

# Brookfield Underwriting AB Has Been Acquired By Säkra AB

*IAP Served As Exclusive Financial Advisor To Brookfield Underwriting AB ("Brookfield")*



**Has Been Acquired By**



*The undersigned acted as exclusive  
financial advisor to Brookfield*



February 2023

## Transaction Overview

- **February 2023: Brookfield has announced that it has been acquired by Säkra**
  - Financial details of the transaction are not disclosed
- **Brookfield Overview**
  - Brookfield is a specialty MGA, based in Stockholm, Sweden
    - Also has an office in Copenhagen, Denmark
    - Has capacity from leading international insurers, including Lloyd's of London
  - Founded in 2010, by Chairman Laurent Schonbach and CEO Leonard Münz
  - Specialises in Fine Art, Jewellery, and High Value Homes
- **Säkra Overview**
  - Founded in 1990, Säkra is a leading Swedish SME insurance intermediary
    - Recently completed sale to private equity firm Cinven
  - Provides life and non-life products, and pension and wealth management services
    - To more than 38,000 SME clients and more than 120,000 individual customers
  - Säkra has around 60 offices across Sweden and employs ~450 people

## Insurance Advisory Partners' Role

- **IAP was retained as the exclusive financial advisor to Brookfield**
  - In connection with its sale to Säkra
- **Prepared detailed marketing materials**
- **Carefully identified a select number of potential acquirers for Brookfield**
  - Leveraged unique, close industry relationships
    - And in-depth understanding of acquirers' appetite
- **Ran competitive process among acquirers and sourced several attractive proposals**
- **Provided Brookfield with insights around key transaction terms**
  - And added expertise on negotiations
- **Offered objective advice throughout the process**

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