



Industry Update

Insurance

Q4 2022

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 12/31/22	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2022 Est. Revenue	2022 Est. EBITDA
Property and Casualty									
Fidelity National Financial, Inc.	FNF	\$37.62	66.7%	\$11,902	\$62,164	\$13,819	\$2,890	\$11,461	\$2,520
First American Financial Corporation	FAF	\$52.34	64.2%	\$5,803	\$16,486	\$8,286	\$841	\$7,061	\$1,094
Stewart Information Services Corporation	STC	\$42.73	52.8%	\$1,514	\$2,705	\$3,381	\$405	\$2,685	\$283
AMERISAFE, Inc.	AMSF	\$51.97	85.9%	\$893	\$1,359	\$293	\$45	\$300	\$0
Life and Health									
MetLife, Inc.	MET	\$72.37	93.5%	\$138,224	\$650,104	\$73,671	\$3,806	\$69,893	\$0
Prudential Financial, Inc.	PRU	\$99.46	80.1%	\$51,705	\$677,756	\$61,398	-\$170	\$52,540	\$0
Aflac Incorporated	AFL	\$71.94	99.0%	\$50,546	\$128,100	\$20,928	\$5,588	\$18,116	\$0
Unum Group	UNM	\$41.03	88.0%	\$11,364	\$60,867	\$11,964	\$1,772	\$12,263	\$0
CNO Financial Group, Inc.	CNO	\$22.85	85.5%	\$6,020	\$33,037	\$3,678	\$1,121	\$3,698	\$0
Insurance Brokers									
Marsh & McLennan Companies, Inc.	MMC	\$165.48	90.4%	\$97,223	\$32,023	\$20,835	\$5,706	\$22,310	\$5,906
Arthur J. Gallagher & Co.	AJG	\$188.54	93.6%	\$46,482	\$38,668	\$8,247	\$2,310	\$9,511	\$2,993
Brown & Brown, Inc.	BRO	\$56.97	77.0%	\$20,420	\$13,658	\$3,408	\$1,096	\$4,022	\$1,326
eHealth, Inc.	EHTH	\$4.84	17.4%	\$365	\$1,052	\$453	-\$103	\$417	-\$41

