



Industry Update

# Insurance

Q2 2021

## 1

# Financial Performance

## Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 06/30/21	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
<b>Property and Casualty</b>									
Fidelity National Financial, Inc.	FNF	\$43.46	90.6%	\$13,360	\$51,489	\$12,289	\$3,169	\$11,608	\$2,807
First American Financial Corporation	FAF	\$62.35	93.2%	\$7,034	\$15,427	\$8,357	\$1,606	\$8,128	\$1,408
Stewart Information Services Corporation	STC	\$56.69	90.8%	\$1,456	\$2,168	\$2,840	\$390	\$2,971	\$388
AMERISAFE, Inc.	AMSF	\$59.69	85.9%	\$1,045	\$1,506	\$336	\$118	\$317	\$0
<b>Life and Health</b>									
MetLife, Inc.	MET	\$59.85	88.4%	\$139,461	\$769,814	\$65,094	\$2,906	\$65,884	\$0
Prudential Financial, Inc.	PRU	\$102.47	93.9%	\$59,543	\$907,280	\$60,576	\$3,648	\$56,747	\$0
Aflac Incorporated	AFL	\$53.66	93.2%	\$45,490	\$161,492	\$23,011	\$5,630	\$21,520	\$0
Unum Group	UNM	\$28.40	88.8%	\$8,434	\$69,257	\$13,363	\$1,262	\$11,895	\$0
CNO Financial Group, Inc.	CNO	\$23.62	84.7%	\$6,242	\$35,520	\$4,169	\$1,062	\$3,628	\$0
<b>Insurance Brokers</b>									
Marsh & McLennan Companies, Inc.	MMC	\$140.68	99.5%	\$86,748	\$32,953	\$18,484	\$5,123	\$19,162	\$5,182
Arthur J. Gallagher & Co.	AJG	\$140.08	90.9%	\$33,153	\$24,415	\$7,083	\$1,753	\$7,593	\$1,917
Brown & Brown, Inc.	BRO	\$53.14	97.7%	\$16,850	\$9,358	\$2,857	\$918	\$3,017	\$982
eHealth, Inc.	EHTH	\$58.40	48.6%	\$1,385	\$1,018	\$611	\$59	\$691	\$117
Crawford & Company	CRD.B	\$8.60	80.6%	\$765	\$773	\$998	\$90	\$1,032	\$103

