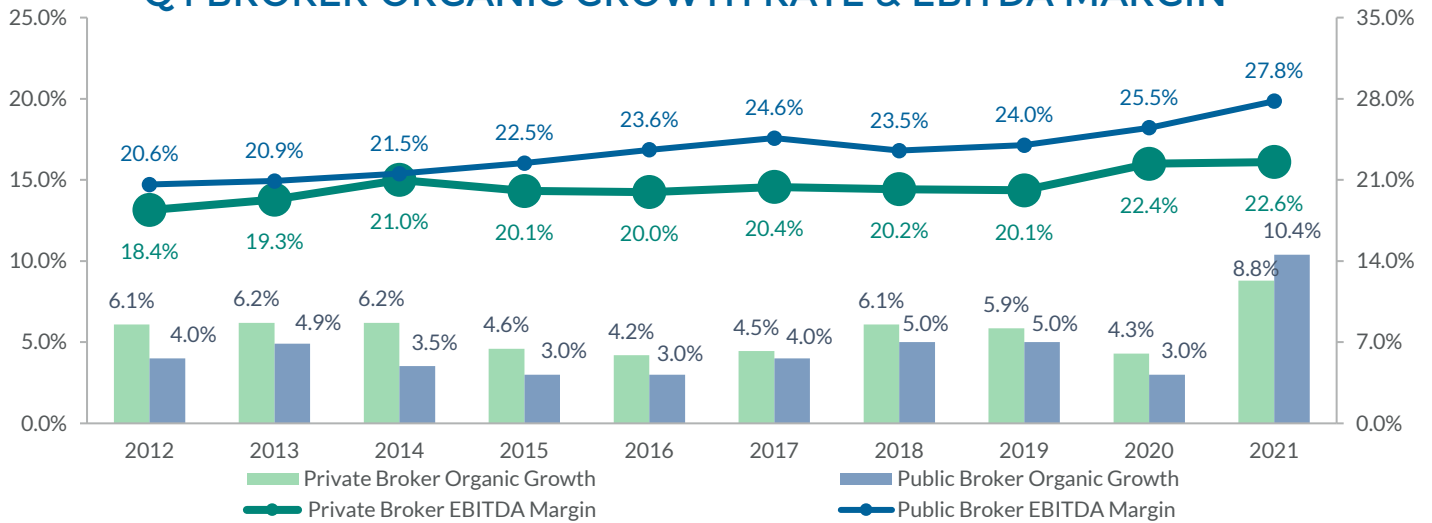




Q4 BROKER RESULTS

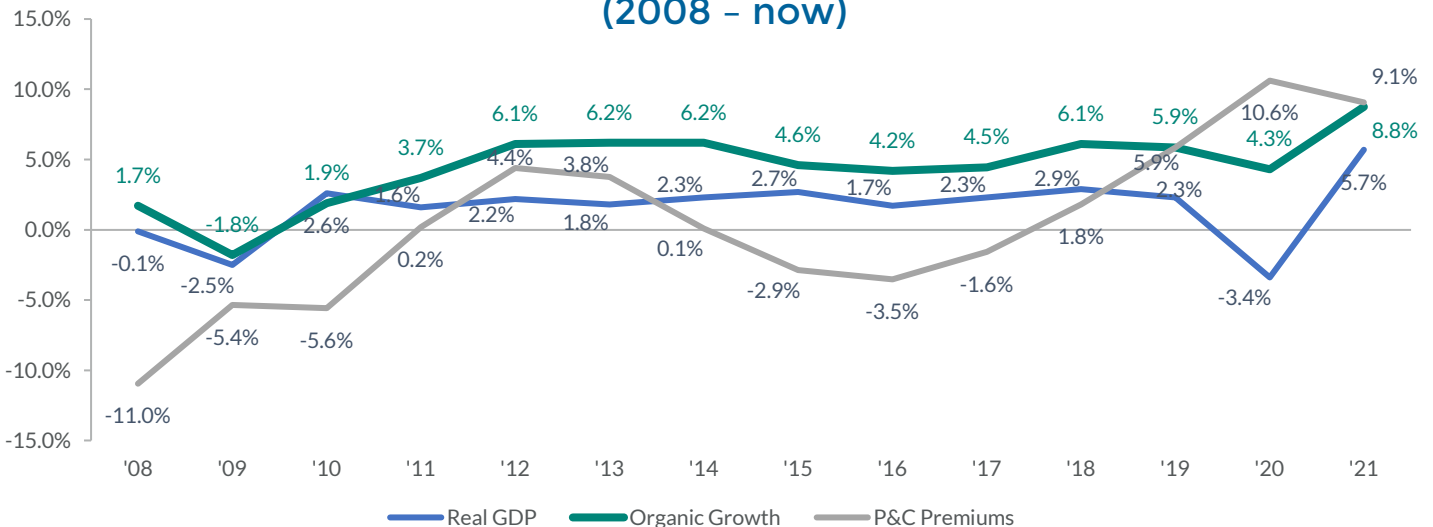
- 2021, the second year of the COVID pandemic, was the strongest performance year for brokers in over a decade – and by a wide margin.
- The hard market in commercial and personal P&C continued to drive growth, but in 2021 the rebounding economy provided additional fuel, creating an ideal market for organic growth. Privately-held brokers grew by 8.8%, more than doubling last year's growth performance.
- Publicly-traded broker growth surpassed private broker growth for the first time, jumping from 3.0% to 10.4%. Public brokers have greater exposure to large accounts (whose rates increased faster in 2021) and rapidly hardening lines of business (D&O, cyber, etc.).
- Profitability continues to be propelled by organic growth as well as reduced T&E spend post-COVID. Public broker profitability is approaching 28%, a full seven points higher than a decade ago. Private brokers reported the highest level of profitability – 22.6% – since Reagan began tracking these industry statistics in 2008.
- Conditions do not appear to have changed significantly in early 2022 – privately-held brokers are projecting ~7% growth this year.