Source: Capital IQ

2

Valuation Metrics

Return Profile, Trading Multiples

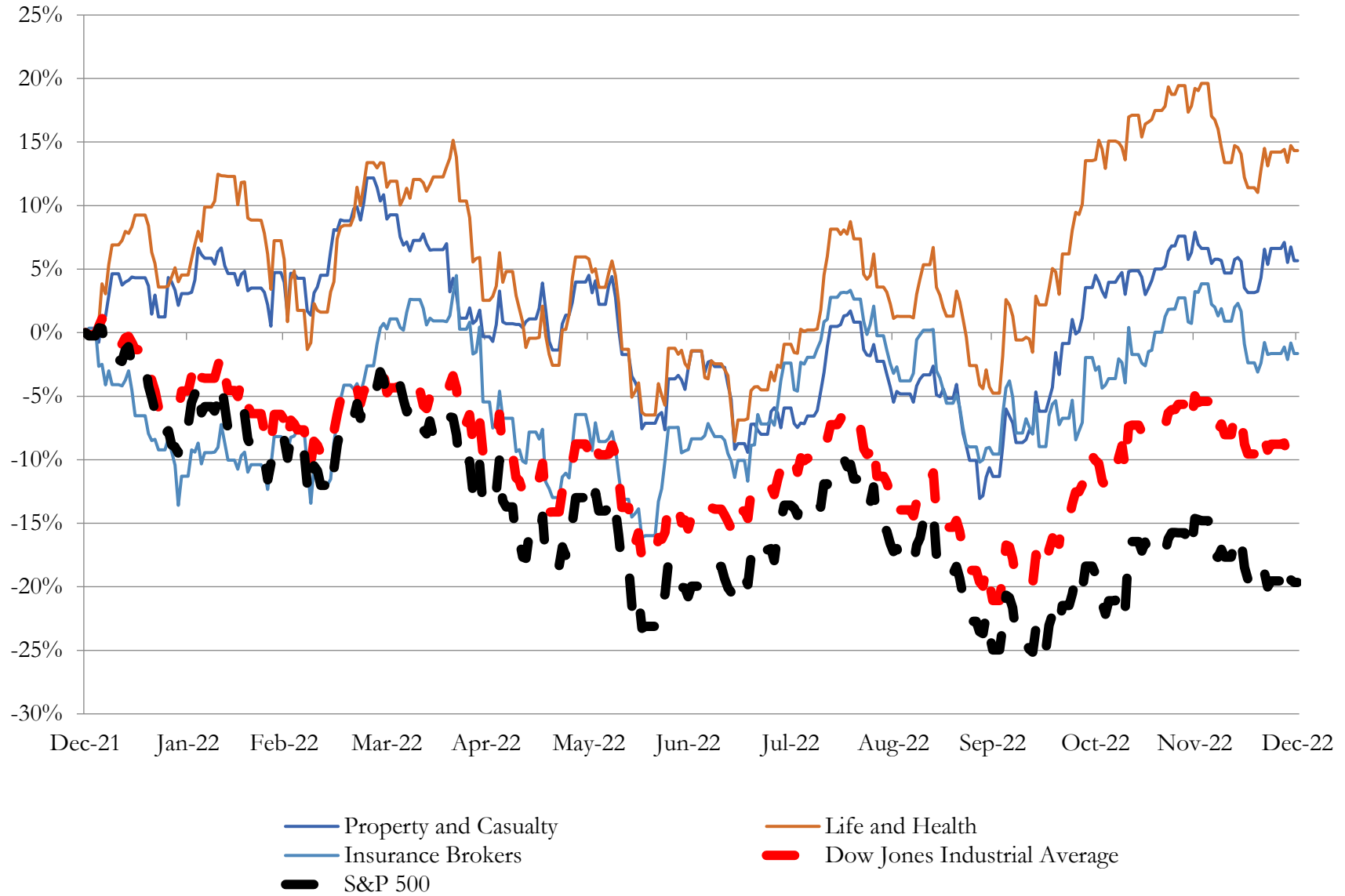
Company Name	Ticker	Return Profile							Trading Multiples	
		Return on Assets	Return on Equity	Return on Capital	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Property and Casualty										
Fidelity National Financial, Inc.	FNF	2.4%	21.4%	13.2%	-5.4%	20.9%	-29.2%	1.3x	0.9x	4.4x
First American Financial Corporation	FAF	2.6%	9.3%	5.7%	-7.9%	10.1%	-55.5%	1.2x	0.8x	7.5x
Stewart Information Services Corporation	SIC	8.6%	19.7%	12.2%	9.9%	12.0%	-5.8%	1.1x	0.5x	3.9x
AMERISAFE, Inc.	AMSF	1.9%	9.0%	6.4%	-10.0%	15.4%	-60.4%	0.4x	3.2x	20.6x
	Mean	3.9%	14.8%	9.4%	-3.3%	14.6%	-37.7%	1.0x	1.3x	9.1x
	Median	2.5%	14.5%	9.3%	-6.6%	13.7%	-42.4%	1.2x	0.8x	5.9x
Life and Health										
MetLife, Inc.	MET	0.3%	5.1%	1.4%	4.6%	5.2%	-54.3%	1.1x	1.9x	36.2x
