

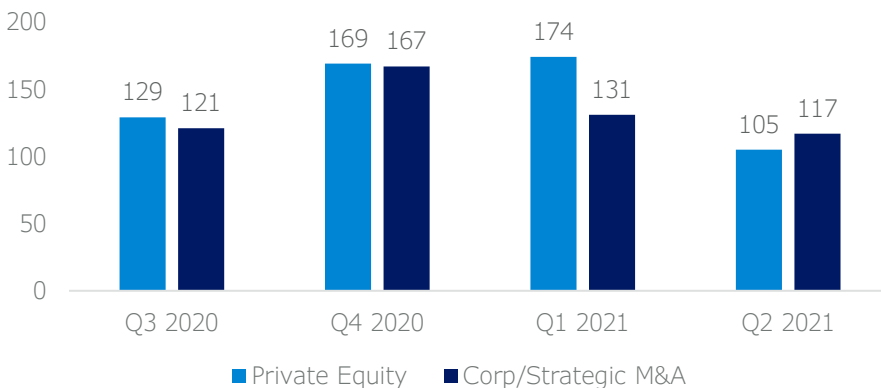
Market Update Insurance

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Global M&A activity in the Insurance industry remained robust during the second quarter of 2021, bringing the total dollar value of M&A deals in the space to over \$60 billion for the first half of 2021 through over 500 transactions.

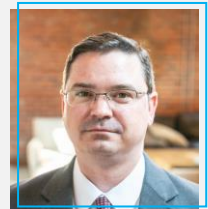
The second quarter recorded 222 completed M&A deals in the Insurance industry. Deal volumes and valuations remain high through the first six months of the year, mostly due to an explosive Q1. The market has seen both strategic and financial buyers aggressively acquiring brokerages, InsurTech companies, as well as life & health insurance providers. Deal activity through Q2 suggests a record-breaking year for the Insurance industry in terms of deal volume and transaction value.

of M&A Deals in Insurance

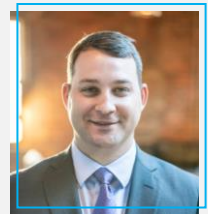


7MA has completed and is constantly working on numerous M&A transactions with companies that operate in the Insurance industry. Our team has developed unparalleled deal expertise and knowledge of the industry trends, valuation trends, and the most active strategic and financial buyers. Please contact Nicholas Prendergast, Steve Buffington, or Adam Alderfer if you would like to learn more about 7MA's Insurance Technology and Services practice.

Sector Coverage Team



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RSA Acquired by Intact Financial and Tryg



RSA Insurance Group Ltd is a property and casualty insurance company providing offerings across the globe. The company's different types of coverage include personal insurance, commercial insurance, and global specialty services. The company was acquired by Intact Financial (TSE: IFC) and Tryg (CSE: TRYG) for GBP 7.2 billion on June 1, 2021. Under the proposal, Intact would pay GBP 3 billion and will take the company's British and international operations and obligations while Tryg would pay GBP 4.2 billion and will take the company's operations in Sweden and Norway. Intact Financial and Tryg would co-own operations in Denmark.

Date: June 1, 2021

Deal Type: M&A

Target HQ: USA

Instec Acquired by Insurity via GI Partners



Developer of a cloud computing insurance software designed for property and casualty carriers, managing general agents and managing general underwriters. The company's core systems and analytics software provides policy lifecycle management, streams operation from the first quote to the last endorsement, insurance rating and manages policy administration, enabling clients to integrate custom and bureau-based content and create their own innovative products. The company was acquired by Insurity, via its financial sponsor GI Partners, through a \$135 million of LBO on April 14, 2021. The acquisition enables Insurity to further increase ISO-support to mid-size P&C carriers and enables it to expand its business and broaden its offerings for MGAs.

Date: April 14, 2021

Deal Type: Add-on

Target HQ: USA

Most Active Insurance M&A Subsectors in Q2 2021

Insurance
Brokerages

Insurtech

Life & Health
Insurance

Industry Vertical

Insurtech

Life & Health

Property & Casualty

TPAs

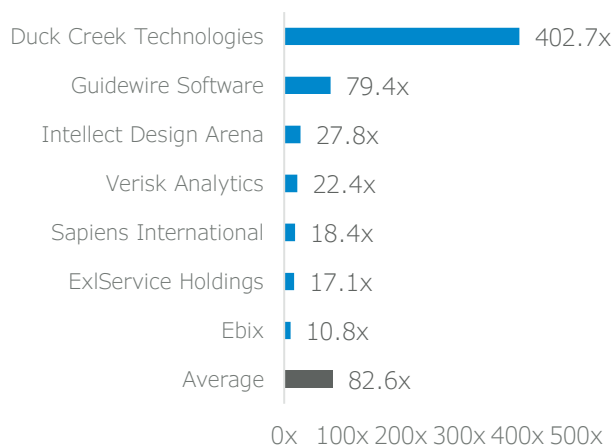


Please reach out to 7MA team to get access to the full list.

