



OPTIS PARTNERS

Agent & Broker
Q1-2018 Merger & Acquisition Update

April 2018

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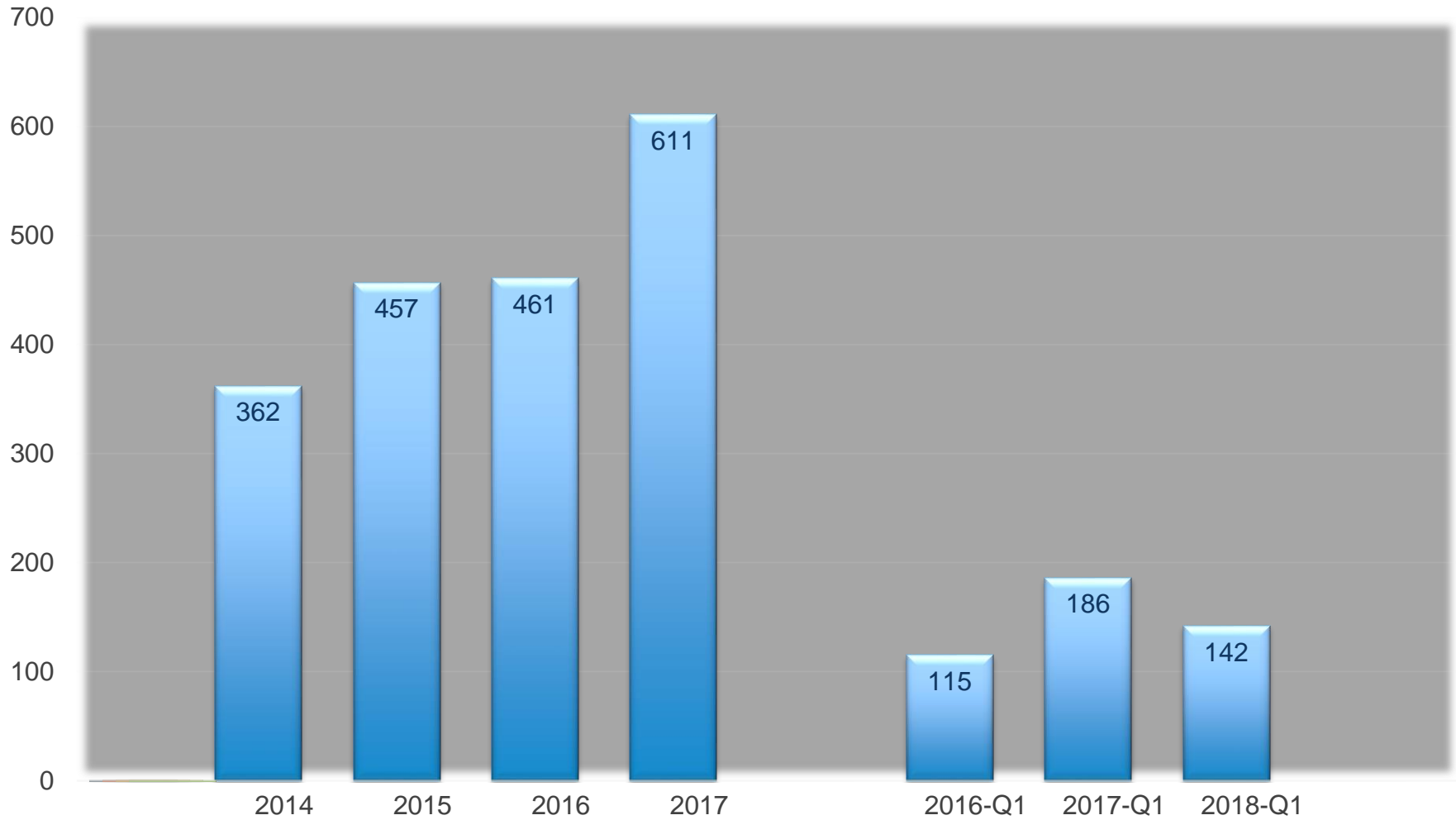
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2008 - 2018 Trending Information

Highlights of 2018 YTD M&A Activity

- 142 transactions in Q1-2018, down from 186 in Q1-2017
- 567 transactions in past 12 months
 - 3rd highest of all time behind Q3 and Q4-2017
- Acrisure led all buyers with 28 transactions
 - Followed by Hub (13), AssuredPartners (10), Alera (8), Broadstreet Partners (7) and Gallagher (6)
- As evidenced by the top Buyers, the Private Equity-Backed / Hybrid (“PE/Hybrid”) group of Buyers were the lead buyer segment, completing more than 60% of the total transactions

