

Financial Services Deals for May 2020

Company Name	Description	Deal Synopsis
Capstone Capital	Provider of investment advisory services based in Ohio, United States. The company specializes in investing and retirement planning for individuals and families.	The company was acquired by Allworth Financial, via its financial sponsor Parthenon Capital Partners, through an LBO on May 26, 2020 for an undisclosed sum.
Contractors Insurance NW	Provider of commercial insurance for contractors based in Washington, United States. The company provides general liability, contractor bonds, tools, equipment, builders risk, and umbrella insurance services.	The company was acquired by Heffernan Insurance Brokers, via its financial sponsor SkyKnight Capital, through an LBO on May 1, 2020, for an undisclosed sum. The acquisition is expected to enhance Heffernan Insurance Brokers' construction niche practice.
Cypress Insurance Group	Provider of insurance services based in Fort Lauderdale, United States. The company's services include automobile, business, commercial, and home insurance which enables builders, manufacturers, retail stores and other industries in Florida to secure their lives and livelihoods.	The company was acquired by AssuredPartners, via its financial sponsor GTCR, through an LBO on May 28, 2020 for an undisclosed sum. The team of 20 will remain under the operational leadership of Terry Bond and Debbie Arciola.
Equis Financial	Provider of insurance marketing for independent insurance agents and agency builders. The company offers a wide array of insurance products, including final expense, mortgage protection, college funding and retirement planning, providing independent agents with all the tools and support they need to build a lasting and successful career in the insurance industry.	The company was acquired by Integrity Marketing Group, via its financial sponsors Harvest Partners and HGGC, through an LBO on May 19, 2020 for an undisclosed sum.
First Income Advisors	Operator of an independent financial marketing organization serving its advisor and agent partners. The company through its business development platform enables its partners to receive access to turnkey marketing solutions, sales systems, coaching programs, premium insurance products and back-office support.	The company was acquired by Simplicity Group Holdings, via its financial sponsor Aquiline Capital Partners, through an LBO on May 20, 2020 for an undisclosed sum.

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Gates Cole Insurance	Operator of an independent insurance agency based in Cherry Valley, New York. The company draws on the services of several highly rated insurance companies after a careful examination of the clients' needs and provides options from several companies, helping large and small businesses and individuals to get the most effective, affordable coverage for their insurance needs.	The company was acquired by High Street Insurance Partners, via its financial sponsor Huron Capital Partners, through an LBO on May 7, 2020 for an undisclosed sum.
Grisanti Capital Management	Operator of an investment management firm in New York. The company is engaged in portfolio management based on proprietary research and delivering advanced and personalized investment solutions to help clients meet their financial goals.	The company was acquired by MAI Capital Management through an LBO on May 15, 2020 for an undisclosed sum.
Hatchett Insurance	Operator of a family-owned independent insurance agency based in Winchester, Tennessee. The company provides personal and commercial insurance, and employee benefits, including home and auto insurance, business insurance, life insurance, group health and more to households and businesses of Middle Tennessee.	The company was acquired by Hub International, via its financial sponsors Hellman & Friedman, HarbourVest Partners, Altas Partners and AlInvest Partners through an LBO on May 14, 2020 for an undisclosed sum.
Ken Bleeker Agency	Provider of insurance services based in Michigan, United States. The company specializes in personal & commercial lines of property & casualty insurance, group & individual health coverages, and individual life insurance.	The company was acquired by High Street Insurance Partners, via its financial sponsor Huron Capital Partners through an LBO on May 7, 2020 for an undisclosed sum.
Lashua Lachance and Poliks Insurance Agency	Provider of insurance brokerage services based in Massachusetts, United States. The company provides auto, home, renter, boat, recreational vehicle, and business insurance.	The company was acquired by Hub International, AlInvest Partners, via its financial sponsor Altas Partners, Hellman & Friedman and HarbourVest Partners through an LBO on May 15, 2020 for an undisclosed sum.
Pinnacle Financial Services (Pennsylvania)	Provider of insurance brokerage services based in Pennsylvania, United States. The company offers a range of insurance services including annuities, Medicare, ancillary health, long term care, and life to its clients.	The company was acquired by AmeriLife Group, via its financial sponsors Waterfield Group, Thomas H. Lee Partners, and Cannae Holdings, through an LBO on May 19, 2020 for an undisclosed sum.

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The B&G Group	Provider of personal insurance, business insurance, insurance coverage, and insurance brokerage services based in Plainview, New York. The company offers commercial insurance to companies in various industries, including real estate, business services and construction, in addition to serving individuals and families.	The company was acquired by Hub International, via its financial sponsors AlInvest Partners, Altas Partners, HarbourVest Partners and Hellman & Friedman through an LBO on May 11, 2020 for an undisclosed sum.
Tourmaline Partners	Provider of outsourced trading services based in Connecticut, United States. The company provides liquidity, market intelligence, and customized workflows for defining, measuring, and execution services to hedge funds and asset managers of all sizes.	The company was acquired by Copley Equity Partners through an LBO on May 18, 2020 for an undisclosed sum.
Trident Public Risk Solutions (Argo Group)	Provider of insurance products and risk management solutions based in San Antonio, United States. The company's product lines include general liability, automobile liability and physical damage, property, inland marine, crime, public officials' liability, educators' legal liability, employment practices liability, law enforcement liability and umbrella liability providing services to public-sector entities such as counties, municipalities, schools, special districts, and governmental inter-local pools.	The company was acquired by Paragon Insurance Holdings, via its financial sponsor Oak Hill Capital, through an LBO on May 4, 2020 for an undisclosed sum.
Trust Shield Insurance	Operator of insurance brokerage agency based in Michigan, United States. The company offers solutions including personal, business, specialty, and life/health benefits insurance, providing the clients with expert teams and carriers to fulfill the needs.	The company was acquired by High Street Insurance Partners, via its financial sponsor Huron Capital Partners, through an LBO on May 7, 2020, for an undisclosed sum.

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Vesta Payment Solutions	Provider of integrated payment and risk platform designed to combat fraud while increasing acceptance. The company's platform offers fully guaranteed accepted transactions, eliminating charge-backs and related fines and fees, real-time fraud and risk management technology that recognizes fraud as it happens, enabling enterprise partners in the telecommunications, media, financial and digital sectors to increase conversion and acceptance while eliminating fraudulent transactions and merchant liability.	The company was acquired by Goldfinch Partners through a \$125 million LBO on May 28, 2020. The funding will provide the company with the resources to invest in growth and continue the global deployment of its fraud protection and e-commerce payment solutions.
Western International Securities	Provider of independent financial broking services. The company serves independent financial advisors in a variety of models including affiliation through a turnkey branch solution that offers professional office space, integrated technology, and dedicated support staff.	The company was acquired by Atria Wealth Solutions, via its financial sponsor Lee Equity Partners, through an LBO on May 20, 2020 for an undisclosed sum.