



BRP

MILLENNIAL
SPECIALTY INSURANCE



BRP/MSI SNAPSHOT

BRP GROUP (NASDAQ: "BRP")

Home to
2800+
Colleagues

135%
Total Growth

22%
Organic Growth

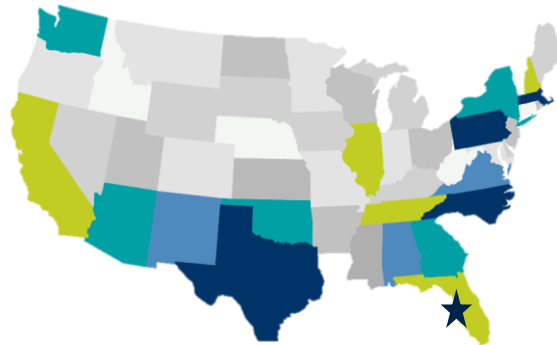
REPRESENTS FY 2021



"PEOPLE ARE OUR ONLY LONG-TERM COMPETITIVE ADVANTAGE..."



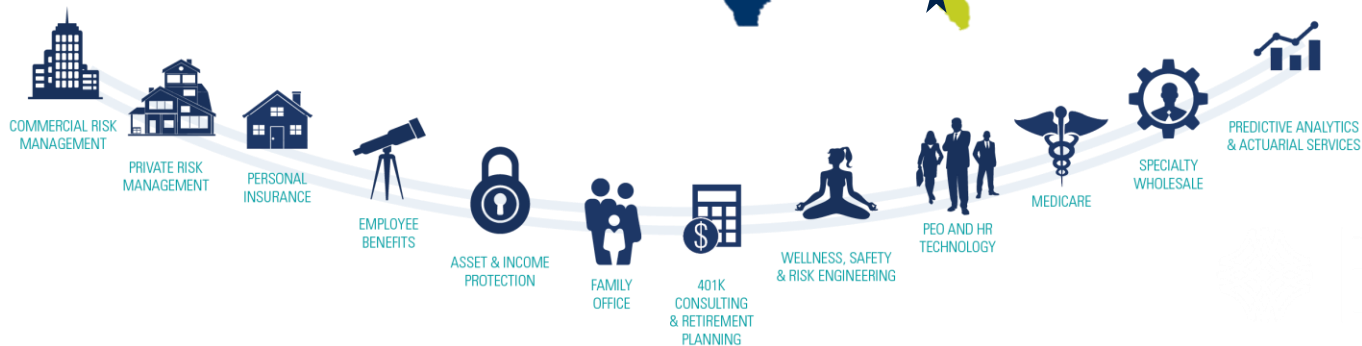
BRP IS THE 16th LARGEST
INDEPENDENT INSURANCE
BROKER IN THE US**



**3rd FASTEST GROWING
INSURANCE AGENCY IN US***

**900,000+
CLIENTS**

**> 90%
CLIENT RETENTION**



*As ranked by *Business Insurance*, 2021

**Based on \$719mm of BRP Pro Forma Revenue for FY2021; Excludes Westwood revenue

**MILLENNIAL
SPECIALTY INSURANCE**

BRP HAS FOUR DISTINCT OPERATING GROUPS



MSI OVERVIEW – BRP'S MGA OF THE FUTURE

By the Numbers

300+ colleagues

>700,000 policies in force across all **50** states

~\$300mm written premium

10 distinct products (and rapidly growing)

Operational Statistics

- Handled >70,000 claims
- Processed 1.5mm payments
- Generated 10.5mm policy docs
- >10 white labeled partner websites
- Handled 3.2mm new & renewal policy transactions
- Serviced ~213k phone calls and ~226k emails in 2021
- Over 63mm API calls since inception

Key Differentiators for Trading Partners



Best in Class, Efficient Technology



Tech Built for Specialty and Sheltered Distribution



Customizable Product Offerings



A Partner Not a Supplier



Instant Policy Delivery



Real Time Policy Changes & Billing



Custom IT Solutions



Reliable Technology No Down Time



Integrated Claims Data



Dedicated Claims Team



Secure Operations



Excellent Client Service

MSI IS HOME TO BRP'S FASTEST GROWING PARTNER FIRMS

MILLENNIAL
SPECIALTY INSURANCE

**effective
coverage**
LeaseTrack®

MONOMOY
INSURANCE GROUP

**Founder
Shield**
SCALE
UNDERWRITING



AN MSI PARTNER
Arcana
INSURANCE SERVICES

- | | | | | | |
|---|--|---|---|---|--|
| <ul style="list-style-type: none">• HQ: Keller, TX• Joined BRP in April 2019• Provides tech-enabled point-of-lease embedded renters insurance• Private flood and homeowners solutions in process | <ul style="list-style-type: none">• HQ: Albany, NY• Joined MSI in February 2021• Provides renters insurance solutions and compliance tracking software | <ul style="list-style-type: none">• HQ: Kingston, MA• Joined MSI in July 2021• Coastal Mass. Focused Homeowners MGA | <ul style="list-style-type: none">• HQ: New York City• Joined MSI in August 2021• Tech-enabled digital brokerage focused on rapidly growing companies | <ul style="list-style-type: none">• HQ: Holmdel, NJ• Joined MSI in October 2021• Provides various commercial lines MGA products focused on commercial and habitational real estate industry | <ul style="list-style-type: none">• HQ: Dallas, TX• Joined MSI in December 2021• Program administrator focused on the real estate investor and property management markets |
|---|--|---|---|---|--|

MSI LEADERSHIP TEAM



JIM ROCHE

CHIEF INSURANCE INNOVATION OFFICER



BRIAN SCHULTZ

PRESIDENT, MULTIFAMILY EMERGING MARKETS



NAIMISH PATEL

PRESIDENT, HOMEOWNERS INSURANCE GROUP



LES HERMITT

*MANAGING DIRECTOR,
DIGITAL STRATEGY & INNOVATION*



PAUL PALUMBO

EXECUTIVE OPERATING OFFICER



FRANK O'BRIEN

CLAIMS LEADER



AUSTIN ROCK

DIRECTOR OF STRATEGY & INNOVATION

J.P.Morgan



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