

**Financial Services Deals for December 2022**  
**PE Industry Update**

Company Name	Description	Deal Synopsis
Advanced Regulatory Compliance	Provider of investment regulatory compliance services intended to support the financial services community. The company offers mock audits, investment advisor onboarding and registration, compliance risk assessment, cybersecurity consulting and access to compliance templates, enabling clients to mitigate the regulatory, operational and reputational risks inherent in their investment functions.	The company was acquired by ACA Group, via its financial sponsor Genstar Capital, through an LBO on December 6, 2022 for an undisclosed amount. The acquisition reinforces ACA Group's suite of governance, risk and compliance (GRC) professionals and diversified services.
Bespoke Insurance Solutions	Operator of an insurance agency intended for brewers, restaurants, schools, commercial buildings and medical offices. The company specializes in property insurance, general liability, workers' compensation, commercial auto and inland marine insurance as well as audit and insurance certification services, delivering tailored insurance coverage at a competitive premium.	The company was acquired by AssuredPartners, via its financial sponsors HarbourVest Partners and GTCR, through an LBO on December 13, 2022 for an undisclosed amount.
BFS Wealth Management	Provider of comprehensive wealth management and financial services intended for high-net-worth families in the New York Metropolitan area as well as institutional clients, business owners and corporate executives who are nearing or in retirement. The company offers securities-based lending as well as portfolio, investments, financial and retirement planning services.	The company was acquired by Wealth Enhancement Group, via its financial sponsors TA Associates Management and Onex, through an LBO on December 15, 2022 for an undisclosed amount.
Budco Financial	Provider of payment plan program management services intended for transportation applications including automotive, boating and recreational sports. The company specializes in comprehensive payment processing programs, vehicle service contracts, cash management and automotive concierge services, enabling clients to maximize profits outside of vehicle sales.	The company was acquired by PayLink Direct, via its financial sponsors Fortress Investment Group, Milestone Partners Management and ScaleCo, through an LBO on December 7, 2022 for an undisclosed amount.

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Cameo Insurance Services	Provider of insurance services intended to serve tailored insurance plans that met the needs of each client at costs they could afford. The company specializes in offering automobile, homeowner, worker, commercial property and general liability insurance policies, thereby enabling customers to save money and protect their finances.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on December 2, 2022 for an undisclosed amount.
Chatham Insurance Partners	Operator of independent property and casualty insurance agency based in Savannah, Georgia. The company offers homeowners, automobile, umbrella, life, condo and renters, contractors and medical insurance, professional liability and worker's compensation, thereby enabling customers to protect themselves from future uncertainties and risks.	The company was acquired by Hub International, via its financial sponsors AlInvest Partners, Altas Partners, HarbourVest Partners, Hellman & Friedman, Northleaf Capital Partners and Alaska Permanent Fund, through an LBO on December 14, 2022 for an undisclosed amount.
Clarke & Sampson	Operator of an insurance agency intended to serve political organizations, trade unions and non for profit organizations clients. The company offers commercial and personal insurance, group health and benefits, as well as individual life and health benefits, thereby ensuring round-the-clock support and competitive pricing for customers.	The company was acquired by High Street Insurance Partners, via its financial sponsors ABRY Partners, Huron Capital and Ares Management, through an LBO on December 8, 2022 for an undisclosed amount. This transaction will allow the company to offer stellar coverage and service to more businesses across the Highstreet community.
Connell Insurance	Operator of an insurance brokerage firm focused on property insurance, casualty insurance and employee benefits. The company offers habitational and real estate insurance, construction and contractors insurance, hospitality insurance, insurance for public entities and transportation insurance, thereby helping clients with the right insurance which offers solutions that save them money without compromising protection.	The company was acquired by Higginbotham Insurance Group, via its financial sponsor Stone Point Capital, through an LBO on December 5, 2022 for an undisclosed amount. The acquisition will help the company for future growth opportunities for the firm.

