

Financial Services Deals for September 2022

Company Name	Description	Deal Synopsis
B2Z Insurance	Provider of insurance services through an online platform intended for small businesses. The company offers cyber, automobile and general liability plans along with worker's compensation and professional liability coverage programs, enabling clients to get a customizable suite of options using third-party data, analytics and machine learning and empowering businesses to make better decisions about the insurance policy they need.	The company was acquired by Acrisure, via its financial sponsors Auburn Hill Capital, Blackstone, Partners Group, Blackstone Credit, Guggenheim Investments, MidCap Financial and other investors, through an LBO on September 19, 2022 for an undisclosed amount.
Beattie & Associates	Provider of employee benefits services intended to serve both individuals and employers across the Midwest Region. The company offers business clients a full range of employee benefit coverages, including group health, disability, life, dental and vision, as well as associated support services, thereby helping clients define and meet their benefit objectives.	The company was acquired by Risk Strategies Company, via its financial sponsors Kelso Private Equity and HarbourVest Partners, through an LBO on September 15, 2022 for an undisclosed amount.
Bell-Scott Insurance Group	Provider of insurance services intended to serve all of Ellis County and surrounding counties. The company provides a wide range of Insurance products such as auto insurance, home insurance, life insurance and business insurance, thereby enabling clients to protect their assets.	The company was acquired by AssuredPartners, via its financial sponsor HarbourVest Partners, through an LBO on September 23, 2022 for an undisclosed amount.
Browning Insurance Agency	Operator of an insurance agency committed to providing individuals and businesses with insurance plans. The company specializes in auto, home, life, business and annuity insurance, helping clients analyze and determine insurance plans combined with competitive rates and coverage for each individual.	The company was acquired by King Insurance, via its financial sponsor BHMS Investments, through an LBO on September 8, 2022 for an undisclosed amount.

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Compass Group Insurance	Provider of insurance marketing services intended to support insurance agents to educate consumers across the United States. The company trains agents to guide clients to Medicare advantage and Medicare supplement coverage available to them, as well as provide high-quality hospital indemnity products, thereby assisting seniors to better understand and navigate through Medicare facilities.	The company was acquired by Integrity Marketing Group, via its financial sponsors GIC Singapore, Harvest Partners, HGGC and Silver Lake, through an LBO on September 13, 2022 for an undisclosed amount.
Concert Golf Partners	Operator of golf properties focused on investing and upgrading private clubs across the United States while maintaining each club's cherished and distinct culture. The company is a boutique owner-operator of private golf and country clubs, funded on a debt-free basis and operated by a team on behalf of the members, enabling partners to upgrade amenities and facilities while preserving and enhancing their clubs for the long term.	The company was acquired by Centroid Investment Partners and Clearlake Capital Group through a \$361 million LBO on September 19, 2022.
Cotten Coverage Insurance Agency	Operator of an insurance agency intended for coastal homeowners on Long Island and New York State. The company offers auto and car insurance, home insurance, life 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 World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO in approximately September 2022 for an undisclosed amount.
Ethos ESG	Provider of environmental, social and governance (ESG) ratings data and software for financial advisors, asset managers, institutions and investors. The company offers an interactive platform that allows the evaluation of impact ratings including companies, stocks, and funds through a prism of ESG causes such as climate change, racial justice, mental health and more, enabling professionals to understand the ESG characteristics of their investments and make responsible decisions that align with their firm's values and ESG commitments.	The company was acquired by ACA Group, via its financial sponsor Genstar Capital, through an LBO on September 21, 2022 for an undisclosed amount. The acquisition enables ACA Group to build and manage GRC-focused ESG programs that leverage transparent data.

