

Financial Services Deals for October 2022

Company Name	Description	Deal Synopsis
Advisory Businesses Of Quintes	Provider of investment advisory based in California, United States. The company provides innovative and cost-effective retirement planning and wealth management services, enabling customers to protect themselves from future uncertainties and risks.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, Northleaf Capital Partners, AlInvest Partners and Altas Partners, through an LBO on October 6, 2022 for an undisclosed amount.
Aquarius Capital	Operator of an actuarial firm with expertise in health care benefits, employee and retirement benefits. The company provides actuarial consulting solutions in finance, insurance and risk management for a wide range of client types including insurance companies, financial institutions, reinsurers, managed care companies, health care providers and government entities.	The company was acquired by Risk Strategies Company, via its financial sponsors HarbourVest Partners and Kelso Private Equity, through an LBO on October 26, 2022 for an undisclosed amount.
Beach Cities Insurance Services	Provider of insurance coverage service intended to address all types of insurance situations for a wide variety of carriers and clients. The company offers general, pollution and professional liability, workers' compensation, commercial auto and property, bonds, inland marine, Umbrellas, annuities and life and life settlements for construction accounts, homebuilders, artisans, manufacturers, restaurants and social service providers.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on October 5, 2022 for an undisclosed amount. The acquisition continues Inszone Insurance Services' rapid growth within its home state of California, as the company continues to broaden its national footprint and continues its steady growth trajectory.
Cedar Financial Advisors	Operator of an investment adviser firm intended to serve retail investors. The company offers financial planning, wealth management, portfolio management, periodic advice, tax planning, risk management, retirement planning, education funding and cash flow management services, enabling clients to enhance business and create value for their investments.	The company was acquired by The Mather Group, via its financial sponsor Vistria Group, through an LBO on October 1, 2022 for an undisclosed amount.

Financial Services Deals for October 2022

Company Name	Description	Deal Synopsis
Circle Insurance Agency	Operator of an insurance agency intended to provide coverage in personal and commercial lines. The company offers auto insurance, homeowners insurance, recreational insurance and other commercial insurance, thereby enabling customers with coverage policies at a competitive price to protect and insure their personal assets.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on October 1, 2022 for an undisclosed amount.
Clinard Insurance Group	Provider of insurance services catering to people across North Carolina. The company offers a variety of specialty policies and insurance programs as well as provides both personal and commercial products to its customers in the professional and commercial insurance industry along with financial services and personal and business insurance, helping its clients to select health insurance that fits their needs.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on October 1, 2022 for an undisclosed amount.
Crum & Forster Pet Insurance Group	Provider of pet health insurance services committed to helping people get access to reliable pet insurance plans. The company's flexible insurance solutions cover accidents, illnesses and preventive care for cats and dogs, thereby enabling pet parents to customize affordable insurance plans based on individual needs, including coverage levels, policy limits and deductibles.	The company, a subsidiary of Crum & Forster, was acquired by Independence Pet Group, via its financial sponsor JAB Holding Company, through an LBO on October 31, 2022 for an undisclosed amount.
DUAL North America (Middle Market Management Liability Practice)	Operator of a middle market management liability business intended to offer admitted programs for both for-profit and not-for-profit entities. The company portfolio includes director's and officer's liability, employment practices liability, fiduciary liability and crime coverage.	The company, a subsidiary of DUAL North America, was acquired by AmTrust Financial Services, via its financial sponsor Stone Point Capital, Enstar Group and Madison Dearborn Partners, through an LBO on October 24, 2022 for an undisclosed amount. The addition of this middle market team and portfolio is a definite enhancement to AmTrust Financial Services' presence in the private management liability space.
Florida Assurers	Operator of a insurance agency based in Miami Beach, Florida. The company offers commercial, employee benefits and personal lines insurance, enabling clients to reduce risk meet their insurance needs at competitive costs.	The company was acquired by King Insurance, via its financial sponsor BHMS Investments, through an LBO on October 13, 2022 for an undisclosed amount.

