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August 16, 2021

Reagan Quarterly

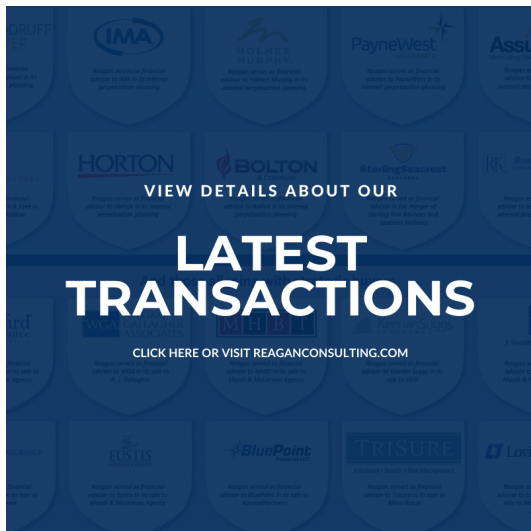
To our friends and clients,

We are excited to release the fourth edition of Reagan Quarterly, our new quarterly update of the insurance distribution marketplace.

Key highlights include:

- Industry performance is at the highest level in 15 years. Industry organic growth, as reported in Reagan's GPS survey, is over 7% in the first half of 2021.
- Public broker Q2 earnings releases also showcased monster organic growth numbers. Median organic growth for the public brokers was 12.0%.
- Profitability also continues to rise. Insurance broker EBITDA margins in the Q2 GPS survey were the highest in the thirteen-year history of the survey.
- Strong performance and the potential of capital gains hikes continue to push the M&A market forward. 2021 deal totals now exceed those of 2020 and M&A valuations have reached another peak.

Should you have any questions, please contact Brian Deitz at brian@reaganconsulting.com or 404.869.2593.



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