

Financial Services Deals for April 2024
PE Industry Update

Company Name	Description	Deal Synopsis
All Star Insurance	Operator of an insurance agency focused on the trucking industry. The company offers advice and assistance in finding all tools for safety, compliance, repairs, factoring and trailer leasing, enabling clients to know they are protected.	The company, a subsidiary of Marsh McLennan Agency, was acquired by PCF Insurance Services of the West, via its financial sponsors Blue Owl Capital BDC, HGGC, Crescent Capital Group and The Carlyle Group, through an LBO on April 2, 2024 for an undisclosed amount.
Balance Partners	Operator of a specialty insurance underwriting platform intended to serve railroad, inland marine and commercial real estate and commercial lines of business. The company provides cyber liability, insurance underwriting, managing general agent and general underwriter services, thereby helping in delivering products and increasing the processing speed at the point of sale and issuance, as well as after-sales service support.	The company received an undisclosed amount of development capital from BV Investment Partners on April 3, 2024. As a result of the transaction, the company was recapitalized.
Bristol Marine Insurance	Provider of insurance broker services primarily intended for the marine sector. The company offers yacht insurance, marine business insurance, automotive insurance, homeowner, condo, and renter's insurance, and personal umbrella insurance, enabling clients to achieve asset protection and secure their business.	The company was acquired by AssuredPartners, via its financial sponsor's HarbourVest Partners, Apax Partners and GTCR, through an LBO on April 16, 2024 for an undisclosed amount.
Canyon Pacific Insurance Services	Provider of insurance services catering to businesses and individuals. The company offers auto, rental, homeowner, condo, commercial property, liability, and business insurance, thereby providing clients with insurance coverage and risk control support services.	The company was acquired by Inszone Insurance Services, via its financial sponsors Ares Capital Corporation BDC, BHMS Investments, Ares Management and Lightyear Capital, through an LBO on April 30, 2024 for an undisclosed amount.
CBA Premier Insurance Solutions	Operator of an employee benefits firm catering to the corporate sector. The company offers customized health plans, health coaching, utilization reports for ongoing strategic benefit planning, and online health assessments, thereby providing clients with company-wide improvements in the health aspects of their employees.	The company was acquired by OneDigital, via its financial sponsors Onex and New Mountain Capital, through an LBO on April 18, 2024 for an undisclosed amount.

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ClearLogic Financial	Provider of financial services intended for federal professionals, recent retirees, or business owners. The company specializes in comprehensive financial planning and investment management services, including retirement advice, tax planning, insurance analysis, estate planning, and asset consolidation, ensuring clients' concerns and questions are addressed.	The company was acquired by Apella Wealth, via its financial sponsor HGGC, through an LBO on April 12, 2024 for an undisclosed amount.
Eagan Insurance Agency	Operator of independent insurance agencies intended to help find the right insurance for specific needs. The company offers insurance services covering commercial property, flood, casualty, personal, business, employee benefits, and other related insurance services, enabling clients to protect themselves from uncertainties and mitigate future risks.	The company was acquired by Higginbotham, via its financial sponsor Stone Point Capital, through an LBO on April 15, 2024 for an undisclosed amount.
Ebix (Life Insurance and Annuity Business)	Operator of a life insurance and annuity business based in the United States.	The life insurance and annuity business of Ebix was acquired by Zinnia, via its financial sponsor Eldridge Industries, through a \$400 million LBO on April 1, 2024. The acquisition accelerates Zinnia's mission to simplify insurance for carriers, advisors, and consumers.
Encore Advisors	Provider of employee benefits brokerage services catering to business owners and directors of the organization. The company provides customized benefit packages, healthcare insurance services, retirement planning support, compliance and regulatory guidance, strategic consulting services, and other related services.	The company was acquired by PCF Insurance Services of the West, via its financial sponsors Blue Owl Capital BDC, Crescent Capital Group, and The Carlyle Group, through an LBO on April 2, 2024 for an undisclosed amount.
HealthSure	Provider of risk consulting and insurance services intended for rural hospitals. The company specializes in insurance, employee benefits, assets insurance, medical insurance and more helping organizations succeed in the increasingly complex world of risk and insurance.	The company was acquired by Alera Group, via its financial sponsors Genstar Capital, Flexpoint Ford and The Carlyle Group, through an LBO on April 11, 2024 for an undisclosed amount.

