

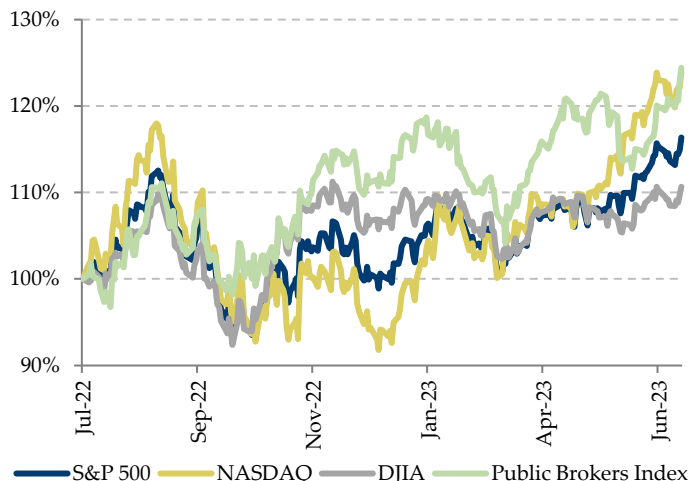
Insurance Distribution Mid-Year Update

Public Broker Comparables

\$ in millions except share price

Company Name	Ticker	6/30/2023 Close Price	1-Year Price Change	6/30/2023 Market Cap	LTM Financials ¹			Market Cap/LTM	
					Revenue Growth	EBITDA	EBITDA Margin	Revenue	EBITDA
Marsh & McLennan Companies, Inc.	MMC	\$188.08	20.2%	\$93,047	4.4%	\$5,519	26.1%	4.4x	16.9x
Aon plc	AON	345.20	26.0%	70,506	2.8%	3,901	30.6%	5.6x	18.1x
Arthur J. Gallagher & Co.	AJG	219.57	33.4%	47,042	16.2%	2,488	25.6%	5.5x	18.9x
Willis Towers Watson plc	WTW	235.50	18.1%	25,060	(1.9%)	2,341	22.9%	2.8x	10.7x
Brown & Brown, Inc.	BRO	68.84	16.0%	19,526	20.5%	1,210	33.6%	5.2x	16.1x
Ryan Specialty Holdings, Inc.	RYAN	44.89	12.2%	5,128	19.3%	432	23.9%	2.9x	11.9x

Public Broker Index⁽²⁾




Market Commentary

- The insurance distribution market has demonstrated remarkable resilience throughout the first half of 2023, thanks to sustained recurring revenue growth and high EBITDA margins. The public broker index has outperformed all major indices, returning 24.4 percent over the LTM.
- The M&A outlook for a strong second half of 2023 is promising, bolstered by several significant (\$100mm+) transactions and investments as well as the strong performance of public brokers in the first half of 2023.
- Stone Point Capital acquired 20 percent of Truist Insurance Holding⁽³⁾ for \$1.95 billion, representing an aggregate valuation of \$14.75 billion. Additionally, we saw Flexpoint Ford make an equity investment in Keystone Agency Partners, a top 50 agency with over \$200 million in revenues.
- The M&A market continues to heat up heading into the second half of 2023. Brokerage firms' inorganic growth strategies coupled with insurance rate increases have the market well positioned for sustained growth through 2023.

Notable Transactions

Announcement Date	Acquirer	Target	Distribution Strategy
06/08/23	Hub International Ltd.	Project Motown Holding Co.	Retail employee benefits and P&C agency
05/23/23	Ryan Specialty (NYSE:RYAN)	Socius Insurance Services	Wholesale MPL and P&C agency
05/22/23	Brown & Brown (NYSE:BRO)	Kentro Capital Limited ("Nexus Underwriting") ⁽⁴⁾	MGU focused on MPL, PL, and GL
05/16/23	Confie	Estrella Insurance	Retail life & health agency
05/08/23	Alliant Insurance Services	McAnally Wilkins, LLC	Retail oil and gas specialty agency
05/04/23	IMA Financial Group	ECM Solutions	Retail personal P&C agency
05/01/23	World Insurance Associates LLC	Mogil Organization LLC	Retail P&C agency
02/16/23	Stone Point Capital	Truist Insurance Holding	Retail/wholesale broad market agency
02/02/23	Hub International Ltd.	BridgeForce Financial Group, LLC	MGA focused on life products and investment solutions
01/19/23	Flexpoint Ford	Keystone Agency Partners	Retail P&C agency

Select Sherman & Company Transactions

 has acquired  Sell-Side Advisor	 has acquired  Sell-Side Advisor
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Sources: S&P Capital IQ Pro, Press releases, Business Insurance
 Footnotes: (1) Last twelve months ("LTM") financials are as of 3/31/2023. (2) Chart displays stock information from 7/1/2022 – 6/30/2023. (3) Truist Insurance Holdings is a direct subsidiary of Truist, who remains an 80 percent owner. (4) Kentro Capital Limited includes multiple companies including Xenia Brokerage, Millsteam, Capstone Brokers, and Spectrum Risk Management.