

Financial Services Deals for January 2021

Company Name	Description	Deal Synopsis
1st Patriot Insurance Services	Provider of insurance services for the trucking companies. The company specializes in auto liability, physical damage, general liability, and motor truck cargo insurance, providing a solution that protects its client's assets and the value of the business.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on January 1, 2021 for an undisclosed sum.
1st Payment Systems	Developer of comprehensive payment programs for associations and Integrated Software Vendors (ISV) in the powersports and healthcare industries. The company has a solution-focused approach to payments that mutually benefit the association and ISV channel partners in its key market segments.	The company was acquired by Pineapple Payments, via its financial sponsors Woodland Management and Providence Strategic Growth, through an LBO on January 15, 2021 for an undisclosed sum.
Assimilate Solutions	Provider of technology-enabled mortgage, title and settlement fulfillment services serving the U.S. residential mortgage industry. The company's service offering includes loan origination, closing and post-closing, loan servicing, secondary market activity, title and settlement support, product development, data intelligence and analytics and other related services supporting a wide range of U.S. mortgage companies across retail, wholesale, TPO, correspondent and consumer direct channels in realizing cost savings and operational efficiencies.	The company was acquired by SitusAMC, via its financial sponsors Public Sector Pension Investment Board and Stone Point Capital, through an LBO on January 25, 2021 for an undisclosed sum.
BAR Financial	Operator of a financial services firm dedicated to helping financial advisors and institutions acquire and retain clients. The company assists with back-office support, advanced planning resources, compliance, client service systems, business growth through systematic marketing programs and access to methods for acquiring other books of business.	The company was acquired by Cetera Financial Group, via its financial sponsor Genstar Capital, through an LBO on January 13, 2021 for an undisclosed sum.
California Contractors Insurance Services	Operator of a licensed construction bond and insurance agency. The company specializes in providing license bonds, workers compensation, contract bonds, permit bonds and general liability insurance for California contractors.	The company was acquired by Integrated Specialty Coverages, via its financial sponsors Sightway Capital and Riverside Credit Solutions, through an LBO on January 14, 2021 for an undisclosed sum.

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CB Insurance (Colorado)	Provider of insurance brokerage services intended for businesses and individuals. The company specializes in offering commercial and personal risk insurance programs and also offers claims advocacy, worker's compensation analysis and risk management services to its clients.	The company, a subsidiary of Central Bankcorporation, was acquired by USI Insurance Services, via its financial sponsors Caisse de dépôt et placement du Québec and Kohlberg Kravis Roberts, through an LBO on January 19, 2021 for an undisclosed sum.
Center Street Securities	Provider of investment and financial services based in Nashville, Tennessee. The company specializes in offering advisory and brokerage services and delivers an extensive range of investment products and securities to investors.	The company was acquired by Arete Wealth Management through an LBO on January 14, 2021 for an undisclosed sum.
Christiansen Insurance Group	Operator of an insurance firm serving aviation, energy, financials, manufacturing, real estate and transportation sectors. The company designs property and casualty insurance programs, manages employee health and benefits plans, structures commercial insurance programs and provides risk management services.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Hellman & Friedman, AlInvest Partners and Altas Partners through an LBO on January 11, 2021 for an undisclosed sum.
CSG Actuarial	Provider of online quoting tools and comprehensive reporting and actuarial consulting to insurance agents. The company's suite of software provides current and future rates for quotes as well as actuarial consulting and keeps one competitive by allowing to quote, research industry documents and analyze market activity with an emphasis on the life and health insurance markets, helping insurance agents and agencies keep up with the ever-changing senior life and health insurance marketplace.	The company was acquired by Integrity Marketing Group, via its financial sponsors Harvest Partners and HGGC, through an LBO on January 26, 2021 for an undisclosed sum. Through the partnership, the company's industry-leading technology and data aggregation tools will enhance Integrity Marketing Group's proprietary technology platform and provide the industry even more transparency on product data, market research and consumer trends at all stages of the insurance enrollment process.
Day, Deadrick & Marshall	Provider of insurance services. The company offers personal insurance, business and commercial insurance as well as financial services to its clients.	The company was acquired by High Street Insurance Partners, via its financial sponsor Huron Capital Partners, through an LBO on January 6, 2021 for an undisclosed sum.

