



Industry Update

**Insurance**

Q1 2022

# 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 03/31/22	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
Property and Casualty									
Fidelity National Financial, Inc.	FNF	\$48.84	86.5%	\$12,522	\$60,690	\$15,635	\$3,847	\$12,657	\$0
First American Financial Corporation	FAF	\$64.82	79.5%	\$7,817	\$16,451	\$9,214	\$1,865	\$8,219	\$1,235
Stewart Information Services Corporation	STC	\$60.61	74.8%	\$1,746	\$2,813	\$3,306	\$475	\$3,135	\$420
AMERISAFE, Inc.	AMSF	\$49.67	74.0%	\$878	\$1,403	\$316	\$80	\$284	\$0
Life and Health									
MetLife, Inc.	MET	\$70.28	96.9%	\$147,125	\$759,708	\$71,080	\$9,504	\$67,896	\$0
Prudential Financial, Inc.	PRU	\$118.17	95.1%	\$66,220	\$937,582	\$70,871	\$10,583	\$55,538	\$0
Aflac Incorporated	AFL	\$64.39	96.1%	\$47,375	\$157,542	\$22,106	\$5,605	\$20,322	\$0
Unum Group	UNM	\$31.51	97.7%	\$9,857	\$70,116	\$12,014	\$1,461	\$12,082	\$0
CNO Financial Group, Inc.	CNO	\$25.09	90.0%	\$6,302	\$36,204	\$4,122	\$983	\$3,670	\$0
Insurance Brokers									
Marsh & McLennan Companies, Inc.	MMC	\$170.42	97.3%	\$97,928	\$34,388	\$19,820	\$5,499	\$21,118	\$5,478
Arthur J. Gallagher & Co.	AJG	\$174.60	98.6%	\$43,869	\$33,345	\$7,974	\$1,929	\$8,675	\$2,676
Brown & Brown, Inc.	BRO	\$72.27	97.7%	\$21,980	\$9,795	\$3,050	\$1,010	\$3,310	\$1,106
Crawford & Company	CRD.B	\$7.29	68.4%	\$623	\$853	\$1,102	\$74	\$1,171	\$109
eHealth, Inc.	EHTH	\$12.41	15.9%	\$455	\$1,149	\$538	-\$73	\$457	-\$59

