

## Financial Services Deals for June 2020

Company Name	Description	Deal Synopsis
Blue Ridge Specialty Group	Provider of a full-service wholesale brokerage and program manager with expertise in helping place coverage for transportation clients. The company offers truck general liability, truck auto liability and warehouse legal liability which helps to simplify the complex needs associated with clients trucking risks.	The company was acquired by Applied Underwriters, via its financial sponsor Quadrant Management, through an LBO on June 2, 2020 for an undisclosed sum.
Dan Woron Insurance Agency	Operator of an independent insurance and broker agency representing multiple insurance companies. The company specializes in homeowners, auto, business, and life coverage, as well as retirement and employee-benefit products serving the Treasure Coast and South Florida area.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on June 1, 2020 for an undisclosed sum.
Family First Life Tri-State	Provider of compensation and insurance plans based in East Hanover, New Jersey. The company offers mortgage protection life insurance, final expense life insurance, retirement planning through universal life policies and retirement protection through the use of fixed index annuities.	The company, a subsidiary of Family First Life was acquired by Integrity Marketing Group, via its financial sponsors HGGC and Harvest Partners, through an LBO on June 2, 2020 for an undisclosed sum.
Farris Insurance Agency	Provider of insurance and consulting services based in Springdale, Arkansas. The company offers quality insurance at an affordable price for individuals, home and auto, as well as commercial insurance for businesses large and small.	The company was acquired by Sunstar Insurance Group, via its financial sponsor LNC Partners, through an LBO on June 2, 2020 for an undisclosed sum.
Fort Myers Insurance Agency	Provider of insurance brokerage services based in Cape Coral, Florida. The company provides property and casualty insurance, affordable auto insurance, home insurance, liability coverage, boat, renters, and flood insurance.	The company was acquired by The Hilb Group, via its financial sponsor The Carlyle Group, through an LBO on June 9, 2020, for an undisclosed sum.

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JenCap Holdings	Provider of platform-based insurance distribution services. The company's services include specialty insurance underwriting and brokerage, enabling retailers to gain access to expanded product offerings and distribution networks dedicated to addressing their small account needs, delivering transactional brokerage expertise, and affording an opportunity to achieve effective real-time consolidation management.	The company, a subsidiary of The Carlyle Group, was acquired by Edgewood Partners Insurance Center, via financial sponsor Oak Hill Capital and ACE & Company, through an LBO on June 19, 2020 for an undisclosed sum. After this transaction, EPIC and JenCap will continue to operate independently while capitalizing on new growth opportunities to expand the strategic and geographic footprint of each firm. Galway will invest in data analytics, technology transformation, reinsurance and innovative risk sharing solutions necessary for the creation of a strategic advantage in a post-COVID-19 environment.
McNerney Management Group	Provider of life and health insurance products to the senior market-based in Columbia, Missouri. Through its two distinct divisions Senior Marketing Specialists and Senior Benefit Services the company assists and educate its agents so they help the clients in making the best possible health insurance, life insurance, and financial decisions.	The company was acquired by Integrity Marketing Group, via its financial sponsors Harvest Partners and HGGC, through an LBO on June 18, 2020 for an undisclosed sum. As part of the acquisition, MMG's four equity owners, Dan McNerney, David McNerney, Bobby Richardson and JoAnn Wray will become owners and partners at Integrity.
Millennium Medical Solutions	Provider of employee benefits consulting services based in Armonk, New York. The company specializes in commercial healthcare, professional employer organizations, and helps clients determine which would be best for their unique business situation.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on June 1, 2020 for an undisclosed sum.
National Agents Alliance	Operator of an insurance marketing organizations. The company recruits life insurance agents across the United States to help select the right products for each situation and each client.	The company was acquired by Integrity Marketing Group, via its financial sponsors Harvest Partners and HGGC, through an LBO on June 30, 2020 for an undisclosed sum. The National Agents Alliance will be able to streamline its business functions by integrating with Integrity Marketing Group's extensive infrastructure and utilizing its platform of resources and services, including human resources, IT, compliance, social media, lead generation and operational areas of support.
National Lloyds	Provider of property and casualty insurance services. The company offers homeowners, flood, property and mobile home insurance and other related services.	The company, a subsidiary of Hilltop Holdings (NYSE: HTH), was acquired by Align General Insurance Agency, via its financial sponsor Bregal Sagemount, through an approximately \$154.1 million LBO on June 30, 2020.