## 2

## Valuation Metrics

## Return Profile, Trading Multiples

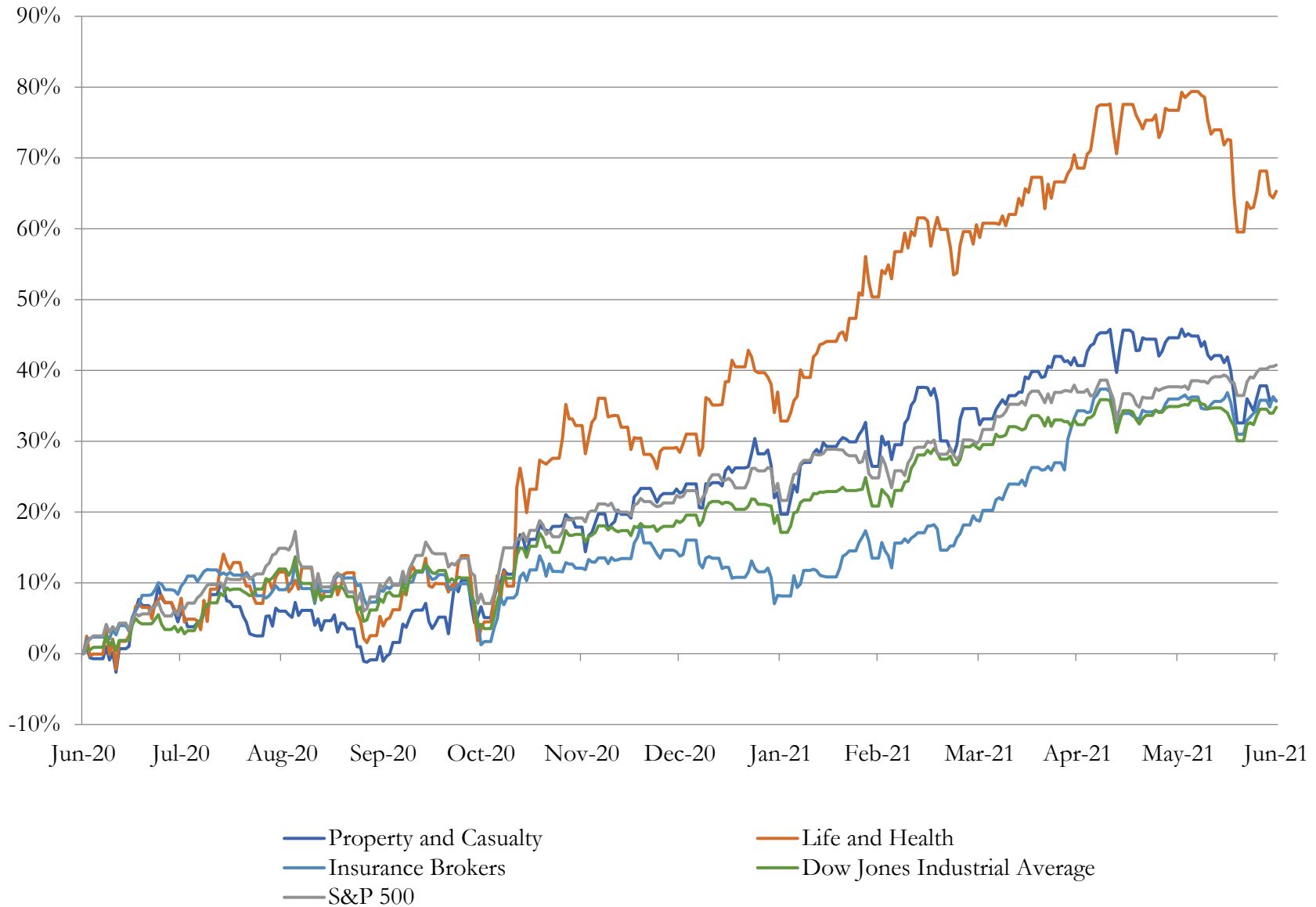
Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Property and Casualty</b>									
Fidelity National Financial, Inc.	FNF	5.5%	31.2%	46.8%	25.8%	143.6%	1.4x	1.1x	4.2x
First American Financial Corporation	FAF	6.5%	20.4%	30.1%	19.2%	58.0%	1.2x	0.8x	4.4x
Stewart Information Services Corporation	STC	12.1%	29.2%	40.2%	13.7%	103.8%	1.1x	0.5x	3.7x
AMERISAFE, Inc.	AMSF	4.8%	20.4%	-4.5%	35.2%	4.3%	0.3x	3.1x	8.9x
	Mean	7.3%	25.3%	28.2%	23.5%	77.4%	1.0x	1.4x	5.3x
	Median	6.0%	24.8%	35.2%	22.5%	80.9%	1.1x	1.0x	4.3x
<b>Life and Health</b>									
MetLife, Inc.	MET	0.2%	2.0%	-9.1%	4.5%	-76.0%	1.3x	2.1x	48.0x
Prudential Financial, Inc.	PRU	0.2%	4.9%	-4.1%	6.0%	-17.2%	1.7x	1.0x	16.3x
Aflac Incorporated	AFL	2.2%	18.4%	6.0%	24.5%	35.7%	1.0x	2.0x	8.1x
Unum Group	UNM	1.1%	7.7%	12.5%	9.4%	-18.6%	1.7x	0.6x	6.7x
CNO Financial Group, Inc.	CNO	1.3%	9.3%	11.3%	25.5%	67.9%	1.4x	1.5x	5.9x
	Mean	1.0%	8.5%	3.3%	14.0%	-1.6%	1.4x	1.4x	17.0x
	Median	1.1%	7.7%	6.0%	9.4%	-17.2%	1.4x	1.5x	8.1x
<b>Insurance Brokers</b>									
Marsh & McLennan Companies, Inc.	MMC	8.4%	27.1%	8.3%	27.7%	12.8%	0.9x	4.7x	16.9x
Arthur J. Gallagher & Co.	AJG	3.5%	15.1%	3.8%	24.8%	32.9%	0.7x	4.7x	18.9x
Brown & Brown, Inc.	BRO	5.5%	15.1%	14.7%	32.1%	21.2%	0.7x	5.9x	18.4x
eHealth, Inc.	EHTH	3.5%	5.0%	12.3%	9.7%	-45.0%	-0.2x	2.3x	23.4x
Crawford & Company	CRD.B	5.3%	26.7%	0.2%	9.0%	9.8%	0.7x	0.8x	8.5x
	Mean	5.2%	17.8%	7.8%	20.7%	6.3%	0.6x	3.7x	17.2x
	Median	5.3%	15.1%	8.3%	24.8%	12.8%	0.7x	4.7x	18.4x