Q4 BROKER ORGANIC GROWTH RATE & EBITDA MARGIN



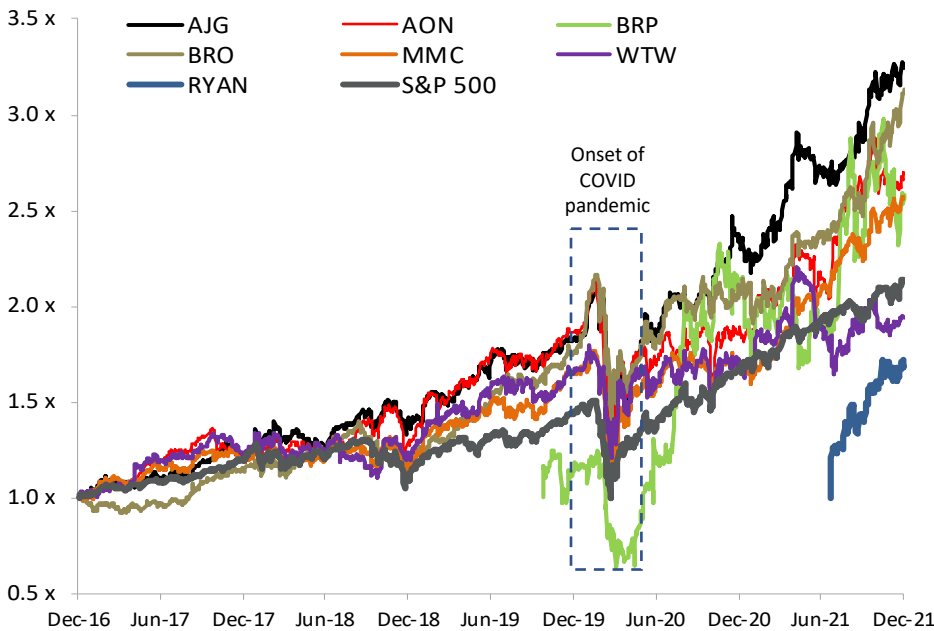
Source: Reagan's Growth & Profitability Survey, public filings, and press releases. Public brokers include AON, AJG, BRO, MMC, WTW, GSHD, BRP, RYAN.

REAL GDP GROWTH, COMMERCIAL P&C PRICING, GPS ORGANIC GROWTH (2008 - now)



Source: Public filings and press releases.