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PagnatoKarp Partners	Operator of a wealth management firm and multi-family office. The company specializes in providing portfolio, tax and wealth and investment planning services to entrepreneurs, wealth creators and high-net-worth families.	The company was acquired by Cresset, via its financial sponsor Caretta Partners, through an LBO on June 17, 2020 for an undisclosed sum.
Rand-Tec Insurance Agency	Provider of insurance brokerage services based in Vernon Hills, Illinois. The company provides auto, home, and personal insurance health insurance, insurance agency, personal insurance, and commercial insurance.	The company was acquired by AssuredPartners, via its financial sponsor GTCR, through an LBO on June 19, 2020 for an undisclosed sum.
Royal Oak Underwriters	Provider of insurance brokerage services based in Richmond, Virginia. The company specializes in property, general liability, professional liability, commercial auto, ocean and inland marine, and personal lines insurance underwriting services.	The company was acquired by Worldwide Facilities, via its financial sponsor Genstar Capital, through an LBO on June 8, 2020, for an undisclosed sum.
Starfire Investment Advisers	Operator of a Registered Investment Advisory (RIA) firm located in Southfield, Michigan. The company provides comprehensive financial planning and fiduciary investment advisory services for clients.	The company was acquired by Creative Planning, via its financial sponsor General Atlantic, through an LBO on June 30, 2020 for an undisclosed sum.
Strategic Underwriting Solutions	Provider of customized stop-loss insurance coverage and consulting solutions for all size employer self-funded plans on a national basis. The company is a medical stop-loss focused managing general underwriter and offers program risk management and product development services to its consulting clients.	The company was acquired by Worldwide Facilities, via its financial sponsor Genstar Capital, through an LBO on June 10, 2020 for an undisclosed sum.
Summers Thompson Lowry	Operator of a full-service insurance brokerage firm headquartered in Raleigh, North Carolina. The company offers property and casualty solutions for commercial and personal clients from various insurance companies.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on June 16, 2020 for an undisclosed sum.

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Sunstar Insurance Group	Operator of insurance agencies. The company's insurance agencies are supported with financial capital, operating resources and strategic oversight in order to provide a wide range of insurance products and services on a localized basis that is well managed by the experience of a larger group, enabling clients domiciled across the United States and in several foreign countries to meet their insurance requirements from a local agency.	The company was acquired by Brown Brothers Harriman Capital Partners through an LBO on June 30, 2020 for an undisclosed sum. As a result of the transaction, the company was recapitalized. The transaction provides Brown Brothers Harriman Capital Partners with additional capital to maintain its current momentum and accelerate long-term growth.
The Clements Agency	Provider of insurance brokerage services based in Tucson, Arizona. The company offers a range of insurance services including life, universal life, disability income rider, annuities, term life, and automotive to its clients.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Hellman & Friedman, AlInvest Partners, and Altas Partners, through an LBO on June 8, 2020 for an undisclosed sum.
Williams and Williams (Smithtown)	Provider of insurance services based in New York, United States. The company offers high-quality insurance and financial products and services to the individual and business marketplace.	The company was acquired by AssuredPartners, via its financial sponsor GTCR, through an LBO on June 9, 2020 for an undisclosed sum.
WTPhelan Insurance	Operator of insurance agency based in Cambridge, Massachusetts. The company specializes in providing life, personal, business insurance services, offering clients with the right solutions to obtain the best insurance coverage to protect the business and personal interest.	The company was acquired by AssuredPartners, via its financial sponsor GTCR, through an LBO on June 26, 2020 for an undisclosed sum.