Financial Services Deals for October 2022

Company Name	Description	Deal Synopsis
GHC Associates	Operator of a brokerage firm serving small to mid-sized businesses. The company provides hands-on group benefits brokerage firm currently serving small to mid-sized businesses in various industries with the largest being in information technology and finance, thereby helping business owners sort through the complexities of healthcare reform, employee benefit options and HR concerns, keeping them compliant and productive.	The company was acquired by OneDigital, via its financial sponsors New Mountain Capital and Onex, through an LBO on October 13, 2022 for an undisclosed amount.
Guide Insurance Services	Operator of an insurance agency based in Lynden, Washington. The company provides home, auto, business, life, agriculture, restaurant and personal insurance services, enabling customers to protect themselves from future uncertainties and risks.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, AlInvest Partners, Northleaf Capital Partners and Altas Partners, through an LBO on October 5, 2022 for an undisclosed amount.
Haylor, Freyer & Coon	Provider of insurance and risk management services intended for commercial business, transportation, government, education, manufactured housing dealers and communities. The company's range of services specializes in construction, transportation, municipalities, school districts, employee benefits, real estate, life, auto and home insurance, thereby advising the clients on all aspects of mitigating risk.	The company was acquired by Alera Group, via its financial sponsors Flexpoint Ford, Genstar Capital, Maranon Capital and The Carlyle Group, through an LBO on October 1, 2022 for an undisclosed amount.
HealthWorks	Operator of an insurance advisory and brokerage firm focusing primarily on Medicare recipients. The company utilizes various proprietary insurance technologies, thereby enabling customers to select an insurance plan as per their unique needs.	The company was acquired by OneDigital, via its financial sponsors Onex and New Mountain Capital, through an LBO on October 6, 2022 for an undisclosed amount. The acquisition reshapes the boundaries of OneDigital's individual-facing solution to help cover employees from the day they are hired through retirement.
Herrmann & Cooke Wealth Management	Provider of financial planning services based in Danville, California. The company offers financial planning, retirement planning, investment management, estate planning and other financial services with the support of experienced financial advisors, enabling clients to achieve financial goals and get a clear plan with less risk.	The company was acquired by Edelman Financial Services through an LBO on October 5, 2022 for an undisclosed amount.

Financial Services Deals for October 2022

Company Name	Description	Deal Synopsis
Infuse Insurance	Provider of insurance services across West Virginia and Virginia. The company's range of services includes a comprehensive suite of home, auto, renters, off-road vehicle, earthquake, business, general liability and commercial umbrella insurance, thereby striving to provide a true, concierge client experience and protecting the clients from the unexpected and planning for the predictable future.	The company was acquired by PCF Insurance Services, via its financial sponsor Owl Rock Capital Corporation BDC, through an LBO on October 11, 2022 for an undisclosed amount.
Lawrence Victoria	Provider of lender-placed insurance services intended to serve banks, thrifts, credit unions, mortgage loan servicers and investors. The company offers insurance tracking and blanket insurance that protect all loan types, collateral types, coverage types and lien positions, enabling clients to improve compliance protection so they can concentrate on their core business.	The company was acquired by PCF Insurance Services, via its financial sponsor Owl Rock Capital Corporation BDC, through an LBO on October 4, 2022 for an undisclosed amount.
Murray Insurance Agency	Provider of insurance services across Florida. The company offers health, Medicare, group and employee benefits as well as life insurance, enabling customers to reduce risk and meet their individual and family coverage needs at competitive costs.	The company was acquired by Alera Group, via its financial sponsors Flexpoint Ford, Genstar Capital, Maranon Capital and The Carlyle Group, through an LBO on October 19, 2022 for an undisclosed amount.
Oak Hill Capital	Operator of private investment firm intended to partner with entrepreneurs, management teams and corporations. The company focuses on investing in firms operating in the financial services, distribution and consumer services sectors, thereby providing expertise to their clients to maximize value creation.	Jefferies Financial Group sold a stake in the company to Wafra on October 3, 2022.