5-YEAR INDEXED STOCK PERFORMANCE



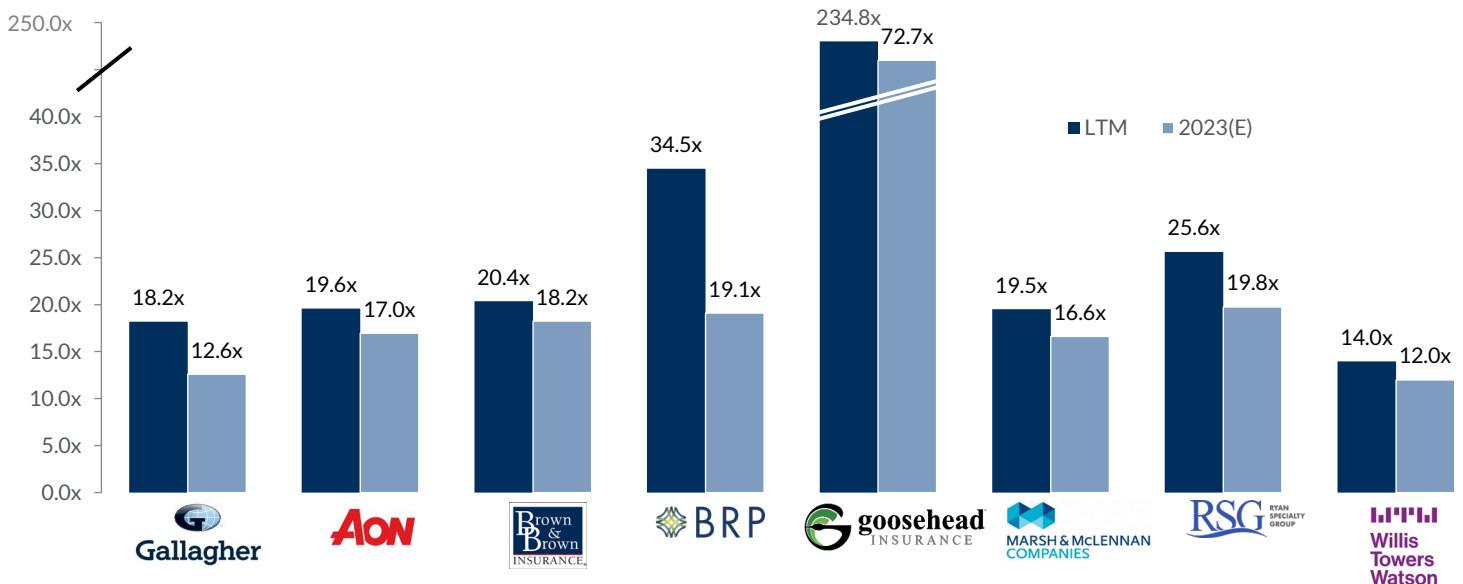
- The market continues to love publicly-traded brokers, at least through 12/31/21. The five brokers that have been publicly-traded for the last five years averaged share price gains of 172.1% over that period, easily besting the S&P 500, which was up 112.9%. Public broker stocks are off a bit through the first part of Q1, but cumulative returns remain strong.
- The three newly public brokers have also seen outsized returns. Through 12/31/21, GSHD is up 1,200% since going public in April 2018, BRP is up 157.9% since its IPO in October 2019, and RYAN is up 71.7% in under six months of trading.

Dec-16 - Dec-21 Stock Price Growth %			
AJG	226.5%	GSHD	NA
AON	169.5%	MMC	157.2%
BRO	213.3%	RYAN	NA
BRP	NA	WTW	94.2%
S&P 500		112.9%	

PUBLIC BROKER VALUATIONS

- The median LTM (last twelve months) EBITDA multiple for the five legacy publicly-traded brokers is 19.5x, the highest that we've seen in the last ten years. Recent organic growth performance has pushed these stocks to ever higher valuations.
- Increasingly, though, publicly-traded brokers are valued using *forward* EBITDA, not trailing EBITDA. When broker valuations are benchmarked using estimated 2023 EBITDA, the valuations for BRP and RYAN are more comparable to the five legacy brokers. Of this group of seven, RYAN is the highest-valued stock at 19.8 x EBITDA and WTW is the lowest at 12.0x.
- GSHD's multiples remain on a separate (and much higher) level, likely owing to the market's growth expectations from GSHD's franchise model.

