

Financial Services Deals for March 2021

Company Name	Description	Deal Synopsis
Adams Insurance Agency	Provider of commercial and home insurance services based in Maryland, United States. The company provides commercial auto insurance, commercial property insurance, commercial umbrella insurance, workers compensation, farm insurance, contractors insurance and craft brewery insurance.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on March 16, 2021 for an undisclosed sum.
ARMC Financial Services	Provider of revenue cycle management services intended for the healthcare sector. The company offers denials management to hospitals, health systems and physician groups, helping them collect revenue that is improperly denied by insurance carriers and thereby minimizing write-offs.	The company was acquired by Revco Solutions, via its financial sponsors Longshore Capital Partners and Spring Bridge Partners, through an LBO on March 1, 2021. for an undisclosed sum.
Columbia Pacific Finance	Provider of premium finance loans intended for personal and commercial property as well as casualty insurance coverage. The company offers insurance premium financing through insurance agencies, general agents and insurance companies, enabling clients to finance their premiums over the course of the policy term with no credit checks or additional collateral.	The company was acquired by K2 Insurance Services, via its financial sponsor Lee Equity Partners, through an LBO on March 15, 2021 for an undisclosed sum.
Commonwealth Insurance Company of America	Operator of a domiciled admitted insurance carrier based in Manchester, New Hampshire.	The company, a subsidiary of Brit, was acquired by Accelerant Holdings, via its financial sponsor Altamont Capital Partners, through an LBO on March 8, 2021 for an undisclosed sum. This acquisition enables Accelerant Holdings to serve its members across both non-admitted and admitted market segments.
Copeland Insurance Group	Provider of Medicare coverage plans intended to help families, businesses and individuals get the insurance benefits they are eligible for. The company deals with specialized Medicare issues including access to Medicare advantage, Medicare prescription drug plans, Medicare supplement insurance products and distributes a wide range of life, health and property-casualty insurance products to the customers.	The company was acquired by Integrity Marketing Group, via its financial sponsors HGGC and Harvest Partners, through an LBO on March 9, 2021 for an undisclosed sum.

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Davis Trachtenberg	Provider of commercial and personal insurance services intended to protect the property and resources of the people, families and businesses. The company provides commercial, risk management services, personal insurance and employee benefits insurance services.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Hellman & Friedman, Alpinvest Partners and Altas Partners, through an LBO on March 8, 2021 for an undisclosed sum.
Epstein & White Financial	Provider of wealth management services to mass affluent and high net worth clients. The company specializes in offering a range of services including asset protection, legacy planning, social security, retirement income management and 401k rollovers, committed to helping the clients to meet their financial goals.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital, through an LBO on March 10, 2021 for an undisclosed sum.
Florida Casualty Insurance Company	Provider of insurance services based in Bradenton, Florida. The company's insurance services offer worker's compensation and other related services with an efficient low-cost infrastructure, enabling small and rural customers to get access to insurance services that were previously unavailable to them.	The company was acquired by Applied Underwriters, via its financial sponsor Quadrant Management, through an LBO on March 15, 2021 for an undisclosed sum. The acquisition will strengthen Applied Underwriters' reach in Florida and 40 additional states.
Genesis Capital Finance	Provider of commercial loans to independent owner-operators in the long-haul trucking industry. The company specializes in accounts receivable finance, providing critical working capital lines of credit for small to medium-sized businesses, regardless of their credit history, providing new and otherwise non-bankable clients with the necessary financing to grow.	The company was acquired by Fourshore Partners through an LBO on March 12, 2021 for an undisclosed sum.
Group Insurance (Louisiana)	Provider of insurance brokerage, employee benefits and consulting services to individuals, groups and institutions. The company specializes in offering a range of coverage that includes health, life, disability, dental, vision, final expense, accident and various other ancillary products, committed to presenting plan alternatives that meet client benefits and budgetary needs and requirements.	The company was acquired by Alliant Insurance Services, via its financial sponsors Apollo Investment, Public Sector Pension Investment Board, Auburn Hill Capital and Stone Point Capital, through an LBO on March 2, 2021 for an undisclosed sum.