Financial Services Deals for October 2022

Company Name	Description	Deal Synopsis
PPA	Provider of investment advisory and retirement plan consulting services intended for public and private companies as well as non-profit organizations. The company specializes in offering plan benchmarking, investment planning, participant services and vendor solutions to support sponsors of retirement plans, including 401(k), 403(b) and defined benefit plans, thereby enabling clients to improve outcomes and lower costs.	The company was acquired by CAPTRUST Financial Advisors, via its financial sponsor GTCR, through an LBO on October 19, 2022 for an undisclosed amount. The acquisition further expands CAPTRUST Financial Advisors' footprint in Massachusetts.
Proctor Insurance	Provider of Insurance Services based in Terrace Park, United States. The company provides home insurance, commercial insurance, auto insurance, life insurance and umbrella insurance, thereby helping clients to protect their assets.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on October 19, 2022 for an undisclosed amount.
Quest Insurance	Provider of insurance services intended to evaluate clients' risks and exposures and deliver suitable solutions. The company offers insurance in the form of group, individual, commercial, auto, home and renters through various carriers, thus enabling customers to get complete insurance in one place at affordable quotes.	The company was acquired by AssuredPartners, via its financial sponsor HarbourVest Partners, through an LBO on October 11, 2022 for an undisclosed amount.
Relation Insurance Services - Education	Provider of education insurance services intended to serve colleges and universities. The company offers insurance brokerage and program administration services catering to student health, faculty and staff benefits as well as cultural exchange health plans.	The business division of Relation Insurance Services, was acquired by Risk Strategies company, via its financial sponsors HarbourVest Partners and Kelso Private Equity, through an LBO on October 17, 2022 for an undisclosed amount.
Scroggins Wealth Management	Provider of financial planning and advisory services intended for large institutional and high-net-worth (HNI) investors. The company offers comprehensive and customized business, education, financial and retirement planning as well as portfolio management services, enabling clients to make effective decisions and be less stressed when it comes to managing multiple financial relationships.	The company was acquired by Wealth Enhancement Group, via its financial sponsors TA Associates Management and Onex, through an LBO on October 5, 2022 for an undisclosed amount.

Financial Services Deals for October 2022

Company Name	Description	Deal Synopsis
Secure Benefits	Provider of insurance services intended to help brokers and employees. The company specializes in distributing Medicare advantage solutions to beneficiaries throughout Alabama and Tennessee, thereby fulfilling the insurance needs of clients.	The company was acquired by AmeriLife Group, via its financial sponsors Thomas H. Lee Partners, Cannae Holdings and Waterfield Group, through an LBO on October 24, 2022 for an undisclosed amount. The acquisition expands The Senior Resource Group's geographical footprint while bringing the company under the umbrella of AmeriLife's all-star distribution network.
Signature Estate & Investment Advisors	Provider of investment advisory and wealth management services across the United States. The company specializes in offering multiple services including investment management, comprehensive financial planning, investment services, risk management, tax planning, trust & estate planning, business advisory services and wealth counseling, thereby offering tailor-made services to individuals, institutions and corporations according to financial requirements.	The company was acquired by Advisor Group and Reverence Capital Partners through an LBO on October 7, 2022 for an undisclosed amount. As a result of the transaction, the company was recapitalized. The partnership with Reverence Capital will provide the capital to enable the company's growth and continuity strategy.
The Asset Advisory Group	Provider of wealth management services based in Cincinnati, Ohio. The company offers risk management, investment planning, retirement planning, financial coaching and tax planning services, helping clients achieve financial freedom through comprehensive wealth management and financial planning.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital, through an LBO on October 5, 2022 for an undisclosed amount.
The National Benefit Corp	Provider of insurance marketing services intended to serve advisors across the nation. The company offers services such as sales support, case management and a specialized support team, thereby helping customers to manage and streamline their insurance marketing efforts.	The company was acquired by Edgewood Partners Insurance Center, via its financial sponsor Harvest Partners, through an LBO on October 3, 2022 for an undisclosed amount. The acquisition further expands epic's geographic footprint in the midwest across its life insurance, executive benefits and financial advisory distribution businesses under the Vanbridge life and executive benefits umbrella.