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Hoaster Gebhard & Co.	Operator of an insurance brokerage firm intended to provide insurance facilities to protect financial futures. The company offers personal, business life and health insurances, thereby ensuring clients with a strategy that aligns and provides optimal coverage and pricing.	The company was acquired by Highstreet Insurance Partners, via its financial sponsors Abry Partners, Ares Capital Corporation BDC and Ares Management, through an LBO on April 8, 2024 for an undisclosed amount.
Hole-in-One U.S.A.	Provider of golf tournament promotions and insurance service agency intended for company, charity, golf course, and golf tournaments. The company operates as a risk purchasing group as well as offering prize indemnity products, sponsor signs, tee signs, putting contests and shootout coverage for special events.	The company, a subsidiary of NFP, was acquired by DOXA Insurance Holdings, via its financial sponsors Goldman Sachs Asset Management and First Eagle Alternative Capital BDC, through an LBO on April 1, 2024 for an undisclosed amount.
InterWeb Insurance	Provides insurance brokerage services based in Lake Havasu City, Arizona. The company offers access to insurance protection and risk management services and creates and manages errors and omissions group insurance programs that serve the group's sponsor and its members.	The company, a subsidiary of Tysers, was acquired by World Insurance Associates via its financial sponsors Charlesbank Capital Partners and Goldman Sachs Asset Management, through an LBO on April 1, 2024 for an undisclosed amount.
James Kelly Insurance	Provider of insurance services based in California.	The company was acquired by Inszone Insurance Services, via its financial sponsors Ares Capital Corporation BDC, BHMS Investments, Ares Management and Lightyear Capital, through an LBO on April 16, 2024 for an undisclosed amount.
JBL	Provider of insurance brokerage services, intended to serve clients in New Jersey. The company offers commercial, auto, home, and personal insurance, as well as family entertainment insurance and entity operates in multiple states and works with various insurance companies to provide coverage options such as Online billing and payment options are available, along with a secure contact form for inquiries.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners and Goldman Sachs Asset Management through an LBO on April 4, 2024 for an undisclosed amount.

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Legacy Asset Management	Operator of an investment Advisory firm intended to serve owner-operated companies, professional service groups, high-net-worth individuals, and not-for-profit clients. The company offers financial planning, portfolio management, asset management, and retirement plan consulting, thereby helping clients build and safeguard their financial future.	The company was acquired by OneDigital, via its financial sponsors Onex and New Mountain Capital, through an LBO on April 2, 2024 for an undisclosed amount.
Lynch Retirement Investment Group	Provider of retirement planning services intended for corporate employees and business owners. The company offers guidance in financial planning, asset management, wealth management, longevity planning, retirement planning, tax planning, and estate planning, thereby enabling clients to achieve their financial goals through customized investment strategies that align with their risk tolerance.	The company was acquired by Wealth Enhancement Group, via its financial sponsors Onex, TA Associates Management and Primark Capital, through an LBO on Apr 25, 2024 for an undisclosed amount.
McShane Partners	Provider of financial advisory services catering to high-net-worth individuals. The company provides wealth advisory and investment management services providing clients with customized financial planning services.	The company was acquired by Waverly Advisors, via its financial sponsors HGGC and Ares Management, through an LBO on April 5, 2024 for an undisclosed amount.
Monaco Capital Management	Provider of financial guidance intended to serve individuals, families, and businesses. The company offers a wide range of services, including portfolio management, financial planning, investment analysis, tax preparation, and insurance, enabling them to navigate complex financial decisions.	The company was acquired by Steward Partners Global Advisory, via its financial sponsor Cynosure Partners, through an LBO on April 18, 2024 for an undisclosed amount.
Pollock Insurance	Provider of personal and business insurance services intended to serve clients' insurance needs in Washington. The company offers coverage options for auto, home, boat, motorcycle, RV, property, flood, and business insurance and licensed agents provide policy reviews and referrals to its clients in the Pacific Northwest.	The company was acquired by Hub International, via its financial sponsors Blackstone, Leonard Green & Partners, Hellman & Friedman, Finback Investment Partners and Altas Partners through an LBO on April 4, 2024 for an undisclosed amount.

