

## Financial Services Deals for April 2022

Company Name	Description	Deal Synopsis
401(k) Advisors	Provider of investment advisory services intended to offer an investment plan. The company offers advisory for retirement, investment, tax and insurance, ensuring financial independence for companies.	The company was acquired by Hub International via its financial sponsors Alpinvest Partners, Altas Partners, HarbourVest Partners, Hellman & Friedman and Alaska Permanent Fund through an LBO on April 6, 2022 for an undisclosed amount.
Advisor Brokerage Services	Operator of insurance brokerage and risk management consulting firm serving alternative asset management firms. The company offers specialized insurance coverages, comprehensive insurance services for portfolio investments, support for smaller placements, private client services, internal and external diligence and request for proposal (RFP) consulting for portfolio companies and subsidiaries, providing cost-effective coverage and risk management strategies.	The company was acquired by Risk Strategies Company, via its financial sponsors HarbourVest Partners and Kelso Private Equity, through an LBO on April 21, 2022 for an undisclosed amount. The acquisition expands Risk Strategies Company's presence in Texas and specialty expertise in private equity space.
Alscott Surety	Provider of surety support services intended for the construction industry. The company provides bond support services, therefore bridging the gap between the construction world and the surety world.	The company was acquired by AssuredPartners, via its financial sponsors HarbourVest Partners, Apax Partners and GTCR, through an LBO on April 25, 2022 for an undisclosed amount.
Ameriway Insurance Company	Provider of insurance brokerage services located in Fernandina Beach, Florida. The company offers a variety of insurance which include business, personal, auto, home and life insurance, enabling clients to reduce risk and meet their insurance needs.	The company was acquired by King Insurance, via its financial sponsor BHMS Investments, through an LBO on April 14, 2022 for an undisclosed amount.
Attorneys' Title Guaranty Fund	Provider of title insurance underwriting services intended for lenders and homebuyers. The company offers commercial title services, escrow services, legal services, lawyer advocacy as well as plaintiff foreclosures, catering to all the real estate insurance-related requirements of its clients from a single source and at competitive prices.	The company was acquired by Guaranteed Rate, via its financial sponsor Thomas H. Lee Partners, through an LBO on April 4, 2022 for an undisclosed amount. The acquisition will enable an even more seamless experience for consumers in new markets, expand the lawyer-centric model and bolster Guaranteed Rate's continued expansion into a broader range of financial services.

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Avenue Advisors	Provider of financial advisory services tailored to your personal situation using a consultative and collaborative approach. . The company offers investment management and financial planning services, achieve greater control over your financial life and future as you move towards realizing your dreams, goals and objectives.	The company was acquired by The Mather Group, via its financial sponsor Vistria Group, through an LBO on April 14, 2022 for an undisclosed amount.
Benefits 7	Provider of insurance brokerage and consulting services intended to develop a plan with the best coverage and funding model for your employees. The company specializes in offering employee benefits advisors for employer group health plans as well as dental, vision, life and disability products for large employer clients, including school corporations, manufacturers, trucking companies, staffing firms, hospitals and governmental organizations.	The company 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 April 18, 2022 for an undisclosed amount. The acquisition will enable the company to strengthen its ability to help employers optimize their benefit plans by offering access to USI Insurance Services' expanded suite of industry-leading solutions and expertise.
BRK Insurance Group	Provider of employee benefits and commercial lines insurance services throughout Louisiana. The company offers undisclosed products and services.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on April 5, 2022 for an undisclosed amount.
Brooks McCall & Associates	Operator of an insurance agency focused on providing personal insurance products to clients in Delaware and the surrounding areas. The company offers auto, home, boat, flood, homeowners, life and business insurance products to clients, ensuring affordable insurance rates for them and their families.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on April 6, 2022 for an undisclosed amount. The transaction adds to Relation's presence in the Northeast and further expands the Relation Select platform.

