

risksmith Insurance Services Has Been Acquired By Amwins

IAP Served As Exclusive Financial Advisor To risksmith Insurance Services (“risksmith”)



Has Been Acquired By



The undersigned acted as exclusive financial advisor to risksmith Insurance Services



February 1, 2024

Transaction Overview

- **On February 1, 2024, Amwins completed the acquisition of risksmith**
 - Terms of the transaction are not disclosed
- **Overview of risksmith**
 - Founded in 2017 by Ryan Scheinfeld
 - Headquartered in Atlanta, GA with locations in Clearwater, FL and Chicago, IL
 - Specialty MGA platform underwriting a broad offering of niche E&S insurance products
 - Underwrites on behalf of a diverse panel of world-class capacity providers
- **Overview of Amwins**
 - Founded in 1998, Amwins is the largest independent specialty U.S. wholesale distributor
 - Places over \$33bn of premium annually
 - Headquartered in Charlotte, NC with 7,200+ employees across 155+ locations worldwide

Insurance Advisory Partners' Role

- **IAP was retained as exclusive financial advisor to risksmith**
- **Conducted a comprehensive strategic review of risksmith**
- **Prepared detailed marketing materials and identified select potential partners**
- **Ran a competitive process and sourced multiple attractive proposals**
 - Leveraging close industry relationships
 - *And an in-depth understanding of the acquirers' appetite*
- **Assisted in negotiating final transaction terms**
- **Provided objective advice throughout the process**