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Prestige Insurance & Financial Services	Operator of an insurance agency based in Vero Beach, Florida. The company specializes in the customization of policies from various insurance companies to meet needs for house, car, business, life, and commercial insurance coverage, enabling clients to secure loss or damage in the future.	The company was acquired by King Insurance Partners, via its financial sponsor BHMS Investments, through an LBO on April 9, 2024 for an undisclosed amount. This acquisition underscores King Insurance Partners' commitment to growth and excellence, as they continue to invest in and expand their offerings and network to their clients.
Property Owners Protection Insurance Company	Provider of insurance brokerage services specializing in structuring, forming, and managing specialty insurance programs for the real estate sector. The company comprises experienced CPAs, attorneys, and insurance professionals, offering customers a consultative approach to creating customized insurance programs for clients.	The company was acquired by Alliant Insurance Services, via its financial sponsors Auburn Hill Capital, Public Sector Pension Investment Board, Stone Point Capital, through an LBO on April 8, 2024 for an undisclosed amount.
Ralph Weiner and Associates	Operator of an independent insurance agency based in Wheeling, Illinois. The company offers employee benefits, personal insurance, and business insurance also specializes in senior care facility policies and long-term care benefits, serving clients with insurance products suitable for them in mitigating risk.	The company was acquired by Alkeme Insurance, via its financial sponsors GCP Capital Partners and Solamere Capital, through an LBO on April 25, 2024 for an undisclosed amount.
Regatta Medical	Operator of an acquisition medical device industry platform focused on acquiring companies and assets. The company builds a leading group in the medical device industry by acquiring outstanding medical device products and services businesses.	The company was acquired by The Carlyle Group through an LBO on April 16, 2024 for an undisclosed amount.
Renters Legal Liability	Operator of a specialty managing general agency (MGA) intended for writing renters' legal liability products for multifamily property owners and managers. The company offers property damage liability tools, risk reduction tools, risk management, p & c reduction tools, and monitoring services, helping clients minimize risk and maximize profit and net operating income.	The company was acquired by DOXA Insurance Holdings, via its financial sponsors First Eagle Alternative Capital BDC and Goldman Sachs Asset Management, through an LBO on April 1, 2024, for an undisclosed amount.