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Fellows Financial Group	Provider of financial services intended to improve the financial independence of business clients throughout the United States. The company offers a range of services including business continuity planning, business succession planning, employee insurance programs, income protection plans, commercial insurance and executive compensation strategies, thereby helping clients to meet their financial goals.	The company was acquired by Wealthcare Capital Management, via its financial sponsor NewSpring Capital, through an LBO on September 9, 2022 for an undisclosed amount.
Foundation Finance Company	Operator of a point-of-sale financing company specializing in home improvement financing programs across the credit spectrum. The company offers lending programs including prime and subprime installment loans, revolving lines of credit, installment contracts as well as promotional financing, facilitating quick payment turnaround times to keep the cash flow flowing.	The company was acquired by Wafra Capital Partners through an LBO on September 26, 2022 for an undisclosed amount. Wafra Capital Partners will allow the company to accelerate key initiatives and expand strategic partnerships.
Greenhill Insurance Services	Provider of insurance and underwriting services intended to serve associations, franchises, risk retention groups and individuals. The company provides professional liability, errors and omissions liability, employment practices liability, general liability and hired and non-owned automobile liability coverage, enabling clients with a broad spectrum of solutions with an emphasis on four areas: proprietary specialty programs, risk management, claims services and financial services.	The company was acquired by Alera Group, via its financial sponsors Genstar Capital, Maranon Capital, Flexpoint Ford and The Carlyle Group, through an LBO on September 6, 2022 for an undisclosed amount.
Johns Eastern	Provider of claim adjuster and third-party administration (TPA) service based in Lakewood Ranch, Florida. The company is a leading TPA and independent adjusting firm, spanning workers' compensation, auto, trucking, general liability, property and motor truck cargo claims, thereby helping clients in the smooth claim process.	The company was acquired by Davies Group, via its financial sponsors HGGC, ICG Enterprise Trust, BC Partners, Ardian and Alberta Investment Management, through an LBO on September 8, 2022 for an undisclosed amount. The acquisition enables a stronger service proposition for insurance clients who are seeking to engage with a trusted partner that heavily invests in technology and delivers outstanding service experiences.

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Jordan Financial Strategies	Provider of wealth management and advisory services based in Lakewood, Colorado. The company offers services including asset management, financial planning, portfolio management and investment advisory, helping clients manage and grow their wealth.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital, through an LBO on September 7, 2022 for an undisclosed amount.
Jweinland Group Benefits	Provider of employee benefits and group insurance services based in Shreveport, Louisiana. The company specializes in offering employer group health insurance and employee benefits program consulting, thereby assisting organizations and clients to manage employee benefit compliance and other executive management issues.	The company was acquired by Alera Group, via its financial sponsors Genstar Capital, Maranon Capital, Flexpoint Ford and The Carlyle Group, through an LBO on September 13, 2022 for an undisclosed amount.
Kestra Financial	Provider of security and investment advisory services intended for sophisticated and independent financial professionals including traditional and hybrid registered investment advisors (RIAs). The company has developed integrated business management technology that is combined with personalized wealth management and consulting services, enabling clients with scale and efficiency and a platform to see a clear picture of their financial position.	Stone Point Capital sold its stake in the company to Oak Hill Capital on September 30, 2022. As a result of the transaction, the company was recapitalized.
Michael F. Iacangelo	Provider of personal insurance services based in Belleville, New Jersey. The company's range of services includes luxury automobiles, houses, renters, motorcycles and automobile insurance, thereby offering the clients competitive rates.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on September 1, 2022 for an undisclosed amount.

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Minter Group	Provider of lending risk products and services based in Rockland, Massachusetts. The company offers outsourced insurance tracking services, lender-placed insurance, mortgage impairment, Vendor's Single Interest (VSI) and Guaranteed Auto Protection (GAP), thereby enabling customers to protect themselves from future uncertainties and risks.	The company was acquired by Hub International, via its financial sponsors Alaska Permanent Fund, Alpinvest Partners, Altas Partners, HarbourVest Partners, Hellman & Friedman and Northleaf Capital Partners, through an LBO on September 1, 2022 for an undisclosed amount. Through this acquisition, Minter Group's industry focus will support Hub International's financial institution's specialty practice by complementing and strengthening its existing capabilities.
Minot Wealth Management	Operator of an investment advisory firm intended to serve high and ultra-high net worth individuals and families. The company offers tax, trust and estate planning, banking, credit and lending, financial reporting, risk management and financial planning, thereby helping clients with customized financial plans to protect their future.	The company was acquired by EP Wealth Advisors, via its financial sponsor Berkshire Partners, through an LBO on September 23, 2022 for an undisclosed amount. Through this acquisition, EP Wealth Advisors will enhance its presence in the East Coast region and expand its capabilities for ultra-high-net-worth clients.
Miracle Mile Advisors	Operator of a wealth management investment advisory firm intended to serve high-net-worth individuals (HNIs) and institutes. The company offers market analysis and risk management, tax analysis, estate planning and asset protection, thereby helping clients with the ideal portfolio to meet their financial goals.	Merchant Investment Management sold a stake in the company to Corsair Capital on September 16, 2022. The financing is intended to be used for acquisition purposes. Prosek Partners has advised on the deal.
Mobeck-Guandalini Insurance	Provider of multi-line insurance brokerage services intended to serve individual and commercial clients. The company offers auto insurance, home insurance, general liability insurance, commercial auto insurance, policy coverage assessment and life insurance, enabling clients with tailored made insurance programs as per the clients policy needs and goals.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on September 13, 2022 for an undisclosed amount. The transaction will add Relation Insurance Services presence in Connecticut and further expands its offerings in the east.