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Carpe Data	Developer of predictive scoring and data products platform designed to provide a holistic view of the risk associated with different insurance policies. The company leverages proprietary algorithms and artificial intelligence to harness the power of emerging and alternative data for insurance carriers to enhance many aspects of the insurance life cycle, including underwriting, claims and book assessment, enabling insurers to gain a deeper insight into risks and enhancing all facets of the insurance lifecycle.	The company was acquired by Thomas H. Lee Partners through an LBO on April 2, 2022 for an undisclosed amount.
Celtic Capital	Provider of asset-based financing services intended for manufacturers, wholesalers, distributors and service providers. The company offers working capital such as accounts receivable and inventory financing, equipment refinancing capital expenditures to fund growth, expand into new markets, increase buying power and take advantage of vendor discounts and rebates, enabling clients to obtain the financing they need to stay competitive in the business world.	The company was acquired by Fourshore Partners through an LBO on April 29, 2022 for an undisclosed amount.
Chun-Ha Insurance Services	Provider of insurance services dedicated to promoting the healthy growth of the Korean-American community. The company offers comprehensive insurance services including commercial and personal insurance and employee benefits services, ensuring to serve their clients' needs.	The company, a subsidiary of Chunha Holding, was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, AlInvest Partners, Hellman & Friedman and Altas Partners, through an LBO on April 4, 2022 for an undisclosed amount.
Coulston Financial Services	Provider of investment management services intended for high-net-worth clients. The company offers financial planning, investment management and related services to clients.	The company was acquired by EP Wealth Advisors via its financial sponsor Berkshire Partners, through an LBO on April 22, 2022 for an undisclosed amount. The acquisition will enable expansion for EP Wealth Advisors in California's Bay Area.

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Direct Payments Consultants	Operator of sales organization based in Mars, Pennsylvania. The company offers an experience that can be trusted, industry-leading customer support and funds transferred to your bank account within 48 hours, enabling clients with safe and secure transactions.	The company was acquired by Choice Merchant Solutions, via its financial sponsor Nexa Equity, through an LBO on April 26, 2022 for an undisclosed amount.
Don Jacobs Insurance Services	Operator of an insurance agency intended to serve central Pennsylvania and the surrounding areas. The company offers a comprehensive suite of solutions including personal insurance, business insurance, agri-business insurance, employee benefits and life insurance, enabling clients to protect and secure their business and life from unexpected risks.	The company was acquired by AssuredPartners, via its financial sponsors HarbourVest Partners, Apax Partners and GTCR, through an LBO on April 15, 2022 for an undisclosed amount.
ERM Insurance Brokers	Operator of an insurance broking firm based in Santa Ana, California. The company specializes in hospitality, construction, manufacturing, woodworking, cyber as well as retail and wholesale insurance, thereby helping clients figure out which policies would benefit their company the most by comparison at an affordable price.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on April 7, 2022 for an undisclosed amount.
EVO Insurance Services	Provider of insurance broking services based in Chico, California. The company specializes in business and personal insurance services and offers fully insured benefit programs, alternative funding strategies, disability and income protection, executive benefit programs, concierge-style service and resource platforms, enabling clients to get much more value out of their insurance programs.	The company was acquired by Hub International, via its financial sponsors Hellman & Friedman and Altas Partners, through an LBO on April 12, 2022 for an undisclosed amount.
Farmington Insurance Agency	Operator of insurance agency based in Harrisburg, Pennsylvania. The company specializes in home and auto insurance and provides a comparison between different insurance products, enabling clients to choose the right insurance.	The company was acquired by Keystone Agency Partners, via its financial sponsor Bain Capital Credit, through an LBO on April 28, 2022 for an undisclosed amount.

