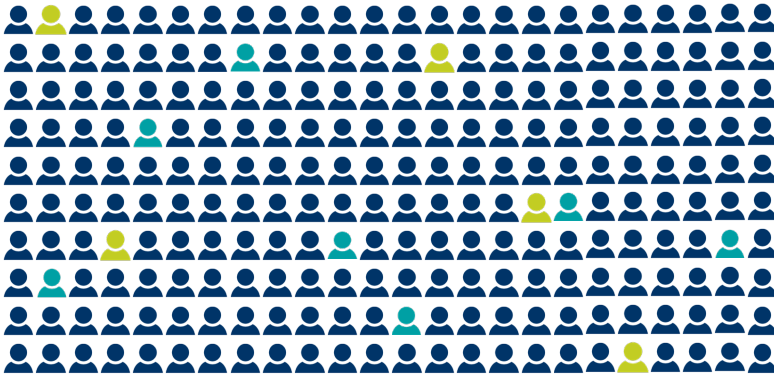


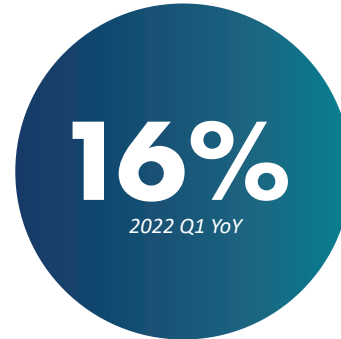


# BRP AT A GLANCE

## 3300+ COLLEAGUES (& GROWING!)



## INDUSTRY LEADING ORGANIC GROWTH



Organic revenue growth for the three months ended March 30, 2022 as compared to the same period of 2021.

## ADVISORY SERVICES



## RAPID GROWTH



# \$719M

### 2021 PF REVENUE<sup>4</sup> INCREASING BRP'S RANK BY 3 SPOTS<sup>5</sup>

TOP 100 LARGEST BROKERS OF U.S. BUSINESS (BUSINESS INSURANCE)

2021 rank	2020 rank	Company	2020 U.S. brokerage revenue	% increase (decrease)
14	14	BroadStreet Partners Inc.	\$860,500,000	15.8%
15	15	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants <sup>2</sup>	\$802,594,990	7.8%**
16	16	RSC Insurance Brokerage Inc., dba Risk Strategies Co. <sup>3</sup>	\$651,171,510	26.0%
17	17	Alera Group <sup>1</sup>	\$554,000,000	29.7%**
18	18	Digital Insurance Inc. dba OneDigital Health and Benefit <sup>4</sup>	\$530,093,000	31.6%

<sup>1</sup>Reagan Consulting

<sup>2</sup> Calculated as total GAAP revenue for FY 2021 as compared to FY 2020.

<sup>3</sup> Represents BRP Group's year-over-year organic revenue growth for FY 2020 as compared to the average organic revenue growth for the same period of the U.S. publicly-traded commercial insurance brokerage firms.

<sup>4</sup> Reflects quarterly GAAP revenue, plus revenue from Partnerships in the unowned portion of the period for Partnerships closed (i) before the end of Q4 2021 for 2021 periods and (ii) before the end of Q4 2020 for 2020 periods.

<sup>5</sup> As plotted against the 2020 U.S. brokerage revenue metrics.



# ABOUT US

BRP is an award-winning entrepreneur owned and inspired insurance distribution holding company delivering solutions that give our clients the peace of mind to pursue their purpose, passion and dreams. BRP supports our partners, clients, colleagues, insurers, and communities through the deployment of best in class resources and capital to drive organic and partnership growth. Together with our partner firms, we are innovating the industry by taking a holistic and tailored approach to risk management, insurance, and employee benefits. Our growth path includes increased geographic representation across the U.S., expanded client value propositions and new lines of insurance to meet the needs of evolving lifestyles, business risks, and healthcare funding. BRP is a destination employer supported by an award-winning culture, powered by exceptional people and fueled by industry-leading growth and innovation.

## GEOGRAPHIC FOOTPRINT



## BRP OPERATING GROUPS

### MIDDLEMARKET

Expertly-designed solutions for mid- to large-size businesses and successful individuals and their families nationwide.

#### BRANDS INCLUDE:

AHT INSURANCE	TBM
BKS PARTNERS	WGB
BURNHAM	CONSTRUCTION RISK PARTNERS
INSGROUP	BCP TECH
ROGERSGRAY	BKS RETIREMENT SERVICES
JGS INSURANCE	iPEO SOLUTIONS
K&S INSURANCE	D&M INSURANCE SOLUTIONS
THE CAPITAL GROUP	SMITH SIGNATURE INSURANCE
SALT MARGIN	BKS INSURANCE SOLUTIONS   <small>AN MSC JOINT VENTURE</small>

### MAINSTREET

Best-in-class firms providing insurance solutions to individuals and businesses in their communities.

#### BRANDS INCLUDE:

GUIDED INSURANCE SOLUTIONS  
AFFORDABLE HOME INSURANCE  
BABCOCK RANCH INSURANCE  
FOUNDATION INSURANCE  
LAUREATE INSURANCE PARTNERS  
THE VILLAGES INSURANCE PARTNERS

### MEDICARE

A network of agents providing consultation and solutions to Medicare eligible individuals.

#### BRANDS INCLUDE:

GUIDED MEDICARE SOLUTIONS	MEDICARE INSURANCE ADVISORS
AGENCY RM	MEDICARE HELP NOW
VIBRANT USA	SENIORS' INSURANCE SERVICES
FLETCHER FINANCIAL GROUP	ONLY MEDICARE SOLUTIONS

### SPECIALTY WHOLESAL

Expanded access to specialty markets, capabilities and programs that cannot be found anywhere else.

#### BRANDS INCLUDE:

MILLENNIAL SPECIALTY INSURANCE	EFFECTIVE COVERAGE & LEASE TRACK
CONNECTED RISK SOLUTIONS	RIVER OAK RISK
AB RISK + KB RISK	JGS INSURANCE
FOUNDER SHIELD	ARCANA
HIGHLAND RISK (NOW CONNECTED)	WESTWOOD INSURANCE AGENCY
PENDULUM	