

Financial Services Deals for April 2020

Company Name	Description	Deal Synopsis
Barkley Risk Management & Insurance	Provider of risk management and insurance services intended to deliver comprehensive insurance solutions. The company offers a range of services including commercial insurance, employee benefits, claims management, farm labor contractor licensing and renewal, organizational development, and human resource management to its clients.	The company was acquired by Alera Group, via its financial sponsor Genstar Capital, through an LBO on April 1, 2020, for an undisclosed sum.
Coe Financial Services	Provider of financial services based in Wichita, Kansas. The company offers comprehensive financial planning and investment management to business owners, professionals, and individuals in order to help them to preserve, protect, and pass on their wealth efficiently.	The company was acquired by Creative Planning (Overland Park, Kansas City), via its financial sponsor General Atlantic, through an LBO on April, 9, 2020 for an undisclosed sum.
CV Credit	Provider of lending solutions and working capital lines to small business owners and middle-market companies based in Miami, Florida. The company's range of services includes domestic and international factoring, asset-based lending, supply chain financing, purchase order financing, credit protection and collections, enabling clients to improve their cash flow and obtain liquidity.	The company was acquired by Exitus Capital, via its financial sponsor Kandeo, through an LBO for an undisclosed amount on April 10, 2020. The deal will enable Exitus Capital to strengthen their leadership in the financing of international trade transactions between Mexico and the United States.
Duff & Phelps	Provider of financial advisory and investment banking services. The company's range of advisory services in the areas of valuation, corporate finance, disputes and investigations, compliance and regulatory matters, and other governance-related issues enable publicly traded and privately held companies, law firms, government entities and investment organizations such as private equity firms and hedge funds to ensure compliance, reduce risk, overcome emerging challenges and enhance value.	The company was acquired by Stone Point Capital and Further Global Capital Management through a \$4.2 billion LBO on April 14, 2020. In addition, the company's management team continues to maintain a meaningful equity stake in the firm and lead the company. Capital One, The Goldman Sachs, UBS, BOFA Securities, Morgan Stanley, KKR Capital, SPC Capital, credit Suisse provided \$2200 million debt financing in the form of a \$200 million revolver facility and a \$2000 million term loan to support this transaction.
Early, Cassidy and Schilling	Provider of insurance advisory services. The company offers customized solutions that reduce the cost of insurance by identifying and assessing customer's areas of risk and find strategic, cost-effective risk management solutions to address them.	The company was acquired by AssuredPartners, via its financial sponsor GTCR, through an LBO on April 1, 2020 for an undisclosed sum.

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GIGA Solutions	Provider of tailored insurance solutions based in Boca Raton, Florida. The company's range of services includes risk assessment, risk mitigation, claims management, workers' compensation policies, insurance placement and insurance brokerage, helping professional employer organizations to minimize risk and cost.	The company was acquired by AssuredPartners, via its financial sponsor GTCR, through an LBO on April 15, 2020 for an undisclosed sum.
Jack Schroeder & Associates	Provider of insurance brokerage and marketing services. The company offers Medicare, life and health insurance products through up-to-date product comparison and research to independent insurance agents.	The company was acquired by AmeriLife Group, via its financial sponsors Thomas H. Lee Partners, Thomas H. Lee Partners and Waterfield Group, through an LBO on April 1, 2020 for an undisclosed sum. Post transaction, Mr. Brian T. Schroeder and Mr. Jack Schroeder will hold minority stake in the business.
Lawrence E. Smith & Associates	Operator of insurance brokerage agency intended to provide schools with student insurance of accident and health, based in Missouri, United States. The company offers students insurance for public and private schools, colleges and universities, vocational/technical schools for various range of activities such as sports camps, recreational or educational camps, thereby helping schools protect their students.	The company was acquired by DOXA Insurance Holdings through an LBO on April 9, 2020 for an undisclosed sum.
LP Risk	Operator of a managing general agency and surplus lines brokerage firm based in Texas, United States. The company has a wide range of commercial property/casualty coverages distributed to retail agents through in-house and brokerage markets. It specializes in both binding and brokerage business for all types of commercial insurance lines of business. Speciality classes of business represented include oil and gas, transportation, environmental, construction, manufacturing, ocean marine and hospitality.	The company was acquired by XPT Group, via its financial sponsor Madison Capital Funding, through an LBO on April 22, 2020 for an undisclosed sum.

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Martin & Rowland Insurance	Operator of independent insurance agency representing several insurance companies intended to provide insurance at an affordable price. The company offers personal lines, life and health, workers compensation, and other insurance services to its clients.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on April 1, 2020, for an undisclosed sum.
The Brokerage Resource	Operator of an insurance marketing organization based in North Carolina. The company offers an online quote engine with all of the carriers, giving access to real-time quotes and prices to the most suitable plans in the area.	The company was acquired by Integrity Marketing Group, via its financial sponsors HGGC and Harvest Partners, through an LBO on April 14, 2020 for an undisclosed sum.
Tidewater Credit	Provider of near-prime financing services based in Virginia. The company specializes in providing indirect customer retail finance options, in order to offer better solutions to clients.	The company was acquired by Genesis Financial Solutions, via its financial sponsor Castlake, through an LBO on April 28, 2020, for an undisclosed sum.
Transportation Insurance Advisors	Provider of insurance services catering to the trucking companies. The company specializes in insurance, asset protection and risk management by providing transportation professionals who can guide through the complex transportation insurance industry.	The company was acquired by AssuredPartners, via its financial sponsors GTCR and Apax Partners through an LBO on April 21, 2020 for an undisclosed sum.
UIS Group	Provider of underwriting reporting services for a variety of commercial insurance products across England. The company specializes in commercial surveys as well as workers' compensation, commercial auto and agribusiness, and basic property and casualty lines, thereby helping clients manage their risk.	The company was acquired by Consolidated Claims Group (CCG IQ), via its financial sponsor Carousel Capital, through a LBO on April 1, 2020, for an undisclosed sum.
World Insurance Associates	Operator of a full-service insurance brokerage firm based in Tinton Falls, New Jersey. The company offers comprehensive insurance coverage, risk management strategies, and benefits consulting services for businesses and individuals. It focuses on property and casualty lines and has built centers of excellence in specialized industries such as transportation, hospitality, self-storage facilities, non-profits, and construction.	The company was acquired by Charlesbank Capital Partners through an LBO on April 1, 2020 for an undisclosed sum. Macquarie Capital Principal Finance and Madison Capital Funding provided debt financing for the transaction. The funds will enable the company to accelerate its expansion program.