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First Equity Card	Provider of commercial card services focused on building and rebuilding credit. The company offers a wide range of card programs and credit lines based on a refundable security deposit instead of a credit score, helping consumers establish credit records with the major consumer credit bureaus.	The company was acquired by Vervent, via its financial sponsor Stone Point Capital, through an LBO on April 4, 2022 for an undisclosed amount. The company's addition to Vervent's strong, tech-forward and effective business model will continue to position the company for future success and bolster the company's accelerated growth trajectory.
Guy Hurley Insurance & Surety Services	Provider of insurance & surety services intended for both personal and industrial clients. The company has industry expertise in auto dealers, contractors, landlord liability, manufacturing insurance, restaurant, real-estate and transportation insurance and provides responsive surety bond services along with other commercial and personal insurance services.	The company was acquired by Keystone Agency Partners, via its financial sponsors Bain Capital Credit and Keystone Insurers Group, through an LBO on April 28, 2022 for an undisclosed amount.
Heritage Way Advisors	Provider of wealth and asset management consulting services intended to serve high net worth (HNW) individuals, foundations and business institutions. The company specializes in investment management, asset allocation, wealth transfer planning and estate planning among other wealth management services, thereby helping the clients by offering a clear, customized plan to maximize their wealth.	The company was acquired by Creative Planning, via its financial sponsor General Atlantic, through an LBO on April 8, 2022 for an undisclosed amount.
Hornor, Townsend & Kent	Provider of broker-dealer and investment advisory services intended to serve independent financial professionals (FPs) across the United States. The company offers comprehensive solutions for financial protection and wealth management, enabling clients with personalized investment planning needs.	The company, a subsidiary of The Penn Mutual Life Insurance Company, was acquired by IMS Expert Services, via its financial sponsors Trinity Hunt Partners and Aureus Capital, through an LBO on April 1, 2022.

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J. Stine Agency	Operator of an insurance agency based in Little Silver, New Jersey. The company offers a wide range of insurance products including flood, home, life, auto, boat, business, health and other insurance, providing clients insurance coverage and the right protection they need.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on April 1, 2022 for an undisclosed amount.
JAG Insurance Group	Operator of an insurance agency based in Coral Gables, Florida. The company offers insurance, consulting services, research and risk management, thereby enabling its clients in the hospitality, non-profit and real estate industries to protect the things they cannot put a price on.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, AlInvest Partners and Atlas Partners, through an LBO on April 5, 2022 for an undisclosed amount.
Keystone Wealth Partners	Operator of wealth management firm located in Chandler, Arizona. The company specializes in tax planning, real estate planning and management of financial and non-financial assets, thereby serves individuals, families, trusts and corporates to manage their financial life in a holistic way.	The company was acquired by Creative Planning, via its financial sponsor General Atlantic, through an LBO on April 12, 2022 for an undisclosed amount. With the latest acquisition, Creative Planning advises on over \$225 billion in assets across all 50 states and 65 countries with continued plans for growth throughout 2022.
Lyon Fry Cadden Insurance	Operator of an insurance agency based in Mobile, Alabama. The company's offerings include commercial insurance, personal insurance and surety bonds, providing ongoing, personal attention to clients and serving their insurance needs.	The company was acquired by Higginbotham Insurance Group, via its financial sponsor Stone Point Capital, through an LBO on April 19, 2022 for an undisclosed amount. The acquisition helps the company gain the ability to now offer employee benefits, HR services and additional specialty services capabilities by drawing on Higginbotham's broad competencies, enhancing its ability to provide the best customer support in the area.
Marketing Management Associates	Operator of full-service insurance agency based in Landover, Maryland. The company offers commercial and personal insurance, enabling clients with affordable insurance.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, AlInvest Partners and Atlas Partners through an LBO on April 8, 2022 for an undisclosed amount. The transaction allows Marketing Management Associates with access to Hub's distinctive resources, including claims and risk management and digital marketing to continue growing their business and expanding their offerings to clients.