Prudential Financial, Inc.	PRU	0.0%	0.8%	-0.3%	-12.9%	-0.3%	N/A	1.4x	0.9x	-309.8x
Aflac Incorporated	AFL	2.4%	17.5%	8.7%	-7.3%	26.7%	0.0%	0.9x	2.5x	9.2x
Unum Group	UNM	1.6%	12.1%	7.8%	-10.1%	14.8%	27.7%	1.1x	1.0x	6.5x
CNO Financial Group, Inc.	CNO	1.3%	14.4%	6.3%	-10.8%	30.5%	15.5%	1.2x	1.7x	5.4x
	Mean	1.1%	10.0%	4.8%	-7.3%	15.4%	-2.8%	1.1x	1.6x	-50.5x
	Median	1.3%	12.1%	6.3%	-10.1%	14.8%	7.7%	1.1x	1.7x	6.5x
Insurance Brokers										
Marsh & McLennan Companies, Inc.	MMC	9.6%	34.8%	13.6%	9.1%	27.4%	8.0%	0.9x	4.7x	17.3x
Arthur J. Gallagher & Co.	AJG	3.3%	12.9%	7.3%	6.8%	28.0%	22.3%	0.7x	5.8x	20.6x
Brown & Brown, Inc.	BRO	5.1%	15.3%	8.0%	16.9%	32.3%	14.1%	0.7x	5.6x	17.4x
eHealth, Inc.	EHTH	-6.1%	-15.0%	-6.6%	-23.0%	-22.8%	N/A	0.3x	0.8x	-3.3x
	Mean	3.0%	12.0%	5.6%	2.4%	16.2%	14.8%	0.7x	4.2x	13.0x
	Median	4.2%	14.1%	7.6%	7.9%	27.7%	14.1%	0.7x	5.2x	17.4x