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Dale Barton Agency	Provider of commercial insurance services intended for general contractors, subcontractors and diverse businesses. The company specializes in business insurance, commercial insurance, construction, trucking and transportation and risk management, thereby enabling businesses to evaluate exposures to determine coverage needs and sound advice.	The company was acquired by Hub International, via its financial sponsors Alpinvest Partners, Altas Partners, HarbourVest Partners, Hellman & Friedman, Northleaf Capital Partners and Alaska Permanent Fund, through an LBO on December 12, 2022 for an undisclosed amount.
Future Insurance Group	Provider of insurance services primarily focused on transportation insurance intended for long haul trucking, fleet, non-fleet accounts and individual owner-operators. The company offers motor truck cargo, non-trucking liability, occupational accident, physical damage insurance and business insurance, enabling clients with customized commercial insurance programs.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on December 1, 2022 for an undisclosed amount.
Gillman Insurance Problem Solvers	Operator of an independent insurance agency intended to serve homeowners, drivers, businesses and nonprofits. The company offers car, home, commercial, flood, auto and life insurance, thereby enabling clients to effectively secure reliable insurance at competitive prices.	The company was acquired by The Hilb Group, via its financial sponsor The Carlyle Group, through an LBO on December 1, 2022 for an undisclosed amount. Through the acquisition, The Hilb Group expands its Southeast presence and deepens its property and casualty expertise.
Ginsburg Financial Advisors	Operator of an investment advisory firm intended to serve individuals, families and business owners both locally and around the country. The company offers income and capital planning, financial planning, retirement planning, risk management and investment management, thereby helping customers to have insight into their financial situation and achieve their goals.	The company was acquired by Wealth Enhancement Group, via its financial sponsors TA Associates Management and Onex, through an LBO on December 1, 2022 for an undisclosed amount. Through this acquisition, Wealth Enhancement Group will expand its presence in Northern California.
Gnade Insurance Group	Provider of insurance services intended for both personal and commercial clients. The company offers homeowners, automobile, umbrella, life, condo and renters, contractors and medical insurance, professional liability and worker's compensation, thereby serving the Illinois, Michigan, Wisconsin, Missouri and Indiana areas.	The company was acquired by Evertree Insurance, via its financial sponsor Integrum Holdings, through an LBO on December 15, 2022 for an undisclosed amount.

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Hanasab Insurance Services	Operator of an insurance brokerage firm intended to serve private clients, individuals and families. The company offers risk management services, insurance products and professional business insurance, thereby enabling clients with personalized service to strengthen their area of specialization in the information and technology age.	The company was acquired by High Street Insurance Partners, via its financial sponsors ABRY Partners, Huron Capital and Ares Management, through an LBO on December 12, 2022 for an undisclosed amount.
Home Point Asset Management	Operator of an asset management firm based in New Castle, Delaware. The company offers residential real estate mortgage loans as well as mediates for homeowner insurance policies.	The company, a subsidiary of Home Point Capital, was acquired by Waterfall Asset Management through an LBO on December 2, 2022 for an undisclosed amount.
Invensure Insurance Brokers	Operator of insurance and risk management services intended to help design and secure an insurance portfolio. The company specializes in offering commercial and personal insurance services as well as employee benefits and human resource consulting, identifying additional costs and assisting in the development and implementation of programs to improve performance.	The company was acquired by Hub International, via its financial sponsors Northleaf Capital Partners, Hellman & Friedman, HarbourVest Partners, Altas Partners, AlInvest Partners and Alaska Permanent Capital Management through an LBO on December 7, 2022 for an undisclosed amount.
Jean Arthur Associates	Provider of commercial and personal insurance services intended to serve clients throughout Central Florida. The company provides automotive insurance, home insurance, health and life insurance and business insurance.	The company was acquired by King Insurance, via its financial sponsor BHMS Investments, through an LBO on December 22, 2022 for an undisclosed amount. The company's reputation and expertise will strengthen King Insurance Partners service offerings and their team.
Kane McKenna and Associates	Provider of financial advisory services intended for governments, private businesses, developers and financial institutions. The company specializes in municipal economic development and public finance.	The company was acquired by Ryan, via its financial sponsor Onex, through an LBO on December 7, 2022 for an undisclosed amount. The acquisition will further strengthen Ryan's expertise in tax increment financing (TIF) and expand the service offerings in the Firm's Credits and Incentives practice.