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Incentive Systems	Provider of employee benefit consulting services intended for local and regional employers. The company offers SMI benefits advisory, alternative funding, HRIS solutions, compliance guidance and claim support services, helping clients maximize the value of their health, life disability and voluntary programs.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Hellman & Friedman, Alpinvest Partners and Altas Partners, through an LBO on March 5, 2021 for an undisclosed sum.
InSource Insurance Agency	Provider of insurance brokerage services designed to match customers with the right insurance coverage for their needs. The company offers coverage for personal lines, group benefits, group health insurance, professional liability, general liability, directors and officers insurance, as well as renters, contractors, business, life and property insurance.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on March 9, 2021 for an undisclosed sum.
Juban Insurance Group	Provider of insurance brokerage services. The company specializes in offering a range of insurance coverage including life, group life, business and disability, committed to delivering a cost-effective package of employee benefits that will provide the coverage options your employees want as well as the service you'll need to maximize this investment.	The company was acquired by Hub International, via its financial sponsors Hellman & Friedman, Alpinvest Partners, Altas Partners and HarbourVest Partners, through an LBO on March 9, 2021 for an undisclosed sum.
MAGIS Financial Partners	Operator of a financial planning and investment advisory firm intended to serve high net-worth individuals, corporations and businesses. The company provides financial planning services, portfolio management and pension consulting services, helping clients achieve their financial objectives.	The company, a subsidiary of Ascensus, was acquired by Cetera Financial Group, via its financial sponsor Genstar Capital, through an LBO on March 1, 2021 for an undisclosed sum.
McGhee Insurance NWA	Provider of insurance services for individuals as well as businesses. The company offers a range of services including home insurance, vehicle insurance and business insurance to clients.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on March 10, 2021 for an undisclosed sum.

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Parks Insurance Group	Provider of insurance advisory services intended for individuals and businesses in North Carolina. The company specializes in auto, home, jewelry and life insurance, providing customized coverage to help clients mitigate risks.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on March 17, 2021 for an undisclosed sum.
Rice Insurance Services Company	Provider of insurance brokerage services to the real estate industry. The company specializes in mandated real estate errors and omissions insurance policies and also offers firm excess and tail coverage, enabling clients to meet regulatory requirements.	The company was acquired by AssuredPartners, via its financial sponsors GTCR and HarbourVest Partners, through an LBO on March 14, 2021 for an undisclosed sum.
SIAA	Provider of insurance brokerage services based in Hampton, New Hampshire. The company through traditional and alternative market channels serving insurance consumers with different insurance policy options, helping in creating, retention and growth of independent insurance agency distribution system.	The company was acquired by Odyssey Investment Partners and its management through an LBO on March 29, 2021 for an undisclosed sum.
Specialized Insurance Services Agency	Provider of professional liability insurance services intended for professionals like doctors, dentists and lawyers. The company offers protection covers such as employment practices liability, directors & officer's, cyber & regulatory affairs and worker's compensation, helping high-net-worth individuals, business owners and professionals assess their risks on the personal insurance spectrum and offers custom solutions designed with higher limits, the specialized art and jewelry coverages, world travel protection and collector's coverage.	The company was acquired by Alera Group, via its financial sponsors Genstar Capital and The Carlyle Group, through an LBO on March 18, 2021 for an undisclosed sum.
Specialty Insurance Solutions	Provider of insurance services intended for schools. The company offers specialty insurance programs covering student health as well as athletic and other accidents, enabling clients to be compliant and protected on budget.	The company was acquired by Risk Strategies Company, via its financial sponsors HarbourVest Partners and Kelso Private Equity, through an LBO on March 30, 2021 for an undisclosed sum. The acquisition will enable Risk Strategies Company to grow and continue to expand the offerings of their national student health practice.

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The Joseph A. Glynn Insurance Agency	Operator of an insurance agency based in Waltham, Massachusetts. The company offers a variety of insurance including auto (car), home, life, disability, health, umbrella, boats and business insurance.	The company was acquired by AssuredPartners, via its financial sponsors HarbourVest Partners and GTCR through an LBO on March 22, 2021 for an undisclosed sum.
The Littleton Group	Provider of insurance claim services in Texas. The company provides services in the fields of third party administration, independent claims and catastrophe services as well as temporary and project staffing to insurance carriers, managing general agents, off-shore & stateside captives.	The company was acquired by Davies Group, via its financial sponsors Alberta Investment Management and HGGC, through an LBO on March 9, 2021 for an undisclosed sum.
UniversalCIS	Provider of credit data and related origination services to the mortgage industry. The company offers a technology platform that provides credit reporting, income and property verification, identity and fraud detection as well as appraisal management services to clients including banks, non-bank mortgage lenders, credit unions and mortgage brokers, enabling them to mitigate risk, close loans faster, overcome underwriting challenges and save on costs.	The company was acquired by Lovell Minnick Partners through an LBO on March 16, 2021 for an undisclosed sum. The funds will be used for the continued growth of the company and for future acquisition purposes.
Wall Street Insurance	Operator of an independent insurance agency based in Edwards, Colorado. The company offers a wide range of products including home and contents insurance, vehicle Insurance, aircraft Insurance along with business solutions such as property and casualty, business auto, business aircraft, specialty programs and coverages and workers compensation, helping clients create insurance portfolios that are individually tailored to their needs.	The company was acquired by High Street Insurance Partners, via its financial sponsor Huron Capital, through an LBO on March 30, 2021 for an undisclosed sum. The acquisition of the company will help High Street Insurance Partners in its ongoing geographic insurance agency expansion and in enforcing its specialty market strategy.