Source: Capital IQ

3

LTM Equity Performance

Major Indexes



Source: Capital IQ

4

Recent M&A Activity

Last Twelve (12) Months as of December 31, 2022

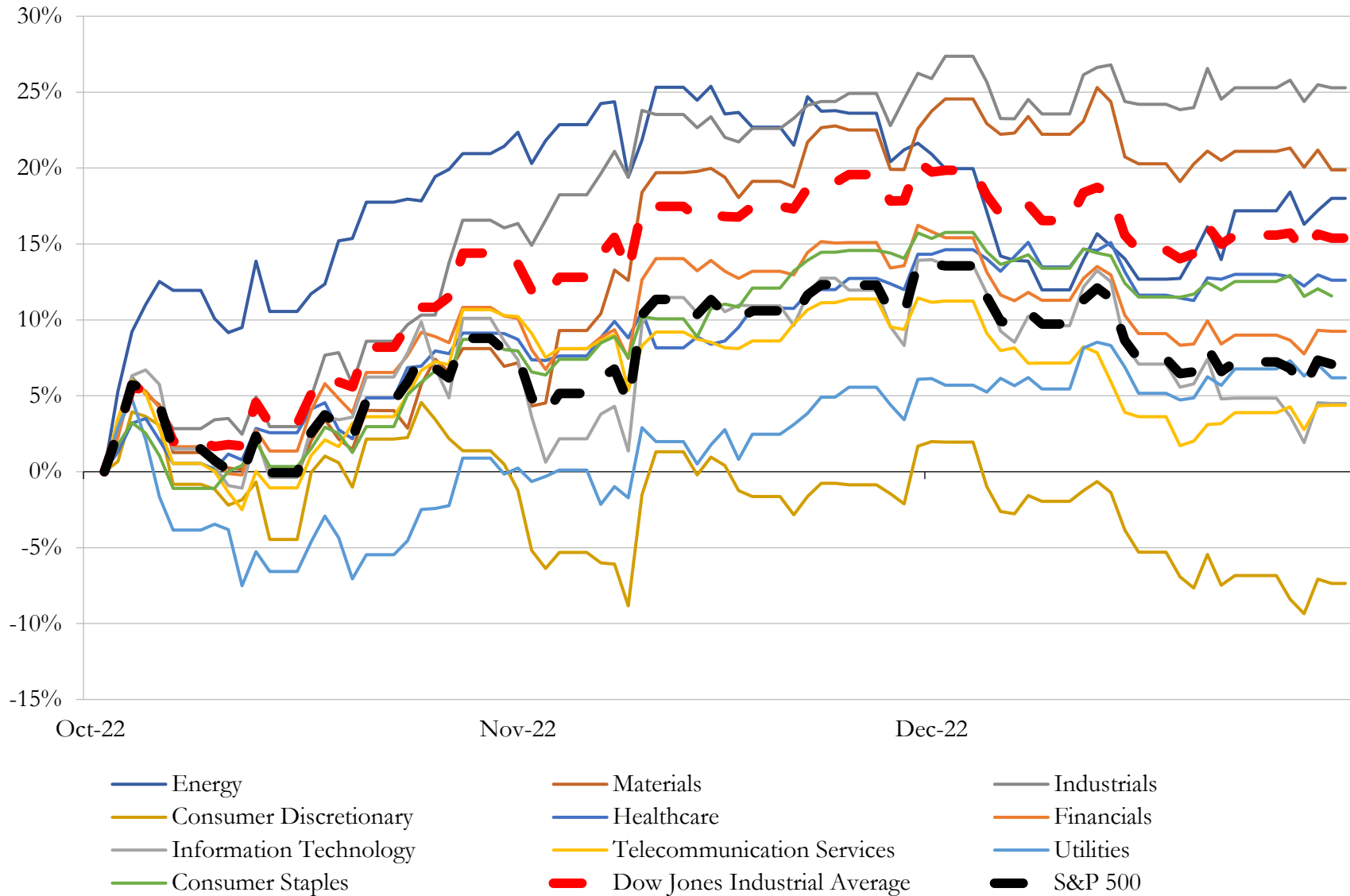
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Jan-22	21st Century Auto Insurance Company of New Jersey	Everspan Insurance Company	\$7
Aug-22	Substantially all of the Assets of GA Solutions, LLC	Upexi Pet Products, LLC	\$3
Apr-22	Employee Benefits Agency, Inc.	The Hilb Group, LLC	NA
Nov-22	All Trans Risk Solutions, LLC	Ambac Financial Group, Inc.	NA
Dec-21	The Lincoln Agency, LLC	Origin Bancorp, Inc.	NA
Jul-22	The Shepherd Agency LLC	AssuredPartners, Inc.	NA
Jul-22	Settlers Life Insurance Company	Everly Holdings, LLC	NA
Feb-22	East Main Street Advisors, LLC	OneDigital Investment Advisors	NA
Jan-22	Special Insurance Services, Inc.	Zurich American Insurance Company	NA
Jan-22	Oversea Insurance Agency, Inc.	Edgewood Partners Insurance Center, Inc.	NA
Oct-22	B. Wood Insurance Agency, Inc.	Gamie, LLC	NA
Oct-22	FNC Title Services, LLC	Stewart Information Services Corporation	NA
Jul-22	W.C. Felton Agency, Inc.	HSR Insurance Agency, LLC	NA
Apr-22	FFL Relentless Financial Inc.	Integrity Marketing Group, LLC	NA
Apr-22	Barra & Associates LLC	Reliance Global Group, Inc.	NA
Dec-22	Wings Assurance Inc.	Grohs Schragger Hampson Aviation Insurance, LLC	NA
Dec-22	Parkland Insurance Marketing, LLC	Keyes Coverage, Inc.	NA
Dec-22	IG Holdings, LLC	OneDigital Health and Benefits, Inc.	NA
Dec-22	BCHH, Inc.	Stewart Information Services Corporation	NA
Dec-22	Statewide Condominium Insurance	RSC Insurance Brokerage, Inc.	NA
Dec-22	NEK Insurance, Inc.	Arthur J. Gallagher & Co.	NA
Dec-22	Bailey Insurance Associates, Inc.	Leavitt Group Enterprises, Inc.	NA
Dec-22	Gnade Insurance Group, Inc.	Evertree Insurance	NA
Dec-22	Franchino Agency, Inc.	Union Bay Acquisition LLC	NA
Dec-22	Madi Ventures, LLC	AssuredPartners, Inc.	NA
Dec-22	Worldwide Assurance, Inc.	RSC Insurance Brokerage, Inc.	NA
Dec-22	TCU Agency, LLC	PCF Insurance Services Of The West, LLC	NA
Dec-22	Robert Bell Insurance Brokers Inc.	ALKEME INC.	NA
Dec-22	Shea Insurance, LLC	Alera Group, Inc.	NA
Dec-22	Ritman & Associates, Inc.	USI Insurance Services, LLC	NA