Source: Capital IQ

# 3

## LTM Equity Performance

Major Indexes



## 4

## Recent M&amp;A Activity

Last Twelve (12) Months as of June 30, 2021

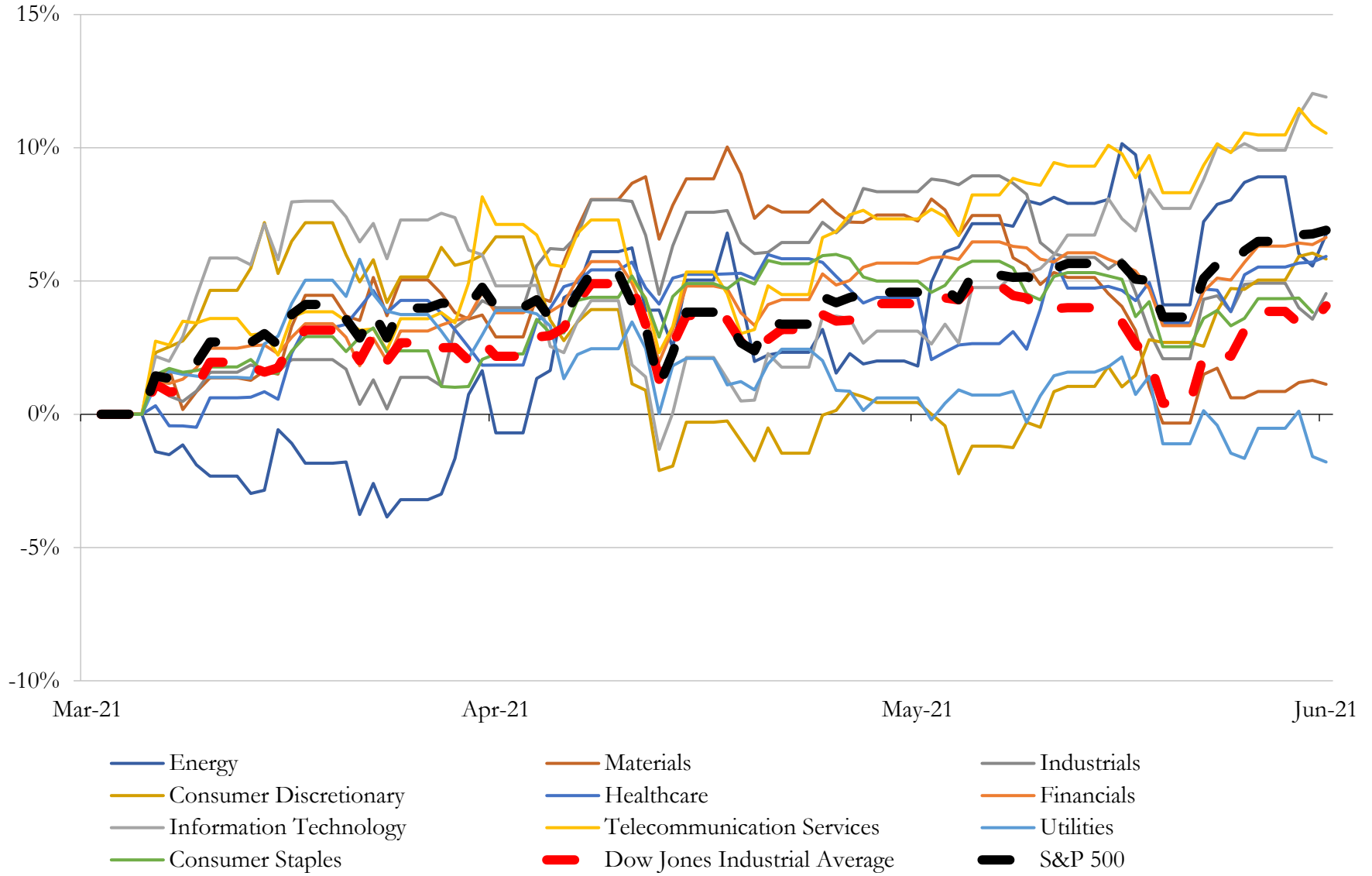
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Sep-20	57 Title Offices in the States of Arizona, Colorado, and Nevada	Stewart Title Company	\$105
Jun-21	Operations and Substantially All of Operating Assets of First Bank Insurance	Bankers Insurance, LLC	\$14
Nov-20	OneDigital Health and Benefits, Inc.	Onex Corporation; Onex Partners V LP	NA
Jun-21	Stellar Benefits Group, LLC	Arthur J. Gallagher & Co.	NA
Jun-21	The Assets of Walker & Associates Services, Inc.	Relation Insurance, Inc.	NA
Jun-21	Block Consulting Actuaries, Inc.	Pinnacle Plan Design, LLC	NA
Jun-21	PetPartners, Inc.	Iguana Capital Limited	NA
Jun-21	Title365 Inc	Blend Labs, Inc.	NA
Jun-21	Carolina Senior Marketing, LLC	Integrity Marketing Group, LLC	NA
Jun-21	Maximum Senior Benefits LLC	AmeriLife Group, LLC	NA
Jun-21	Goodman Insurance Services, Inc.	AssuredPartners, Inc.	NA
Jun-21	Pinetree Capital LLC	NFP Corp.	NA
Jun-21	River Valley Insurance Agency Inc.	Peter C. Foy & Associates Insurance Services, LLC	NA
Jun-21	Montalto United Insurance Agency, LLC	Integrity Marketing Group, LLC	NA
