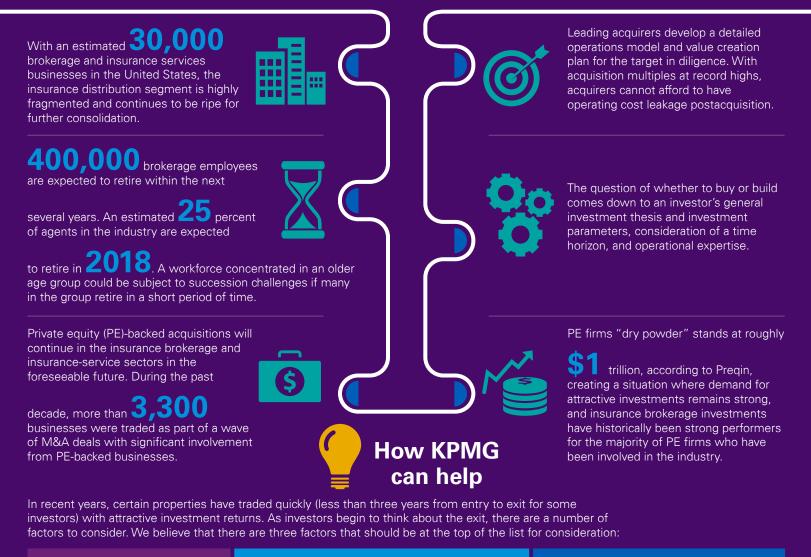


Insurance brokerage M&A

Creating and realizing value through inorganic growth



The demographics of the producers may present some considerably difficult future issues due to an aging workforce. It is vital to involve a third party with broad experience in successfully identifying ways to meet the challenge in recruiting younger brokers in the years ahead. We have noted that sellers have achieved high returns around the ability to execute on inorganic growth strategy in the short term as well as the organic growth story. Accordingly, we believe sellers should consider investing in tools and capabilities that can accumulate and generate transaction-level information and then conduct in-depth analysis that demonstrates and supports its organic growth levels, which would likely result in higher valuations on exit. It is critical to take control of the narrative of the business and how potential buyers should comprehend multiple and often-connected nuances associated with a business that has grown inorganically and quickly in the past few years. Our team of specialists gets involved in the task of helping an organization integrate people, processes, and technology.

For more information about KPMG's insurance capabilities, please visit our Web page: kpmg.com/us/insurance.

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