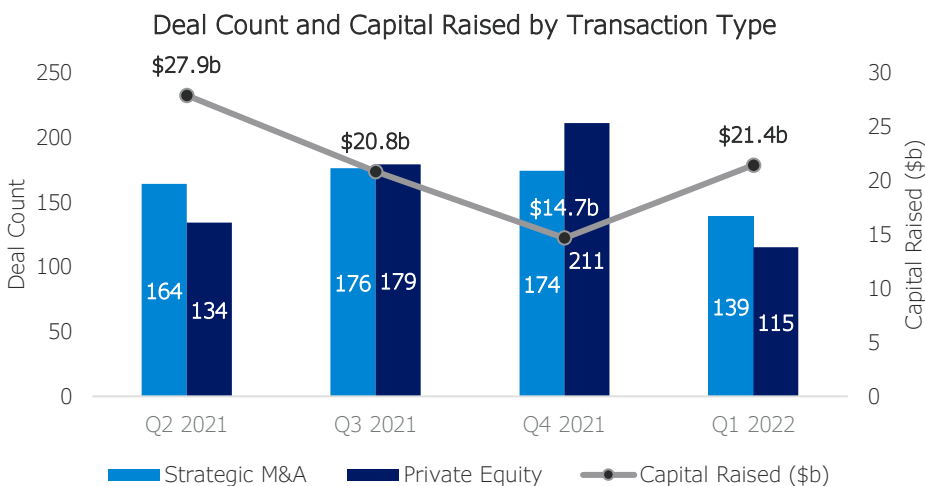


Market Update Insurance

Global M&A activity in the Insurance and InsurTech industry has slowed slightly through the first quarter in terms of the number of transactions completed, but we believe this is largely a “hangover” caused by a historic glut of activity in Q4 2021. As evidence of this, 2022 has already seen a larger amount of capital raised than both Q3 & Q4 2021. Through the first three months of 2022, the industry has raised \$21.4b through 254 transactions, implying a median post valuation of \$374.5m, outpacing the second half of 2021, which saw \$20.8b and \$14.7b of capital raised in Q3 and Q4 respectively.

Both 2020 & 2021 set records in terms of several deal metrics and all signals point to 2022 continuing this trend. The surplus of capital available for deployment from both PEGs and strategics, along with anticipated economic, regulatory, and tax regulations, create a recipe for strong dealmaking activity. Buyers in the market are likely to face high valuations and fierce competition for high-quality assets with the right products and capabilities.



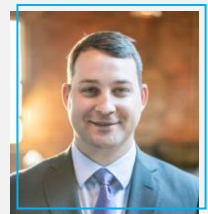
7MA has completed and is constantly working on numerous M&A transactions with companies that operate in the Insurance and Insurtech industry. Our team has developed unparalleled deal expertise and knowledge of the industry trends, valuation trends, and the most active strategic and financial buyers.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

- 1 Market Overview
- 2 Sector Snapshot
- 3 Public Markets
- 4 Notable Deals

Sector Coverage Team



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Insureon Acquired by Hub International and Bold Penguin