Source: Capital IQ

5 Change in Market Capitalization by Sector

Last Three (3) Months as of December 31, 2022

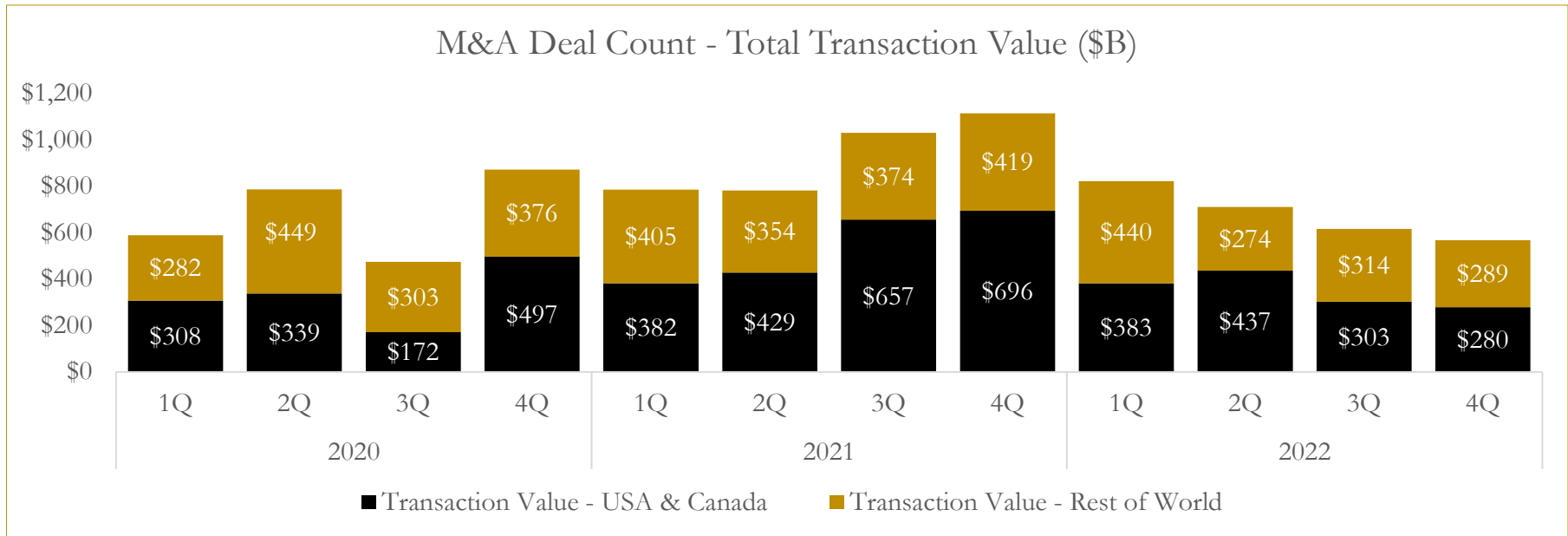
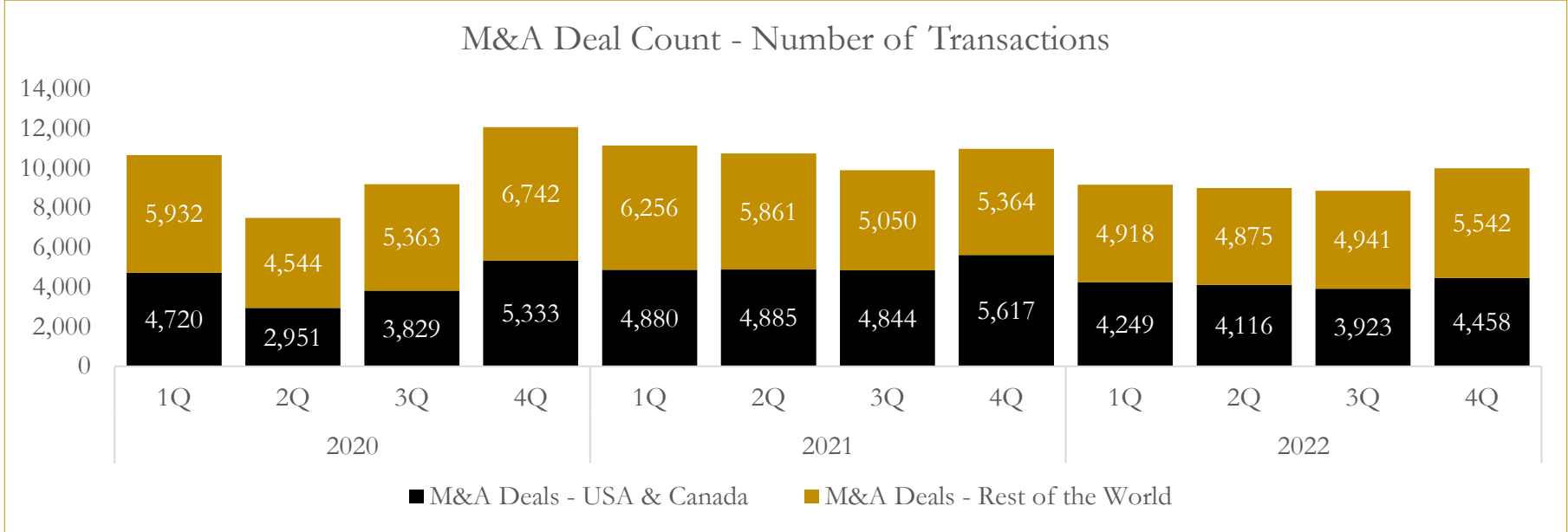


Source: Capital IQ

6

M&A Deal Flow Statistics

Last Three (3) Years as of December 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.

Contact:

Andrew Smith

President

asmith@houlihancapital.com

(312) 450-8610

Paul Clark

Managing Director

pclark@houlihancapital.com

(312) 450-8656

Michael Norton

Director, Business Development

mnorton@houlihancapital.com

(312) 450-8628

Monica Blocker

Director, Business Development

mblocker@houlihancapital.com

(312) 450-8699