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Kirsch Insurance Group	Operator of an insurance brokerage firm intended to specialize in Medicare health plans. The company offers hospital insurance, medical insurance and Medicare supplements, thereby enabling clients with adequate coverage at the lowest rates available.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on December 1, 2022 for an undisclosed amount. The acquisition is part of the continued expansion and growth of Inszone Insurance in the Colorado area.
Lakeview Wealth Management	Provider of financial advisory services intended to serve retirement plan sponsors and individuals. The company specializes in Portfolio and wealth management, financial planning, retirement, education and estate planning and insurance strategies, thereby helping its clients to fulfill their investment objectives.	The company was acquired by SageView Advisory Group, via its financial sponsor Aquiline Capital Partners, through an LBO on December 7, 2022 for an undisclosed amount. Through this acquisition, SageView Advisory Group aims to expand its presence in the Chicago-area market.
NorthShore Insurance	Provider of insurance services intended for individuals, families and businesses. The company specializes in personal, commercial and life insurance, protecting personal and corporate assets while reducing risks and delivering uncompromising results.	The company was acquired by Oakbridge Insurance Agency, via its financial sponsor Corsair Capital, through an LBO on December 19, 2022 for an undisclosed amount.
OceanPoint Insurance Agency	Provider of insurance brokerage services focused on the southeastern New England community. The company offers personal insurance, motor insurance, flood insurance, car insurance and worker compensation insurance, thereby offering customers a wide array of personalized insurance options at cost-effective prices.	The company was acquired by The Hilb Group, via its financial sponsor The Carlyle Group, through an LBO on December 1, 2022 for an undisclosed amount. The acquisition will help The Hilb Group to grow its presence as a market leader in the New England region.
Polley Insurance and Risk Management	Provider of commercial risk insurance programs based in Gold River, California. The company offers commercial insurance, risk management, employee benefits and personal insurance, thereby addressing clients' risks and exposures.	The company was acquired by Alliant Insurance Services, via its financial sponsors Stone Point Capital, Public Sector Pension Investment Board and Auburn Hill Capital, through an LBO on December 7, 2022 for an undisclosed amount.

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Property Valuation Services	Provider of custom appraisal management and valuation services intended for local lenders. The company offers appraisal management services to help lenders complete inspections and manage appraisals more efficiently, reducing the time and costs involved in valuations and compliance.	The company was acquired by Class Valuation, via its financial sponsors ICG Enterprise Trust, Narrow Gauge Capital and Gridiron Capital, through an LBO on December 15, 2022 for an undisclosed amount.
Resource Planning Group (Atlanta)	Provider of financial planning services intended for families, entrepreneurs and executives. The company offers services such as wealth management, financial planning and portfolio management for early-career, mid-career, late-career and retirement stages of life, thereby enabling clients to achieve their financial goals.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital, through an LBO on December 7, 2022 for an undisclosed amount.
Ritman & Associates	Provider of insurance and pension funds administration services intended for lawyers and professionals, small businesses and individuals. The company offers a complete line of personal insurance, professional liability insurance, business insurance and personal insurance, helping its clients to hedge against several contingencies easily.	The company, a subsidiary of Seeman Holtz, 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 December 12, 2022 for an undisclosed amount. The company's operations will be combined with USI Insurance Services' program business division, providing insurance, financial and risk management services to its organization members.
Robert Bell Insurance Brokers	Provider of insurance services focused on equipment and party rental industries. The company specializes in property, business, personal and casualty insurance, delivering rapid service, without overlooking issues that may cause gaps in coverage.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on December 13, 2022 for an undisclosed amount.
Round Table Wealth Management	Provider of financial management services intended to enhance wealth by providing comprehensive investment advisory services. The company offers investment management, financial planning, taxation, insurance, client services, banking, accounting and information technology.	The company was acquired by Certy Partners, via its financial sponsors Lightyear Capital and Genstar Capital through an LBO on December 1, 2022 for an undisclosed amount.