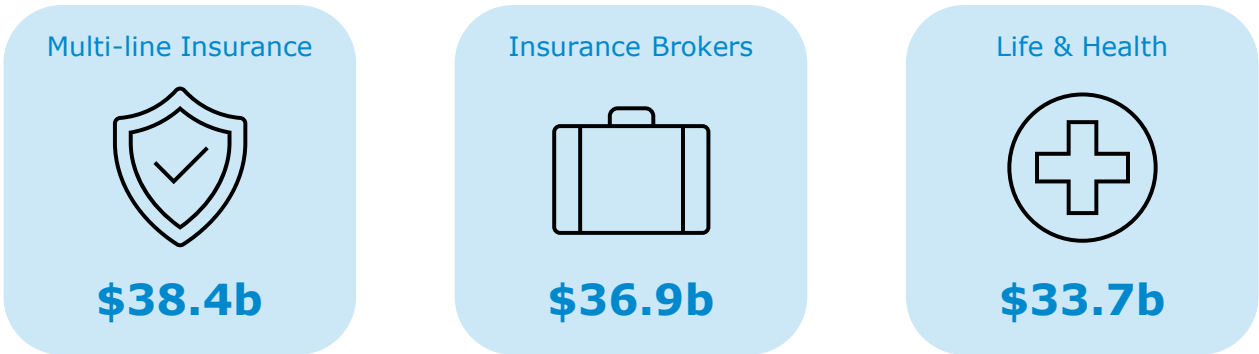
Brokerage Hub International and insurtech Bold Penguin have agreed to acquire digital agency Insureon Holdings. Pending the closings of two separate transactions, Hub, also based in Chicago, will acquire the Insureon digital insurance agency and brand. Bold Penguin will acquire the Insureon technology platform. Hub said it will then enter into an enterprise agreement with Columbus, Ohio-based Bold Penguin to license Insureon's technology platform. Insureon's digital agency will enable Hub to service its association and affinity group clients more efficiently and expand its network to develop and distribute insurance products in collaboration with carriers. Bold Penguin, a subsidiary of American Family Insurance, will acquire Insureon's cloud-based technology platform with 24/7 monitoring and flexible API integration to connect to carriers.

Date: March 1, 2022
Deal Type: M&A
Target HQ: Chicago, IL

2021 Most Active Investors by Type – Insurance & InsurTech



2021 Total Capital Raised by Segment – M&A + Private Equity



Industry Vertical

Insurtech

Life
&
Health

Property
&
Casualty

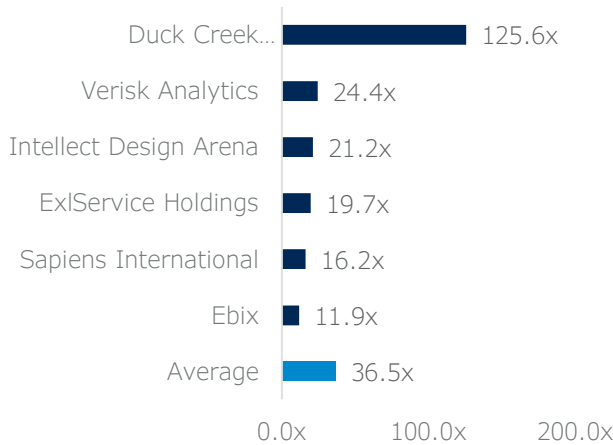
TPAs

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

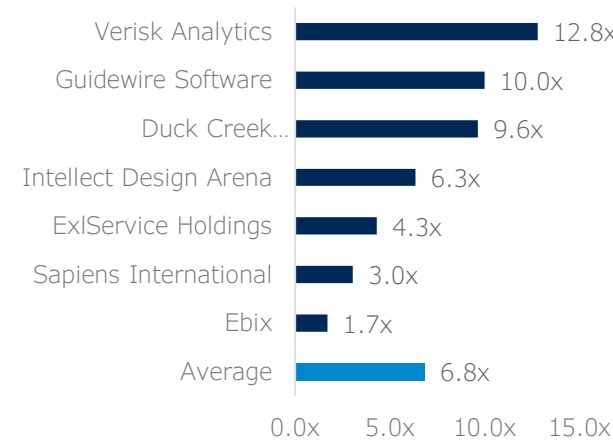
Publicly-traded Insurtech Companies – Q1 2022

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
Sapiens International	1,350	83	443	-	41%	19%	3.0x	16.2x	3,438	39
Intellect Design Arena	1,514	71	239	11%	52%	30%	6.3x	21.2x	4,260	36
Ebix	1,698	143	995	59%	29%	14%	1.7x	11.9x	10,030	17
ExlService Holdings	4,823	245	1,122	17%	38%	22%	4.3x	19.7x	37,400	13
Duck Creek Technologies	2,645	21	275	23%	58%	8%	9.6x	125.6x	1,653	160
Guidewire Software	7,623	(12)	764	0%	47%	-2%	10.0x	-	2,942	259
Verisk Analytics	38,349	1,574	2,999	8%	65%	52%	12.8x	24.4x	9,367	409
Average	8,286	304	977	20%	47%	20%	6.8x	36.5x	9,870	133
Median	2,645	83	764	14%	47%	19%	6.3x	20.5x	4,260	39