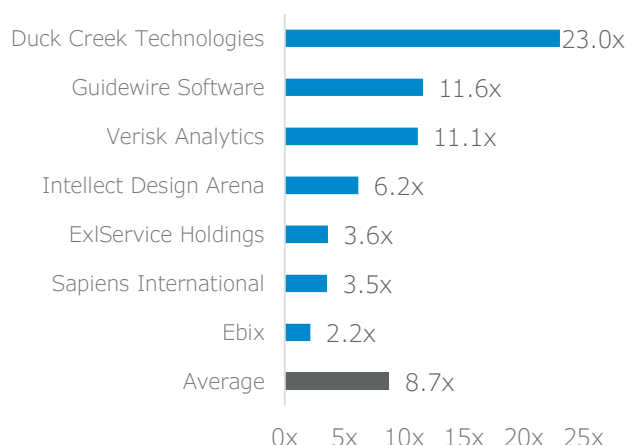
Publicly-traded Insurtech Companies – Q2 2021

Companies	TEV \$m	LTM EBITDA \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# of FTEs	Rev / FTE \$k
Intellect Design Arena	1,209	43	196	-7%	49%	22%	6.2x	27.8x	4,260	28
Sapiens International	1,421	77	402	18%	41%	19%	3.5x	18.4x	3,438	41
Ebix	1,675	156	778	8%	35%	20%	2.2x	10.8x	9,802	17
ExlService Holdings	3,508	205	974	-3%	36%	21%	3.6x	17.1x	31,900	11
Duck Creek Technologies	5,385	13	234	24%	55%	6%	23.0x	402.7x	1,405	383
Guidewire Software	8,756	110	758	3%	52%	15%	11.6x	79.4x	2,690	325
Verisk Analytics	31,416	1,404	2,821	7%	65%	50%	11.1x	22.4x	8,960	351
Average	7,624	287	880	7%	47%	22%	8.7x	82.6x	8,922	165
Median	3,508	110	758	7%	49%	20%	6.2x	22.4x	4,260	41

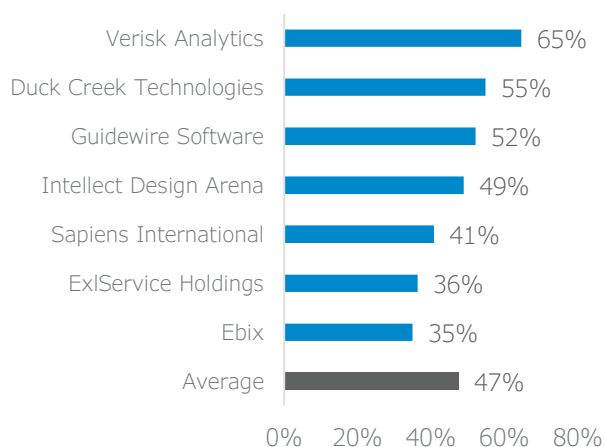
TEV / EBITDA X



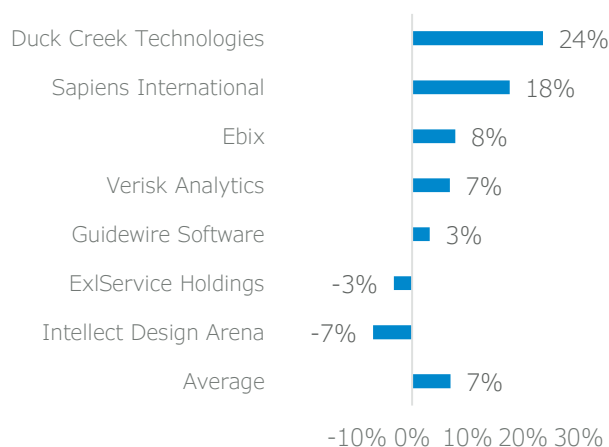
TEV / Rev X



Gross Margin %



Rev Growth YoY



Q2 2021 M&A Transactions

Date	Target	Buyer / Investor	Target Description
June-1, 2021			<ul style="list-style-type: none"> Provider of affordable state minimum coverage auto insurance intended for drivers. The company's insurance solutions include auto, motorcycle, home, renters, life and commercial insurance, offering clients insurance coverage that fits the client's needs.
May-28,2021			<ul style="list-style-type: none"> Provider of insurance services dedicated to helping individuals and businesses secure a healthy financial future. The company offers property and casualty insurance, lease and loan services, surety bonds, unemployment risk services, worker's compensation, agriculture and other insurance and related services, enabling individuals and corporates to protect their finances.
May-12, 2021			<ul style="list-style-type: none"> Operator of an artificial intelligence-based data platform designed to offer real-time insurance-related data analytics insights to insurance providers. The company's platform specializes in pre-filling the majority of answers accurately and quickly in ACORD forms to prevent fraud, mistakes and ultimately reduce loss ratios by making underwriting a more efficient process, enabling insurance companies to use publicly available data, image processing, and company reports to analyze and perform risk assessments of businesses for the purpose of creating customized insurance policies.
April-13, 2021			<ul style="list-style-type: none"> Developer of a big data platform designed to speed up the insurance application processes. The company's platform simplifies the submission process with a reduction of data entry but generates more data collection and improves the risk assessment analysis for better underwriting results, and appropriately matches coverage eligibility, enabling insurance carriers to offer the right coverage for the right risk at the right price.
April-7, 2021			<ul style="list-style-type: none"> The company, a subsidiary of MetLife (NYSE: MET), is a Provider of personal lines property and casualty insurance services. The company's property and casualty business focus more on car insurance.
Apr-01, 21			<ul style="list-style-type: none"> Provider of specialty private passenger auto insurance in Arizona, Illinois, Indiana, Nevada and Texas. The company's products include a wide range of insurance plans with flexible payment options and low down payment facilities that are suggested by bilingual agents who can communicate with customers, enabling individuals to insure their vehicles against unforeseen events.

7MA provides Investment Banking & Advisory Services to the Business Services and Technology Industries globally. We advise on M&A and private capital transactions and provide market assessments and benchmarking. As a close-knit team with a long history together and a laser focus on our target markets, we help our clients sell their companies, raise capital, grow through acquisitions, and evaluate new markets. All securities transactions are executed by 7M Securities, LLC, member FINRA / SIPC. For more information, including research on the M&A markets, visit www.7mileadvisors.com.



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Notable 7 Mile Transactions

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DMS
Our Service is Solutions.

D Davies

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saratoga

CDC Software