Source: Capital IQ

# Valuation Metrics

## Return Profile, Trading Multiples

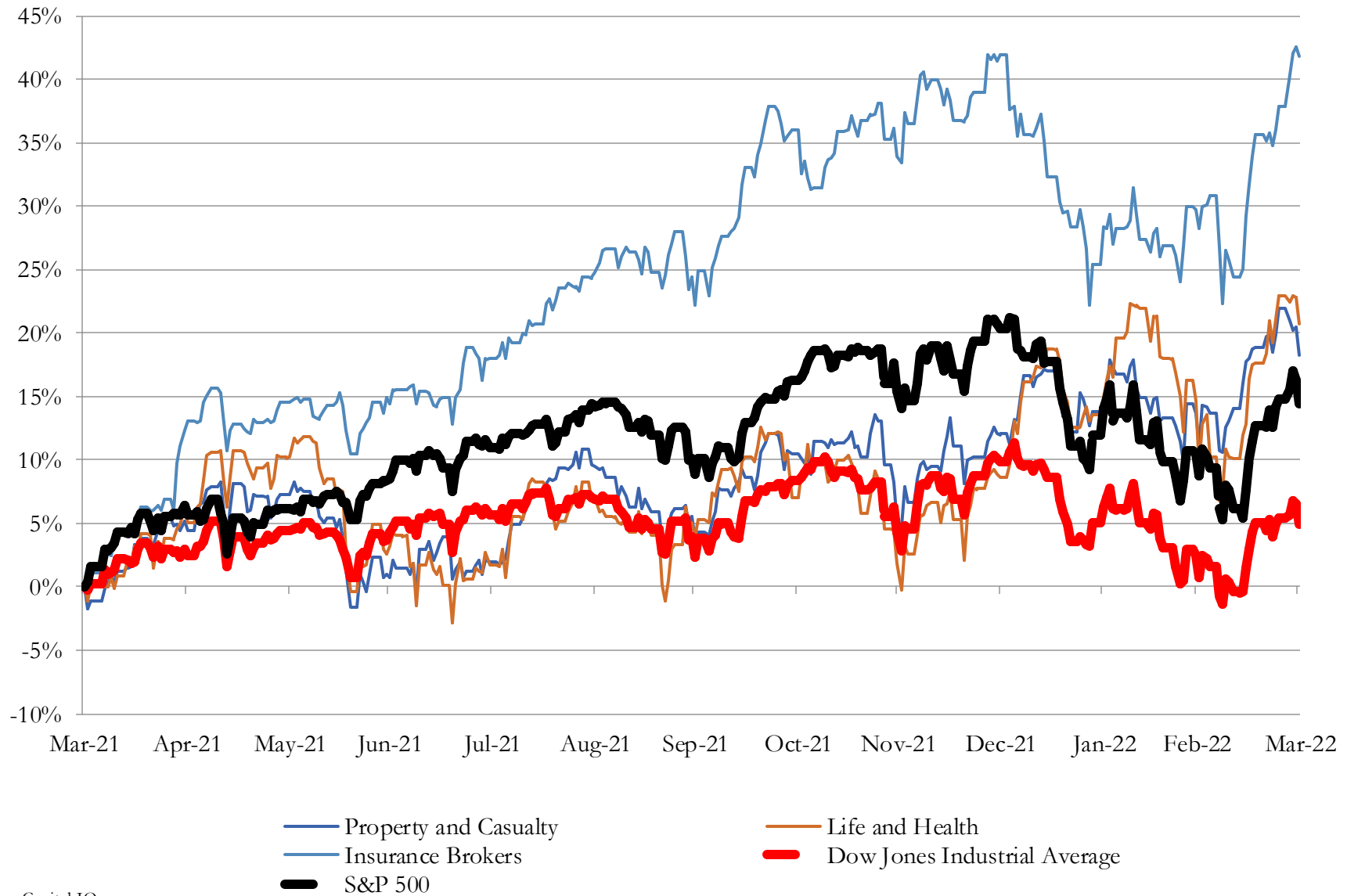
Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Property and Casualty									
Fidelity National Financial, Inc.	FNF	3.6%	27.3%	44.6%	24.6%	77.3%	1.4x	0.8x	3.3x
First American Financial Corporation	FAF	7.3%	23.3%	30.1%	20.2%	58.3%	1.2x	0.8x	4.2x
Stewart Information Services Corporation	STC	11.5%	29.5%	44.5%	14.4%	97.8%	1.1x	0.5x	3.7x
AMERISAFE, Inc.	AMSF	3.5%	15.7%	-6.9%	25.5%	-25.4%	0.4x	2.8x	10.9x
	Mean	6.5%	23.9%	28.1%	21.2%	52.0%	1.0x	1.2x	5.5x
	Median	5.4%	25.3%	37.3%	22.4%	67.8%	1.2x	0.8x	3.9x
Life and Health									
MetLife, Inc.	MET	0.7%	9.2%	4.8%	13.4%	15.2%	1.2x	2.1x	15.5x
Prudential Financial, Inc.	PRU	0.7%	11.9%	24.1%	14.9%	5218.1%	1.5x	0.9x	6.3x
Aflac Incorporated	AFL	2.2%	12.9%	-0.2%	25.4%	26.2%	0.9x	2.1x	8.5x
Unum Group	UNM	1.2%	7.4%	-8.7%	12.2%	14.3%	1.5x	0.8x	6.7x
CNO Financial Group, Inc.	CNO	1.2%	8.2%	7.9%	23.8%	29.8%	1.3x	1.5x	6.4x
	Mean	1.2%	9.9%	5.6%	17.9%	1060.7%	1.3x	1.5x	8.7x
	Median	1.2%	9.2%	4.8%	14.9%	26.2%	1.3x	1.5x	6.7x
Insurance Brokers									
Marsh & McLennan Companies, Inc.	MMC	8.8%	31.0%	15.1%	27.7%	24.9%	1.0x	4.9x	17.8x
Arthur J. Gallagher & Co.	AJG	3.1%	12.9%	17.6%	24.2%	18.2%	0.7x	5.5x	22.7x
Brown & Brown, Inc.	BRO	5.7%	14.8%	16.8%	33.1%	25.0%	0.7x	7.2x	21.8x
Crawford & Company	CRD.B	3.9%	15.3%	12.2%	6.7%	-11.9%	0.6x	0.6x	8.4x
eHealth, Inc.	EHTH	-4.5%	-11.5%	-7.6%	-13.5%	N/A	0.1x	0.8x	-6.3x
	Mean	3.4%	12.5%	10.8%	15.7%	14.1%	0.6x	3.8x	12.9x
Source: Capital IQ	Median	3.9%	14.8%	15.1%	24.2%	21.5%	0.7x	4.9x	17.8x