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Disability Management Services	Provider of full-service third-party administrator and consulting firm specializing in the management of individual and group disability products. The company offers risk management, insurance, reinsurance, consulting service, administrative service, underwriting, legal support and others, enabling clients with expert disability risk management and cost-effective administrative services enabled by proprietary systems.	The company was acquired by Davies Group, via its financial sponsors HGGC and Alberta Investment Management, through an LBO on January 7, 2021 for an undisclosed sum. This acquisition will help Davies expand their Life & Health claims capabilities in the US.
Full Cycle Insurance Services	Provider of insurance services based in Tempe, Arizona. The company's products include property, business, personal, event and pet health insurance, enabling clients to purchase insurance easily and at an affordable rate.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on January 12, 2020 for an undisclosed sum.
HTA Financial Services (Wholesale Medicare Business)	Provider of wholesale Medicare contracts to agents in the senior health and life insurance markets.	The Wholesale Medicare business of HTA Financial Services, was acquired by Ritter Insurance Marketing, via its financial sponsor Century Equity Partners, through an LBO on January 20, 2021 for an undisclosed sum.
ITDC Insurance Services	Operator of a cyber liability insurance company dedicated to reducing the potential for loss, litigation, and damaged reputation arising out of the use of the internet and information technology. The company distributes cyber liability, technology errors, omissions and miscellaneous professional liability coverages to help reduce the overall risk profile for critical intangible corporate assets.	The company was acquired by Constellation Affiliated Partners, via its financial sponsor RedBird Capital Partners, through an LBO on January 14, 2021 for an undisclosed sum.
Lipscomb & Pitts Insurance	Operator of an independent insurance firm dedicated to obtaining the broadest coverage at a competitive premium with the carrier. The company provides full-scale commercial and personal insurance, employee benefits, human resources, retirement plans, life and executive compensation services.	The company was acquired by Higginbotham Insurance Group, via its financial sponsor Stone Point Capital, through an LBO on January 7, 2021 for an undisclosed sum.

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Mehner CPAs	Provider of forensic accounting, business litigation and forensic tax services to attorneys and high net worth individuals. The companies provide forensic accounting services including, business valuation, business litigation as well as forensic economic analysis in business, personal injury, wrongful death, employment and marital litigation to its clients.	The companies were acquired by J.S. Held, via its financial sponsor Kelso Private Equity, through an LBO on January 7, 2021 for an undisclosed sum. With this acquisition, J.S. Held has strengthened the companies' ability to provide local financial experts in Southern California for matters related to family law.
Murray Insurance Associates	Provider of insurance management solutions for individuals and businesses. The company offers services including personal, commercial and health insurance, risk and wealth management and employee benefits solutions, providing smart solutions to help its clients to be better prepared and more secured.	The company was acquired by AssuredPartners, via its financial sponsors Apax Partners, GTCR and HarbourVest Partners through an LBO on January 22, 2021 for an undisclosed sum.
NewFocus Financial Group	Operator of an independent, fee-based Registered Investment Advisory (RIA) firm. The company specializes in comprehensive financial planning and investment management services for wealthy individuals and families, business owners, trusts and retirement and pension plans, helping its clients build, maintain and preserve wealth.	The company was acquired by EP Wealth Advisors, via its financial sponsor Berkshire Partners, through an LBO on January 15, 2021 for an undisclosed sum.
Northshore International Insurance Services	Provider of consultancy services intended for the insurance and reinsurance market. The company offers audit, claims management and subrogation management to organizations in the accident and health, property and casualty insurers and reinsurers, employers, governmental entities and other risk assumption vehicles.	The company was acquired by Davies Group, via its financial sponsors HGGC and Alberta Investment Management, through an LBO on January 4, 2021 for an undisclosed sum.
Premier Northwest Insurance	Operator of a full-service independent insurance agency in Oregon. The company offers homeowners, auto, farm, business and life and health insurance.	The company was acquired by High Street Insurance Partners, via its financial sponsor Huron Capital Partners, through an LBO on January 6, 2021 for an undisclosed sum.