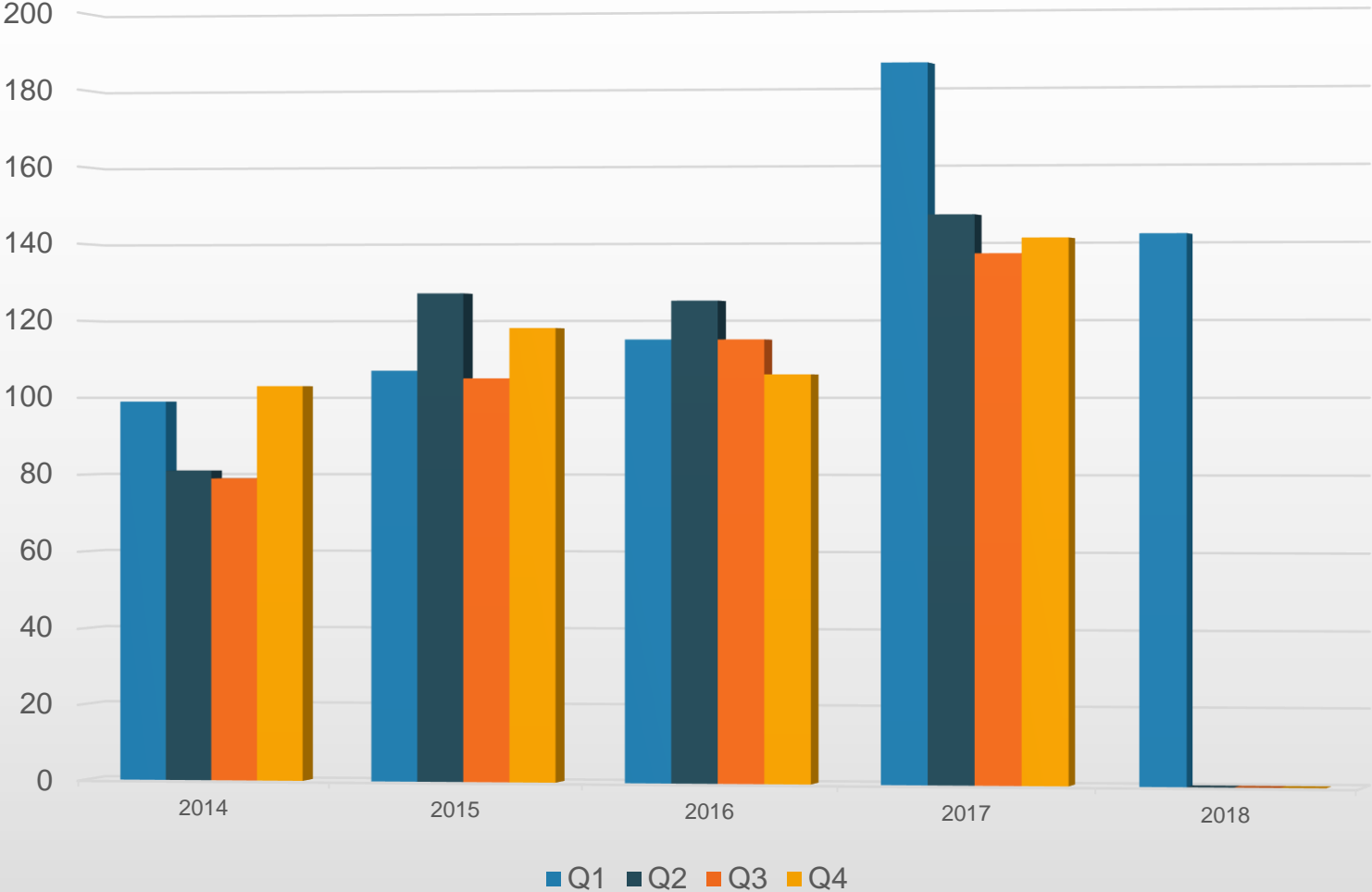
Summary Agency Acquisitions by Year



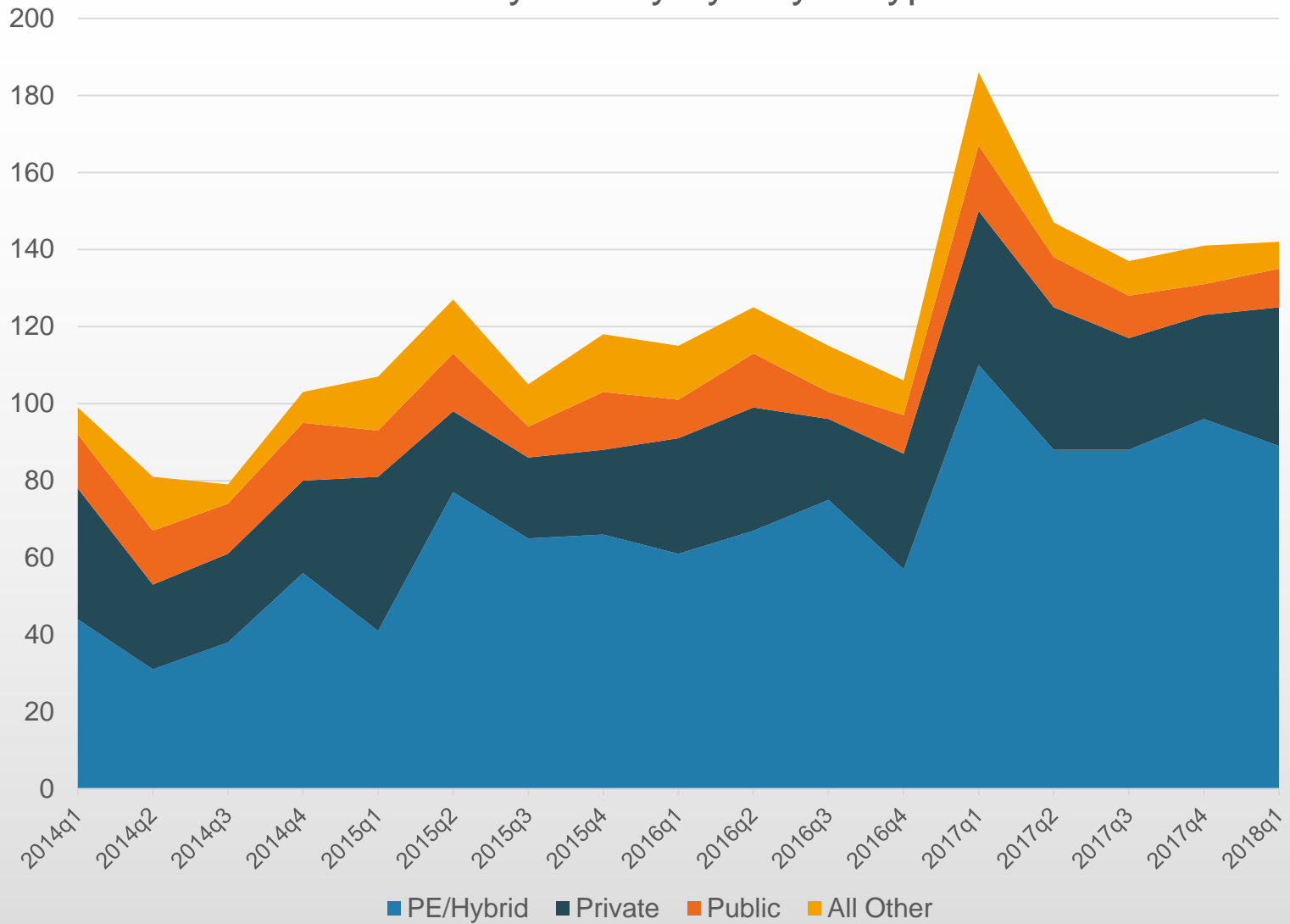
Active Acquirers w 5 or More Deals in 2018:

Buyer by Type	Ownership	2015	2016	2017	Q1-2018
Acrisure	PE / Hybrid	56	63	92	28
Hub International	PE / Hybrid	37	45	49	13
AssuredPartners	PE / Hybrid	38	28	26	10
Alera Group	PE / Hybrid	(*)	(*)	38	8
Broadstreet Partners	PE / Hybrid	26	27	32	7
Gallagher	Public	27	24	30	6
NFP	PE / Hybrid	12	8	24	5
Top 10 Total		196	195	291	77
All Other		261	266	320	65
Total Reported Transactions		457	461	611	142
(*) Company did not exist					