Jun-21	assets of Marisat, Inc	IAA, Inc.	NA
Jun-21	Certain of the Assets of First American Property and Casualty Insurance	Bamboo Insurance	NA
Jun-21	364 Title Group, LLC	Drilling Info, Inc.	NA
Jun-21	Braden Insurance Agency Inc.	Hyland Insurance	NA
Jun-21	B+H Insurance, LLC	AssuredPartners, Inc.	NA
Jun-21	eAssist Dental Solutions, Inc.	Henry Schein, Inc.	NA
Jun-21	Valley General Insurance Services	Oli Insurance Services, Inc.	NA
Jun-21	M.T. Donahoe and Associates, Inc. (nka:AmWINS M.T.Donahoe &	AmWINS Group, Inc.	NA
Jun-21	Professional Lines Underwriting Specialists, Inc.	IMA Financial Group, Inc.	NA
Jun-21	AMERICAN DENTAL EXAMINERS, INC.	Overjet, Inc.	NA
Jun-21	2WJ, LLC	Accelerant Holdings Ltd.	NA
Jun-21	Metro Appraisal, Inc.	Sedgwick Claims Management Services, Inc.	NA
Jun-21	Confie Seguros, Inc.	Alliant Insurance Services, Inc.	NA
Jun-21	Book of Business of Hub Retirement and Private Wealth	HUB International Limited	NA
Jun-21	Employee Benefits Assets of Business to Business Solutions	Byars   Wright, Inc.	NA
Jun-21	Brokers International Ltd	Integrity Marketing Group, LLC	NA
Jun-21	CEM Insurance Company (nka:Concert Insurance Co.)	Concert Group Holdings, Inc.	NA