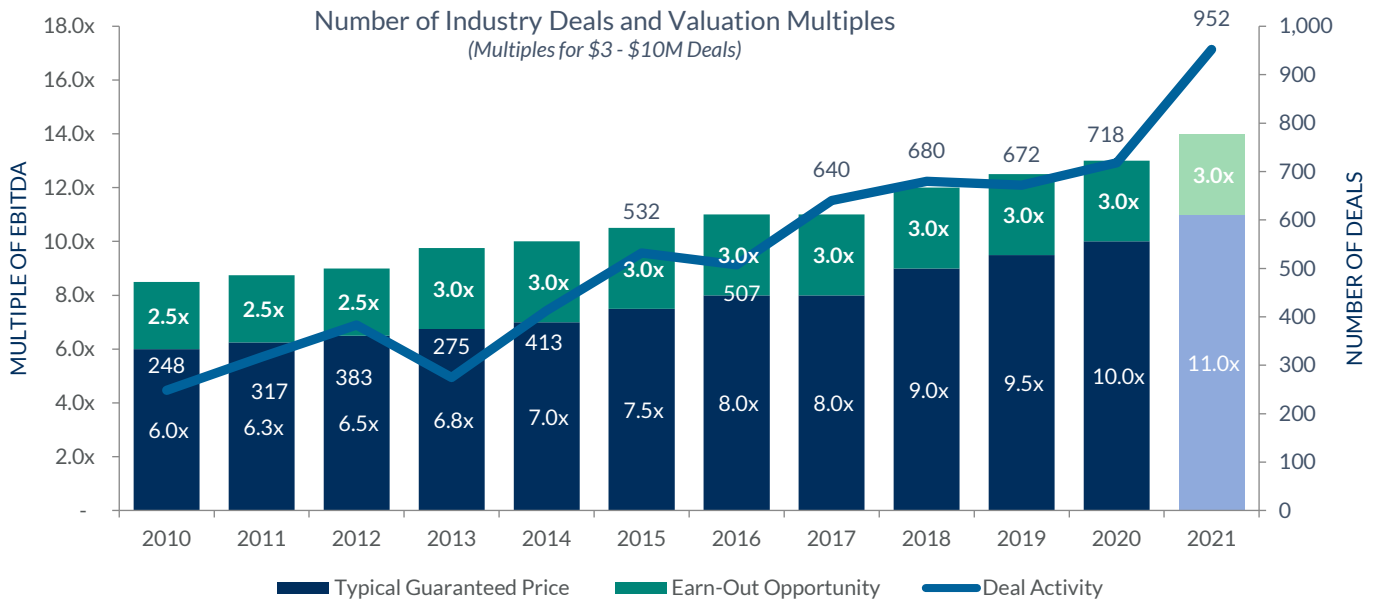
Enterprise Value / EBITDA (Last Twelve Months EBITDA and Forward EBITDA)



Source: S&P Market Intelligence, public filings, and press releases.

M&A ACTIVITY AND VALUATIONS

- Our industry saw almost 1,000 announced transactions in 2021, another record in a year full of them. M&A transactions were up over 30% from 2020, the previous record.
- Tax rates played a significant role in M&A volume, but even without the threat of capital gains hikes, the push towards consolidation and scale in our industry continues.
- The valuation environment also continues its upward climb, with guaranteed multiples for medium-sized privately-held agencies almost doubling in the last decade.
- The sheer number of well-capitalized buyers and the land-grab occurring in the marketplace today continue to push valuations north. While deal totals in 2022 may not surpass 2021 due to some sellers fast-forwarding transactions to get ahead of potential capital gains increases, we expect another very active M&A year in 2022.



Source: S&P Market Intelligence, Reagan Consulting analysis. Deal valuations represent typical valuations for \$3 - \$10 million firms.

RECENT REAGAN TRANSACTIONS

<p>REAGAN SECURITIES served as financial advisor to</p> <p>THE Safeguard GROUP, INC.</p> <p>Media, PA</p> <p>in its sale to</p> <p>PATRIOT</p> <p>GROUP INSURANCE SERVICES</p> <p>2021</p>	<p>REAGAN SECURITIES served as financial advisor to</p> <p>SHEPARD WALTON KING INSURANCE GROUP</p> <p>McAllen, TX</p> <p>in its sale to</p> <p>HUB</p> <p>2021</p>	<p>REAGAN SECURITIES served as financial advisor to</p> <p>MJ</p> <p>Indianapolis, IN</p> <p>in its acquisition of</p> <p>ProCourse</p> <p>2021</p>	<p>REAGAN SECURITIES served as financial advisor to</p> <p>VITALincite</p> <p>Indianapolis, IN</p> <p>in its sale to</p> <p>ALERA GROUP</p> <p>2021</p>
<p>REAGAN SECURITIES served as financial advisor to</p> <p>CATTO & CATTO</p> <p>San Antonio, TX</p> <p>in its sale to</p> <p>HUB</p> <p>2021</p>	<p>REAGAN SECURITIES served as financial advisor to</p> <p>abd Insurance & Financial Services</p> <p>San Mateo, CA</p> <p>in its merger with</p> <p>Newfront INSURANCE</p> <p>2021</p>	<p>REAGAN SECURITIES served as financial advisor to</p> <p>PARKER SMITH FEEK</p> <p>Seattle, WA</p> <p>in its sale to</p> <p>IMA</p> <p>2021</p>	<p>REAGAN SECURITIES served as financial advisor to</p> <p>Heritage RISK MANAGEMENT</p> <p>Lubbock, TX and Amarillo, TX</p> <p>in its sale to</p> <p>ALERA GROUP</p> <p>2021</p>

Securities transactions offered through Reagan Securities, Inc., member of FINRA and SIPC.