Source: Capital IQ

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## LTM Equity Performance

### Major Indexes



Source: Capital IQ

## Recent M&A Activity

*Last Twelve (12) Months as of March 31, 2022*

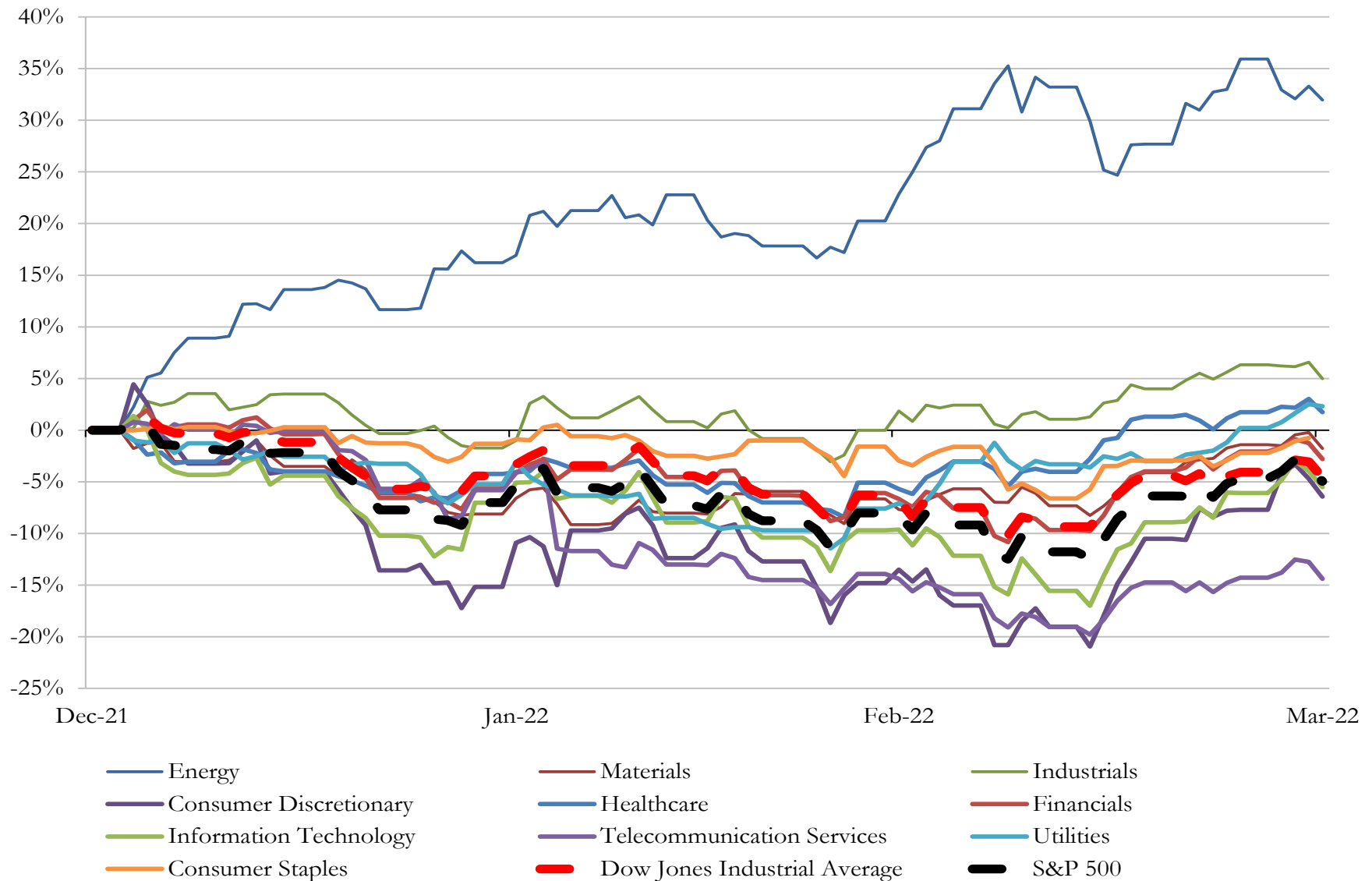
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Aug-21	J.C. Taylor Insurance, LLC	NSM Insurance Group, LLC	\$50
Jun-21	Operations and Substantially All of Operating Assets of First Bank Insurance	Bankers Insurance, LLC	\$14
Jun-21	Customer accounts and other related assets of Sycamore Insurance Agency,	Venture Holdings, Inc.	\$10
Jan-22	21st Century Auto Insurance Company of New Jersey	Everspan Insurance Company	\$7
Jan-22	Pittsfield Agency Branch of Woodrow W. Cross Agency, Inc.	Coakley, Pierpan, Dolan & Collins Insurance Agency, Inc.	\$1
Oct-21	Snotherly Insurance Agency, Inc.	High Street Insurance Partners, Inc.	NA
Sep-21	Assets of Insley Insurance And Financial Services, Inc.	Relation Insurance, Inc.	NA
Sep-21	BlueStar Retirement Services, Inc.	Ameritas Life Insurance Corp.	NA
Mar-22	Ohio National Mutual Holdings, Inc. (nka:Ohio National Holdings, Inc.)	Constellation Insurance Holdings, Inc.	NA
Mar-22	Assets of Woller-Anger & Company, LLC	Relation Insurance Services, Inc.	NA
Mar-22	Snapp & Associates Insurance Services, Inc.	ALKEME INC.	NA