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Newport Group (Walnut Creek)	Provider of retirement plans, insurance and consulting services based in Walnut Creek, California. The company offers recordkeeping, plan administration, trust and custody, consulting, fiduciary consulting, insurance and brokerage services, helping employers and the advisors who serve them prepare employees for a more financially secure retirement.	The company was acquired by Ascensus, via its financial sponsors ACE & Company, Aquiline Capital Partners, Genstar Capital, Stone Point Capital and Government of Singapore Investment Corporation (GIC), through an LBO on April 8, 2022 for an undisclosed amount. The acquisition will benefit the company's clients by providing them with greater access to unique tax-advantaged savings solutions across retirement, education and health.
Paige & Campbell	Provider of insurance services intended to serve residents of Vermont. The company offers personal insurance, business insurance and bonds, thereby helping clients to manage their claims and get a suitable coverage policy.	The company was acquired by The Hilb Group, via its financial sponsor The Carlyle Group, through an LBO on April 20, 2022 for an undisclosed amount.
Prudential Annuities Life Assurance Corporation	Provider of annuity insurance services based in Shelton, Connecticut. The company offers long-term savings and retirement products along with variable and fixed deferred and immediate annuities for individuals and groups, enabling them to continue gaining income after retirement, for the duration of their lifetime.	The company, a subsidiary of Prudential Financial, was acquired by Fortitude Re, via its financial sponsor The Carlyle Group, through a \$2.2 billion LBO on April 1, 2022. The transaction primarily consists of non-New York traditional variable annuities with guaranteed living benefits that were issued prior to 2011, which constitute approximately \$31 billion and the total transaction value includes the purchase price plus a capital release to Prudential Financial and an expected tax benefit.
Rabon Insurance Agency	Operator of an insurance agency based in Monroe, North Carolina. The company offers Accident Insurance, Auto Insurance as well as business and commercial insurance, enabling clients to receive different coverage options as per their pricing requirements.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on April 26, 2022 for an undisclosed amount.
Resource Management (Metairie)	Operator of a wealth management firm intended to serve private individuals, families, trusts and companies across the United States. The company specializes in financial planning, family enterprise advising, asset management, estate, tax, investment and family enterprise issues, thereby enabling customers to meet their short-and long-term financial goals.	The company was acquired by Creative Planning, via its financial sponsor General Atlantic, through an LBO on April 5, 2022 for an undisclosed amount.

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Rogue Risk	Provider of insurance service intended for small businesses. The company provides business insurance, commercial auto insurance, general liability insurance and worker's compensation insurance, enabling customers to protect their businesses from future uncertainties and risks.	The company was acquired by SIAA, via its financial sponsor Odyssey Investment Partners, through an LBO on April 20, 2022 for an undisclosed amount.
RoseRyan	Provider of financial and accounting consulting services intended to deliver tailored advisory expertise to solve the challenges. The company specializes in offering a range of services including personalized outsourcing, on-demand and full-stack solutions, services and scalable support at every stage of the organization's life cycle, helping the clients transform their performance and accelerate their progress.	The company was acquired by ZRG Partners, via its financial sponsor RFE Investment Partners, through an LBO on April 4, 2022 for an undisclosed amount. The addition substantially expands ZRG's consulting capabilities, adding to their West Coast presence and breadth of solutions for their clients.
The Mather Group	Operator of a wealth management firm intended to serve high-net-worth individuals. The company provides tax planning, investment strategy formulations, estate planning, risk management, retirement preparation and other related services, enabling clients to plan their retirement, reduce tax liabilities, generate a return on investment and make informed decisions.	The company received an undisclosed amount of development capital from Vistria Group on April 6, 2022. The company was recapitalized through this transaction. The transaction will enable the company with continued growth, both organically and through additional acquisitions.
Treloar & Heisel	Provider of insurance and financial services focused on serving the medical and dental industry. The company offers services including life & disability insurance, property and casualty insurance, wealth management and financial planning, intended to educate, prepare and protect clients with a comprehensive suite of wealth management and insurance products, customized to their needs.	The company was acquired by Edgewood Partners Insurance Center, via its financial sponsors Harvest Partners, The Carlyle Group and Oak Hill Capital, through an LBO on April 6, 2022 for an undisclosed amount. The strategic decision expands the offerings of financial planning and insurance services to medical and dental professionals.
Yarborough Insurance Agency	Operator of insurance agency based in Columbia, South Carolina The company specializes in home and auto insurance and provides a comparison between different insurance products, enabling clients to choose the right insurance.	The company, a subsidiary of Nationwide Insurance Company of America, was acquired by Relation Insurance Services via its financial sponsor Aquiline Capital Partners, through an LBO on April 13, 2022 for an undisclosed amount.