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

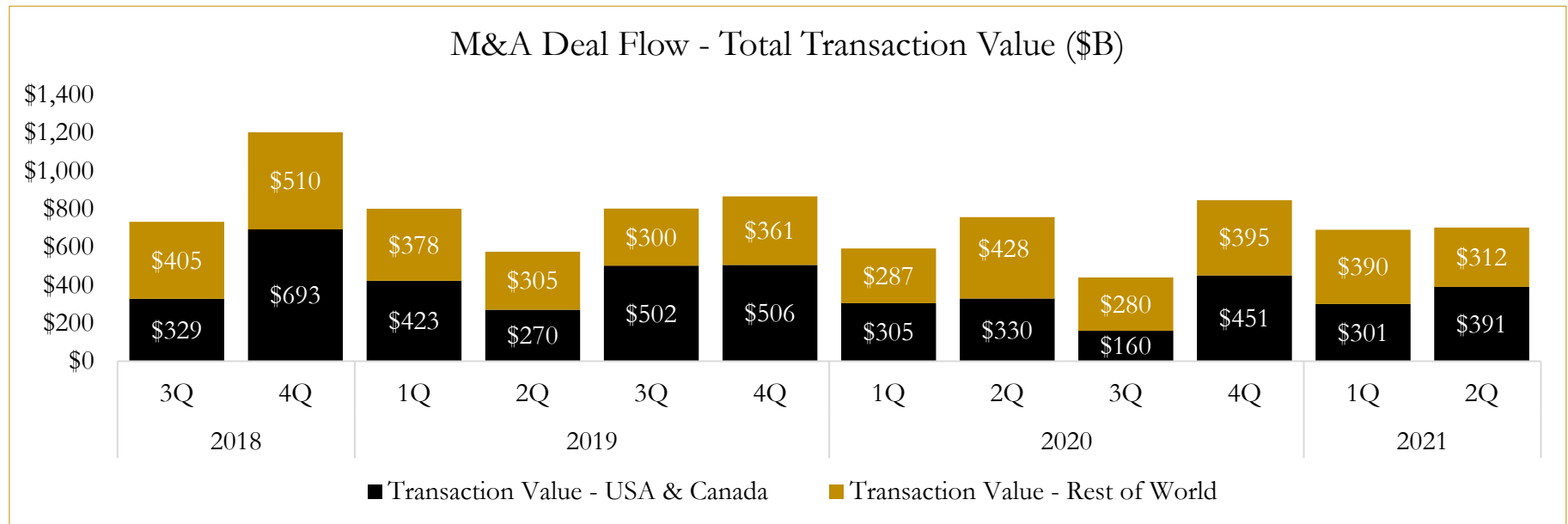
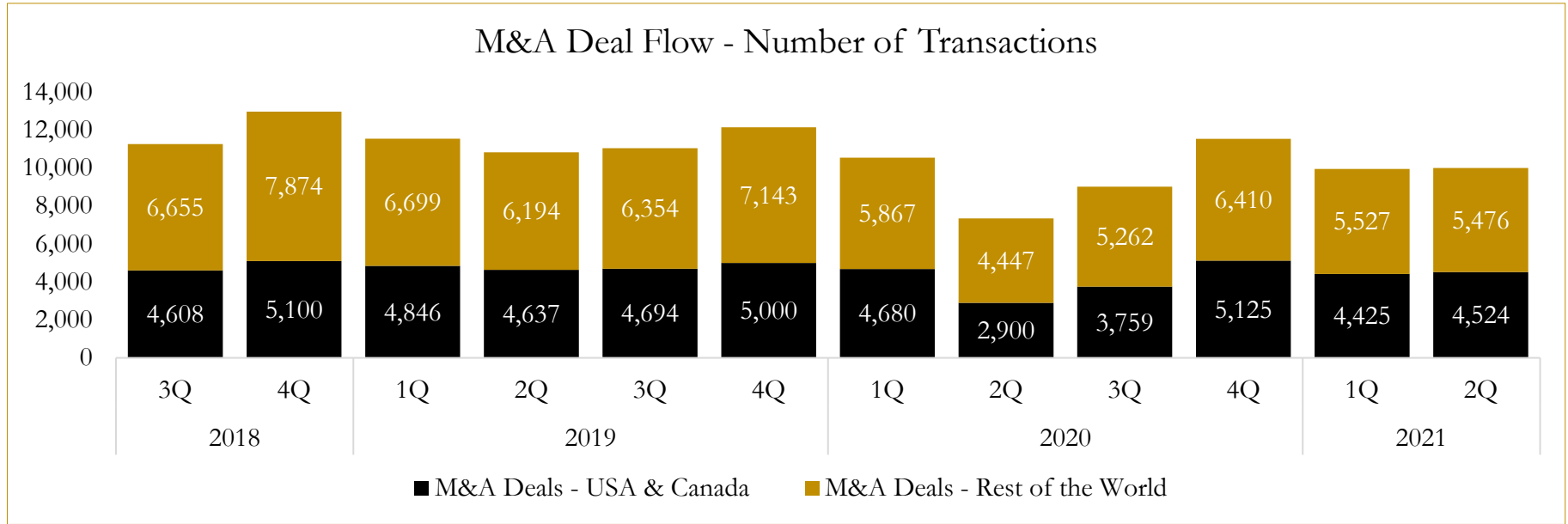
Last Three (3) Months as of June 30, 2021



# 6

## M&A Deal Flow Statistics

Last Three (3) Years as of June 30, 2021



## About Houlihan Capital

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

### Valuation & Financial Advisory

We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

### Investment Banking

Through our Investment Banking Group, we offer sell-side/buy-side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

### Litigation Support

Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

## Contact:

**Andrew Smith**

President

[asmith@houlihancapital.com](mailto:asmith@houlihancapital.com)

(312) 450-8610

**Paul Clark**

Managing Director

[pclark@houlihancapital.com](mailto:pclark@houlihancapital.com)

(312) 450-8656

**Michael Norton**

Director, Business Development

[mnorton@houlihancapital.com](mailto:mnorton@houlihancapital.com)

(312) 450-8628

**Monica Blocker**

Director, Business Development

[mblocker@houlihancapital.com](mailto:mblocker@houlihancapital.com)

(312) 450-8699