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Robert C Williams Insurance Agency	Provider of insurance brokerage services specializing in personal and commercial insurance. The company offers commercial insurance, personal insurance, individual life and disability insurance, and employee benefit programs, providing clients with insurance products suitable for mitigating risk at a reasonable cost.	The company was acquired by Risk Strategies Company, via its financial sponsors Kelso & Company and HarbourVest Partners, through an LBO on April 2, 2024 for an undisclosed amount.
Sale Insurance Agency	Operator of an independent insurance agency intended for businesses and high-net-worth individuals. The company specializes in property, auto, marine, life insurance and more offering coverage on a portfolio basis and simplifying the insurance process by managing policies under one roof.	The company was acquired by Hub International, via its financial sponsors Altas Partners, Blackstone, Finback Investment Partners, Hellman & Friedman and Leonard Green & Partners, through an LBO on April 3, 2024 for an undisclosed amount.
Sweetwater Royalties	Operator of base metals and industrial minerals royalty company focused on developing natural resources, grazing and the renewable energy sector. The company engages in the exploration and development of mineral and surface acreage through operational excellence, asset optimization and environmental stewardship and aims to diversify and grow its asset portfolio through acquisitions and increased development of the existing portfolio, helping its shareholders and partners to manage risk and create long-term value.	Orion Resource Partners sold an 8% stake in the company to CPP Investments for an estimated \$100 million on April 8, 2024. The transaction values the company at an estimated \$1.25 Billion.
Talerity	Provider of specialized insurance services intended for medical professionals. The company specializes in risk management, health insurance and more delivering tailored strategies that empower medical practitioners to enhance patient care, minimize errors, and thrive in their practices.	The company was acquired by Inszone Insurance Services, via its financial sponsors Ares Capital Corporation BDC, BHMS Investments, Lightyear Capital and Ares Management, through an LBO on April 18, 2024 for an undisclosed amount.
The Money Advisor Group	Provider of registered investment advisory services based in Columbus, Georgia. The company specializes in investment management and retirement planning, thus handling client assets.	The company was acquired by BIP Wealth through an LBO on April 29, 2024 for an undisclosed amount.

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Value Consulting Group	Provider of valuation and litigation support services intended for businesses and individuals. The company offers business valuation, ESOP services, real estate appraisals, divorce financial services, and litigation support using a team approach to provide comprehensive solutions.	The company was acquired by Marshall & Stevens, via its financial sponsor Pine Tree Equity Partners, through an LBO on April 17, 2024 for an undisclosed amount.
Van Oppen & Co. 2	Operator of an insurance brokerage firm catering to the architectural, engineering, and environmental sectors. The company specializes in reducing exposure and controlling costs and offers contract review, claims handling, and mitigation, thereby providing clients with insurance coverage and risk control support services.	The company was acquired by Inszone Insurance Services, via its financial sponsors Ares Capital Corporation BDC, BHMS Investments, Ares Management and Lightyear Capital, through an LBO on April 23, 2024 for an undisclosed amount.
Vinsa Insurance Associates	Provider of independent property and casualty insurance services based in Lancaster, California. The company offers auto, home, health, business, and life insurance services to its customers.	The company was acquired by Alliant Insurance Services, via its financial sponsors Auburn Hill Capital, Stone Point Capital and Public Sector Pension Investment Board, through an LBO on April 9, 2024 for an undisclosed amount.
VMG Health	Provider of financial valuation and transaction advisory services intended for the healthcare market. The company specializes in compliance-related transaction services including business, real estate and asset valuation, physician compensation plan design and valuation, financial due diligence, coding compliance services, and reimbursement consulting, enabling clients to receive simple and cost-effective healthcare valuation transactions as per their requirements.	The company was acquired by Incline Equity Partners through an LBO on April 18, 2024 for an undisclosed amount.

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Wacker Wealth Partners	Provider of investment advisory services intended for high-net-worth individuals and institutional clients. The company's investment advisory services include wealth management services, investment management, financial planning, retirement planning, insurance and risk management issues, tax & estate issues, cash flow and debt management, enabling clients to avail of investment advisory services to realize their financial goals and protect their long-term financial security.	The company was acquired by EP Wealth Advisors, via its financial sponsor Berkshire Partners, through an LBO on April 2, 2024 for an undisclosed amount. The partnership expands EP Wealth Advisors' presence in California to the state's Central Coast and adds nearly \$1.2B in assets under management.
Wilbanks Smith & Thomas Asset Management	Provider of wealth management services intended to serve individuals, institutions and intermediary partners. The company offers investment advisory and capital management services as well as operates as a platform of risk-managed exchange-traded fund (ETF) portfolio strategies, thereby serving as a bridge between protection and growth.	The company was acquired by Clearstead, via its financial sponsor Flexpoint Ford, through an LBO on April 1, 2024 for an undisclosed amount.