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Quick Insured Brokerage	Operator of an independent wholesale brokerage agency. The company focuses on providing personal agent service to those selling to the individual health and life markets offering a contract lineup that includes Medicare advantage, d-snp, part d prescription drug plan, Medicare supplement, hospital indemnity, cancer, dental, vision, aca, short-term care, life, annuities, and final expense insurance plan thus provides agencies by offering carriers and products which enable the adequate time needed to focus on growth and service.	The company was acquired by Ritter Insurance Marketing, via its financial sponsor Century Equity Partners, through an LBO on January 26, 2021 for an undisclosed sum. The acquisition expands Ritter's growing presence in Ohio, Georgia and Indiana, where QIB has local offices.
Riteway Insurance	Provider of insurance brokerage services. The company specializes in home and condo insurance, auto insurance, flood insurance, recreational vehicle and business insurance.	The company was acquired by Confie Seguros, via its financial sponsors ABRY Partners, Apollo Investment, GoldPoint Partners, HarbourVest Partners and Onex Falcon, through an LBO on January 13, 2021 for an undisclosed sum.
Stafford Financial Consulting Group	Operator of a fee-based Benefits Consulting Practice in Wisconsin forming and growing investment advisory and asset protection for its clients. The company offers independent, objective, and confidential strategic planning and employee benefit advisory services while providing its expertise to guide businesses in important benefit decisions such as employer benefit programs, 401(k), SCA, and health care compliance.	The company was acquired by AssuredPartners, via its financial sponsors Apax Partners, GTCR and HarbourVest Partners, through an LBO on January 5, 2021 for an undisclosed sum.
True and Associates	Provider of insurance services for various industries including hospitality and restaurants, energy, food and beverage, healthcare and technology. The company offers insurance services including commercial, personal, life and health insurance and surety programs, enabling clients with cost-effective risk management solutions to minimize their exposure to financial loss.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on January 8, 2021 for an undisclosed sum.

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TSL Engineered Products	Operator of a holding company with businesses in the manufacturing sector. The company through its subsidiaries manufactures value-added products serving customers in the semiconductor packaging and process industries.	The company was acquired by Tincum through an LBO on January 12, 2021 for an undisclosed sum.
Voya Financial (Life In-force Business)	Provider of life insurance and legacy non-retirement annuities services based in New York.	The individual life in-force business of Voya Financial was acquired by Resolution Life, via its financial sponsors Temasek Holdings, JPMorgan Chase, Helix Equities, Kohlberg Kravis Roberts and Universities Superannuation Scheme, through a \$1.5 billion LBO on January 4, 2021. The business includes Security Life of Denver Insurance Company, Midwestern United Life Insurance Company and certain other affiliates, as well as the reinsurance of Voya Financial's remaining in-force individual life and annuity blocks. The transaction provides Resolution Life with a strong platform to capitalize on future growth opportunities in the US market and diversify its risk profile against the Resolution Australasia and Resolution Re liabilities.
Wilshire Associates	Provider of financial services and investment management services based in Santa Monica, California. The company specializes in integrated asset/liability modelling technique, as well as risk management and portfolio optimization model, investment solutions, consulting services and multi-asset analytics provide investment services to public and corporate defined benefit and defined contribution pension funds, endowments, foundations, healthcare and insurance companies.	The company was acquired by CC Capital and Motive Partners through an LBO on January 13, 2021 for an undisclosed sum.

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Xdimensional Technologies	Provider of internet insurance agency management services intended to connect agents, carriers, brokers, and policyholders. The company offers contact management, sales force automation, advanced workflow, standard (property and casualty, life and health, benefits) and custom lines of business, policy life cycle management, CRM, and multi-office accounting and reporting, enabling businesses to drive business production, customer service, and business management.	The company was acquired by Serent Capital through an LBO on December 29, 2020 for an undisclosed sum. PNC Bank provided undisclosed of recurring revenue loan in support of this transaction.