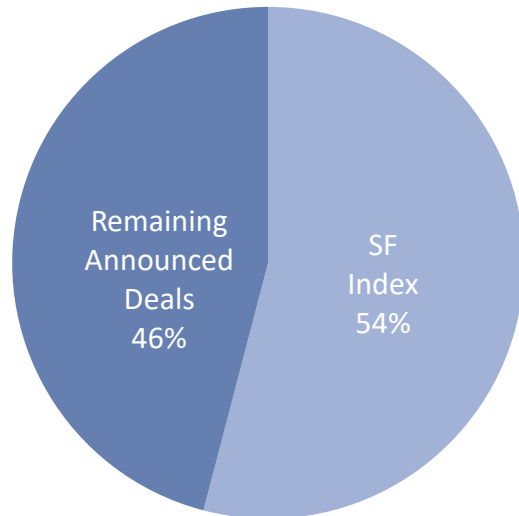
2015 Acquisitions – 245 Total



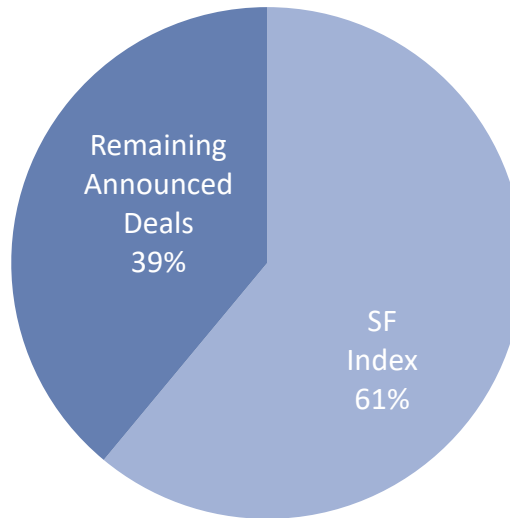
2016 Acquisitions - 274 Total



2015 Acquisitions - Total 455



2016 Acquisitions - Total 449



449 total transactions in 2016

274 total transactions reported by Sica | Fletcher index members

In 2016 Sica | Fletcher closed **30+** transactions, including the following

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

INVESTOR GROUP

In their co-investment with Acrisure Management into the Company's MBO



SICA | FLETCHER
Opportunities Abound

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



In its sale to



SICA | FLETCHER
Opportunities Abound

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



INSURANCE • FINANCIAL SERVICES • BENEFITS

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Opportunities Abound

SICA | FLETCHER, LLC
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Opportunities Abound

SICA | FLETCHER, LLC
Acted as exclusive financial and strategic advisor to Advanced Insurance Underwriters



THE POWER OF PARTNERSHIP

In its sale to



SICA | FLETCHER
Opportunities Abound