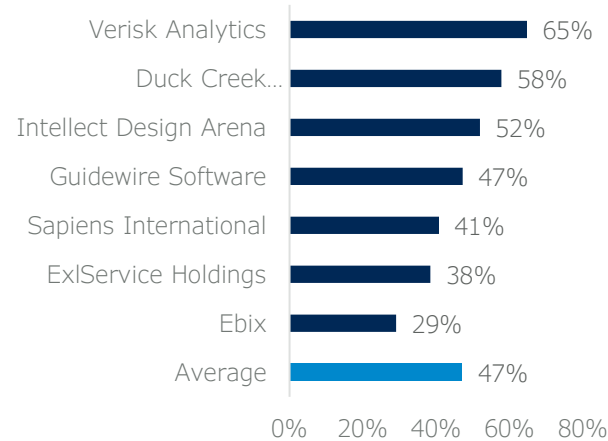
TEV / EBITDA X



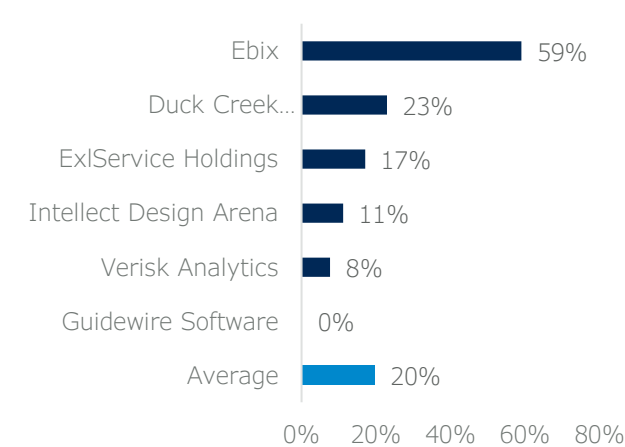
TEV / Rev X










Gross Margin %



Rev Growth YoY



Q1 2022 M&A Transactions

Date	Target	Buyer / Investor	Target Description
February 2022			<ul style="list-style-type: none"> Operator of an insurance technology company intended to help deliver digital insurance products and provide data-powered insurance solutions. The company's technology platform provides solutions across the insurance value chain including quote/bind, policy management, billing, claims management and analytics, enabling insurance carriers, financial institutions and consumer platforms to offer all-digital insurance products to their customers.
February 2022		 	<ul style="list-style-type: none"> Provider of specialty insurance and reinsurance service intended to cover global risks, including niche property and casualty classes. The company provides property catastrophe reinsurance as well as specialty reinsurance across property and casualty classes including marine, energy, aerospace, composite, and workers' compensation to its clients predominantly in North America, Europe, Japan and Australia.
February 2022			<ul style="list-style-type: none"> Provider of software development and integration consultancy services intended to serve the property and casualty insurance industry. The company specializes in claims process automation, digital strategy formulation, insurance compliance, rating engines, policy transformation claims transformation and solution assurance, thereby helping insurance firms to ensure control over costs, rapid ROI and low risk.
February 2022			<ul style="list-style-type: none"> Developer of cloud-based human resources platform designed to integrate all human resources needs for small businesses. The company's platform manages benefits, employee onboarding, and off-boarding, tracking, selection, and management of insurance plans, enabling businesses to simplify and integrate all of their human resources needs and aspects into one dashboard
March 2022			<ul style="list-style-type: none"> Provider of technology software and consultancy services focused on the insurance sector. The company's software platform offers actuarial and financial modeling, pricing management, cashflow modeling, reporting and risk management and also provides a full breadth of actuarial services and valuation services, thereby helping businesses in reducing training costs, use capital more efficiently and optimize their portfolio.
March 2022			<ul style="list-style-type: none"> Developer of a liability assessment and modular claims management platform designed to build and deploy digital products to cater to the ever-changing needs of an increasingly technology-driven claims environment. The company's platform provides an intelligent and customizable liability assessment and FNOL decisioning tool along with a modular claims management system, enabling clients to manage their end-to-end claims process via a bespoke web-based platform.

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