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Company Name	Description	Deal Synopsis
Murray Devine & Company	Provider of valuation advisory services intended to serve private equity, private debt, venture capital firms, hedge funds, banks and corporations. The company specializes in valuation services that include financial opinions, financial and tax reporting and entity and asset valuations, thereby enabling clients to receive reliable analyses in every situation without any of the conflicts that can be presented by ancillary services.	The company was acquired by Citrin Cooperman & Company, via its financial sponsor New Mountain Capital, through an LBO on September 19, 2022 for an undisclosed amount.
Parker Loss Consultants	Provider of specialty claims management and risk consulting services intended to manage insurance claims. The company's service offering includes claims management, loss claim management, flood consulting, appraisal inspections and litigated file management, enabling insurance carriers, third-party administrators and law firms to avoid overlooked opportunities and costly mistakes.	The company was acquired by Allcat Claims Service, via its financial sponsors Valedor Partners and Trive Capital, through an LBO on September 1, 2022 for an undisclosed amount.
Patra (El Dorado)	Provider of insurance processing services intended to enable insurance brokers to issue certificates fast and efficiently. The company's services include small account consulting, commercial lines, acquisition and customer experience, insurance technology and insurance printing and mailing, offering omnichannel contact center customer experience and acquisition capabilities, enabling clients to get profitable growth and organizational value.	The company received \$146 million of development capital from FTV Capital on September 13, 2022. As a result of the transaction, the company was recapitalized. This funding will drive additional growth through market expansion and accelerate the deployment of technologies that drive automation and digitization of policy and administrative services Patra delivers to their clients.
Pinnacle Private Wealth	Provider of financial planning and risk management analysis services intended to serve pre-retired and retired high-net-worth individuals and business owners. The company offers services like wealth management, investment management, retirement portfolio review and planning, estate planning and risk management, providing clarity and purpose to its clients' financial roadmap.	The company was acquired by Wealth Enhancement Group, via its financial sponsors TA Associates Management and Onex, through an LBO on September 8, 2022 for an undisclosed amount.

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QuickSpark Financial	Provider of financing and equipment leasing services intended to serve small and medium-sized businesses. The company's portfolio includes a variety of equipment financing options offered through a proprietary financial and web-based integration to connect the vast vendor and manufacturer network, thereby enabling the clients to secure funding for their businesses.	The company, a subsidiary of IntelliLease, was acquired by TimePayment via its financial sponsor Fortress Investment Group, through an LBO on September 6, 2022 for an undisclosed amount.
Sadoff Investment Management	Provider of investment advisory services based in Milwaukee, Wisconsin. The company provides investment strategy driven by thorough research and insights as well as investment protection services to its clients, such as individuals, families, corporations, foundations and partnerships.	The company was acquired by Wealth Enhancement Group, via its financial sponsors TA Associates Management and Onex, through an LBO on September 15, 2022 for an undisclosed amount.
Schlather Insurance Agency	Provider of property and casualty, business, life and health insurance services based in Elyria, Ohio. The company's insurance covers contractors, retail businesses, manufacturers and offices with other insurance services like executive life insurance, personal life insurance and auto vehicle insurance, enabling clients with precise insurance advisory that will support them in realizing their business and life objectives.	The company was acquired by Choice Insurance Agency, via its financial sponsor Northlane Capital Partners, through an LBO on September 28, 2022 for an undisclosed amount. The transaction will enable Choice Insurance Agency to leverage the tools, technology, and strategies the Company offers to remain competitive and improve our capabilities in a dynamic marketplace.
Spiegler Insurance Services	Operator of an insurance brokerage firm based in La Jolla, United States. The company offers products and services in commercial property and casualty insurance, workers' compensation, health, personal lines and bonds, providing customers custom-tailored insurance products and individualized services for businesses and personal needs.	The company was acquired by Crest Insurance, via its financial sponsor CIVC Partners, through an LBO on September 6, 2022 for an undisclosed amount.

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Tilghman Insurance of Myrtle Beach	Provider of commercial and personal insurance based in Myrtle Beach, South Carolina. The company specializes in offering multiple services including homeowners insurance, auto insurance, landlord insurance, life Insurance, property insurance and workers compensation and employer's liability insurance, thereby providing coverage options that fit the needs of clients.	The company was acquired by Hub International, via its financial sponsors Alpinvest Partners, Atlas Partners, HarbourVest Partners, Hellman & Friedman, Northleaf Capital Partners and Alaska Permanent Fund through an LBO on September 8, 2022 for an undisclosed amount.