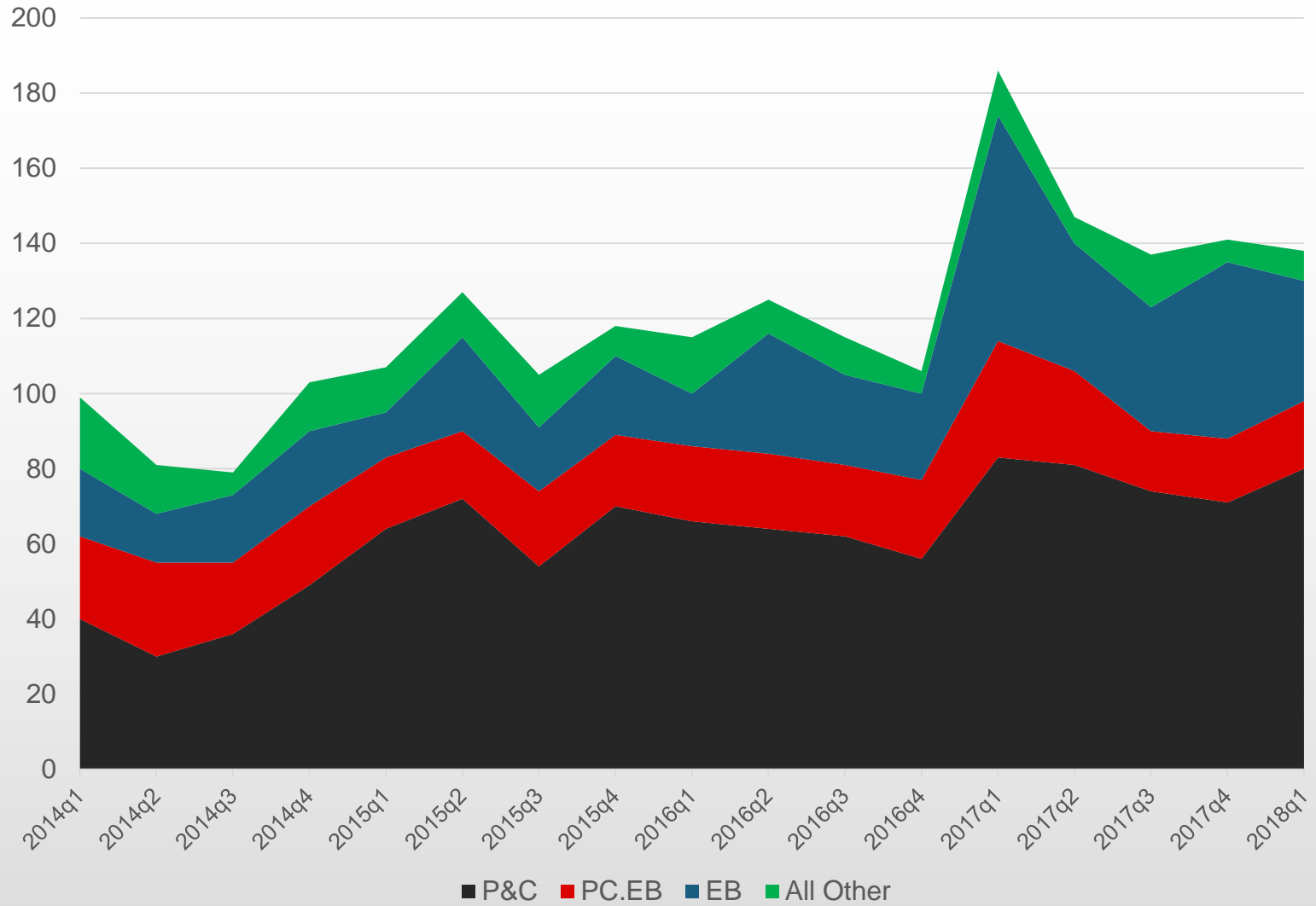
Quarterly M&A Activity



Quarterly Activity by Buyer-Type



Quarterly Activity by Seller-Type



Major 2018 Broker Transactions

Seller	Buyer	2017 Business Insurance Rank	Date
Key Insurance and Benefit Services (Key Bank)	USI Insurance Services	#58	March, 2018
Crystal & Company	Alliant Insurance Services	#25	Announced April, 2018
Regions Insurance Group, Inc.	BB&T Insurance Holdings	#33	Announced April, 2018

Observations:

- 24% reduction in deal count from Q1-2017 not indicative of overall M&A activity
- 142 transactions in the quarter is 4th highest quarterly total, behind Q1-2017, Q2-2017 and Q4-2017
- 36 announced Private-Buyer transactions 3rd highest quarterly total
- No obvious impact from 2017 tax reform Act
- Buyers remain very aggressive on valuations, and Sellers continue to come out of the woodwork



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