Mar-22	Assets of Dixon Insurance, Inc.	Relation Insurance Services, Inc.	NA
Mar-22	Smith Insurance & Bonds	Nielson, Hoover & Company, Inc.	NA
Mar-22	Title Resources Guaranty Company	Centerbridge Partners, L.P.	NA
Mar-22	Achilles & Associates	NFP Corp.	NA
Mar-22	Preferred Repair Network, LLC	Hancock Claims Consultants Holdings, LLC	NA
Mar-22	Commercial Insurance Underwriters, Inc.	Arthur J. Gallagher & Co.	NA
Mar-22	CHCS Services, Inc.	Teleo Capital Management LLC	NA
Mar-22	Western Marketing Associates Corporation	Integrity Marketing Group, LLC	NA
Mar-22	Scott Anderson Insurance	Inszone Insurance Services, Inc.	NA
Mar-22	J. Manning & Associates, LLC	Integrity Marketing Group, LLC	NA
Mar-22	Montera Captive Insurance Management, LLC	Align Risk Solutions, LLC	NA
Mar-22	First American Insurance Underwriters, Inc.	Integrity Marketing Group, LLC	NA
Mar-22	Assets of Midland Agency Insurance Corp.	HUB International Limited	NA
Mar-22	Hawley & Associates, LLC	Arthur J. Gallagher & Co.	NA
Mar-22	The Health Insurance Place	Integrity Marketing Group, LLC	NA
Mar-22	TexStar Insurance Services, Inc.	Inszone Insurance Services, Inc.	NA
Mar-22	The Benefit Services Group Inc.	Alliant Insurance Services, Inc.	NA
Mar-22	Daniel Cheragey Insurance Agency, Inc.	ALKEME INC.	NA
Mar-22	JB Wright Insurance Services	ALKEME INC.	NA