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Sandifer Wealth Management	Provider of financial planning and asset management services intended for a diverse group of high-net-worth individuals, corporate retirement plans and institutional clients. The company uses a strategic wealth management process and offers capital preservation, growth plans, retirement planning and tailored investment solutions, enabling clients to have freedom and the ability to pursue their family's lifetime goals.	The company was acquired by Waverly Advisors, via its financial sponsor HGGC, through an LBO on December 9, 2022 for an undisclosed amount.
SJD Insurance Services	Provider of insurance broking and consulting services intended for individuals and businesses. The company offers insurance for condominiums, dwelling fire, renters, automobiles, worker's compensation, general liability and builders' risk, thereby enabling clients to achieve their insurance and financial goals.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on December 1, 2022 for an undisclosed amount.
Statewide Condominium Insurance	Provider of insurance and risk management services intended for condominium operators and homeowners associations. The company offers coverage reviews, insurance options, proposals, recommendations and premium financing, thus enabling clients to minimize risk and liability at affordable quotes.	The company was acquired by Risk Strategies Company, via its financial sponsors Kelso Private Equity and HarbourVest Partners, through an LBO on December 19, 2022 for an undisclosed amount. The acquisition represents a strong growth opportunity for Risk Strategies Company as it continues to build out capabilities for clients in the region.
TCU Insurance Agency	Provider of insurance broking services intended to serve the clients of Indiana and Michigan. The company offers a range of services including auto, home, health, life and senior healthcare insurance, thereby designing a customized insurance plan as per the client's needs.	The company was acquired by PCF Insurance Services, via its financial sponsor Owl Rock Capital Corporation BDC, through an LBO on December 13, 2022 for an undisclosed amount.

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TrustStar Insurance Services	Operator of an insurance agency intended to serve families, business owners, churches and non-profit organizations. The company specializes in employee benefits and risk management services as well as offers business, homeowners, auto, life and health insurance coverage, thereby enabling clients of various sizes and scopes with competitive options without engaging multiple service providers.	The company was acquired by Higginbotham Insurance Group, via its financial sponsor Stone Point Capital, through an LBO on December 12, 2022 for an undisclosed amount.
Vintage Financial Services	Provider of wealth management and financial advisory services intended for private individuals throughout the United States. The company offers pension lump sum analysis, retirement planning, investment management, financial planning and tax preparation services, enabling clients to receive an unbiased, proactive approach to a secure retirement.	The company was acquired by Mercer Advisors, via its financial sponsors Oak Hill Capital and Genstar Capital, through an LBO on December 6, 2022 for an undisclosed amount.
Wall Advisors	Provider of financial advisory services intended for clients to achieve their financial goals. The company offers wealth planning services, estate planning, investment management, tax planning and corporate retirement plans, thereby offering clients customized investment strategies for their financial goals.	The company was acquired by Waverly Advisors, via its financial sponsors Wealth Partners Capital Group and HGGC, through an LBO on December 2, 2022 for an undisclosed amount. The acquisition will help the company with the ability to provide better client service.
Witkemper Insurance Group	Provider of brokerage and insurance consultancy services intended to serve private and institutional customers. The company specializes in business insurance, personal and life insurance, group insurance and health insurance, helping clients protect their assets at the right price.	The company was acquired by AssuredPartners, via its financial sponsors HarbourVest Partners and GTCR, through an LBO on December 1, 2022 for an undisclosed amount.
Worldwide Assurance	Provider of insurance brokerage services focused on assisting clients in making informed decisions in choosing their ideal coverage. The company offers life insurance, individual health insurance, group health insurance, group life insurance and international life insurance, thereby helping clients with coverage plans that meet their specific needs.	The company was acquired by Risk Strategies Company, via its financial sponsors HarbourVest Partners and Kelso Private Equity, through an LBO on December 13, 2022 for an undisclosed amount. The acquisition will help the company add more capabilities and open new business opportunities helping its clients with insurance and risk issues outside of employee benefits.