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

*Last Three (3) Months as of March 31, 2022*

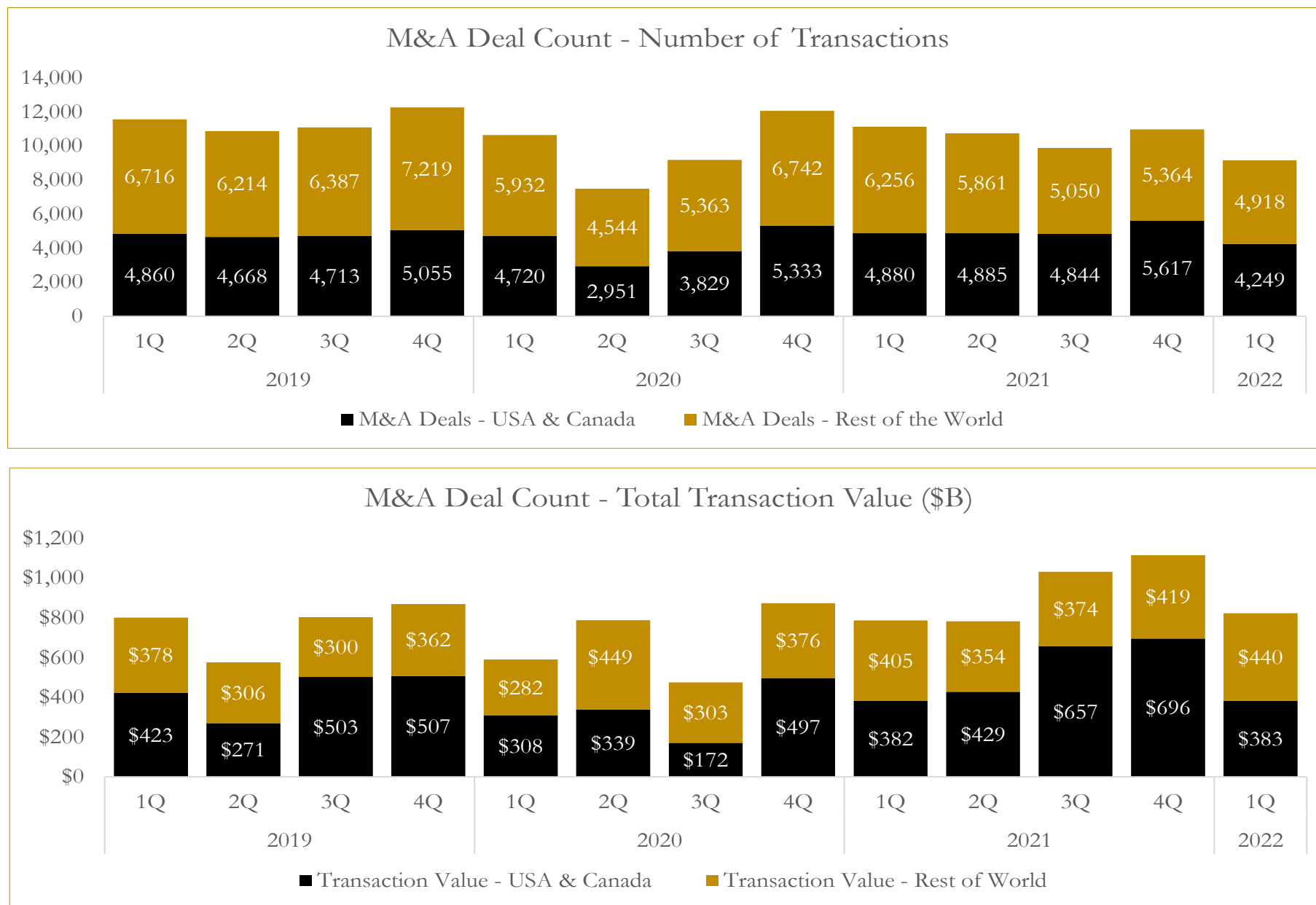


Source: Capital IQ

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## M&A Deal Flow Statistics

*Last Three (3) Years as of March 31, 2022*



Source: Capital IQ

## 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.

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