



# NFP Overview

CIAB Carrier Meeting

2023





**Where We Are Today**

# Where We Are Today

NFP is a leading property and casualty broker, benefits consultant, wealth manager, and retirement plan advisor that provides solutions enabling client success globally through employee expertise, investments in innovative technologies, and enduring relationships with highly rated insurers, vendors, and financial institutions.

## NFP Purpose

Our passion is building strong personal relationships based on trust, transparency and active communication so we can create the best possible work environment for our employees and deliver the best possible solutions to our clients.



Employees

**7,400+**



Revenue

**\$2.21 Billion**

## NFP Business Lines and Technology



Benefits and Life



Property & Casualty

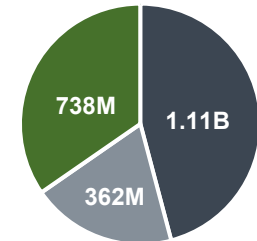


Wealth and Retirement

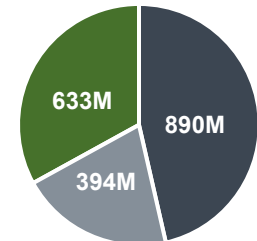


Innovation & Technology

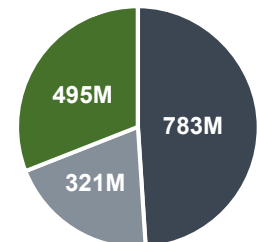
2022 Revenue  
**\$2.21B**



2021 Revenue  
**\$1.91B**



2020 Revenue  
**\$1.59B**



■ Property & Casualty ■ Benefits and Life ■ Wealth and Retirement

# Numbers We're Proud Of

## Industry Recognition

**9th** best place to work in insurance  
*Business Insurance*

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**13th** largest global insurance broker  
*Best's Review*

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**13th** largest broker of US business  
*Business Insurance*

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**7th** largest benefits broker by global revenue  
*Business Insurance*

**7th** largest US-based privately owned broker  
*Business Insurance*

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**9th** largest property and casualty agency  
*Insurance Journal*

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**9th** commercial lines agency by P&C commercial lines revenue  
*Insurance Journal*

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**2nd** largest retirement aggregator firm  
*Investment News*

# Business Lines



## Benefits and Life

- Employee Benefits
- Executive Benefit Plans
- HR Solutions
- Life Insurance



## Property and Casualty

- Commercial
- Personal Risk
- Industries
- Programs



## Wealth and Retirement

- Wealth Management
- Retirement Plan Advisory
- Institutional Investment Committee
- Business Management Solutions

# National Industries

## Industry Practices

- Construction and Infrastructure
- Real Estate
- Private Equity
- Law Firms
- Financial Institutions
- Energy and Marine
- Life Sciences
- Sports and Entertainment

## Risk Practices

- Management, Cyber and Professional Liability
- Complex Risk (Casualty, Property, Actuarial/ Modeling, Captives, Claims, Loss Control)
- Commercial Surety
- Environmental
- Aviation
- Multinational
- SBU

# Totalis Program Underwriters

**Totalis Program Underwriters** is a scaled and integrated platform providing specialized expertise and solutions for niche and underserved areas of the market. With a growing collection of highly regarded specialty programs in multiple industries, we're leveraging opportunities to enhance and innovate solutions for today's most complex risks.

**\$750 million**

## Auto Services Group

High Mileage Warranties & Vehicle Service Contracts

## Commercial Surety

Wide Variety of Bonds, Including Distressed Credit

## Entertainment Risk (ER)

Bar, Tavern & Nightclub

## EverGuard Insurance Services

Restaurant, Bar & Tavern

## Financial Institutions Group (EPP)

Equity Protection

## Healthcare Industry Insurance Services (HIIS)

Medical Malpractice

## Insurance Specialty Group (ISG)

Residential Construction

## International Insurance Group (IIG)

Cross-border Auto & Personal Lines, Mexpro Auto

## Outdoor Insurance Group (OIG)

Outdoor Recreation & Hospitality

## Pantheon Risk D&O

Biotech/Life Sciences

## Park Shield (PS)

Manufactured Housing Communities & RV Parks

## Pro Financial Services (PFS)

Sports & Entertainment, Business and Medicine

## ProTek

Medical Device Manufacturers and Distributors

## QuadScore D&O

Cannabis

## QuadScore (QS)

Cannabis

## Quantum Risk Solutions (QRS)

Transportation

## Specialty Program Solutions (SPS)

Forestry & Construction

# Notable Acquisitions



**Blue Sky Risk** – Atlanta, GA - Managing General Agent (“MGA”) platform and wholesaler that operates across specialized and growing industries, including hospitality, biotech/life sciences, manufactured housing, and most notably as a best-in-class MGA in the cannabis space. Blue Sky Risk works with external brokers throughout the country, including NFP, as distribution partners and is managed by Tom Golub and team within our MGA/MGU division led by Tom Gillingham.



**Presidio Insurance** – Westlake Village, CA - a property and casualty insurance broker that focuses solely on providing the health care industry with comprehensive insurance products. The acquisition significantly enhances NFP’s medical professional liability insurance capabilities to better serve commercial lines clients. Managed by Gisela Plazas.



**Thompson Flanagan** – Chicago, IL – a multi-disciplinary insurance broker that has established itself as a leader in advising and assisting law firms and private equity firms and their portfolio companies as they navigate complex risks. Adds significant scale to NFP’s growing commercial P&C presence in its Central region while complementing existing expertise and capabilities. Managed by Larkin Flanagan and Doug Thompson.



**Foster Park Brokers** – Edmonton, Alberta – One of Western Canada’s largest independent insurance brokerages, with expertise in commercial and personal lines property & casualty insurance, life & group benefits, private client services, and bonding & surety. Adds a young and motivated leadership team and creates a commercial property and casualty brokerage platform in Western Canada while significantly enhancing NFP’s middle market brokerage capabilities



**Insurance Specialty Group** – Atlanta, GA – Managing general agent (MGA) specializing in providing insurance solutions to the construction industry, with a focus on the residential home building space. Complements NFP’s existing construction offerings and enhances our ability to help clients manage complex risks. Managed by Bruce Harrell and Stephen Harrell.



**ReSure** – Ireland – To date, the business has focused on building and enhancing its specialist capabilities by supporting complex risk placements of restructuring, recycling, real estate, construction, domiciliary homecare and financial lines among others.

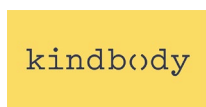


# Distributed Ventures

Distributed Ventures is the next chapter of our early-stage investment strategy.

We're focused on helping founding teams realize their vision at a scale and speed unmatched in early-stage venture today. As the anchor limited partner in Distributed Ventures' new fund, we will be part of a group of strategic and institutional investors with shared objectives and complementary perspectives. We're excited to have the opportunity to invest in enhancing outcomes for companies and clients.

## Companies We've Supported



# Digital Transformation with NFP Connect



Technology advancements, the rise of the Internet of Things and an influx of new solutions have made it easier than ever to **use data to inform decisions** and help mitigate risk.

## Challenges:

Navigating the market and disparate solutions, capitalizing on the data capture, and maintaining a unified user experience.

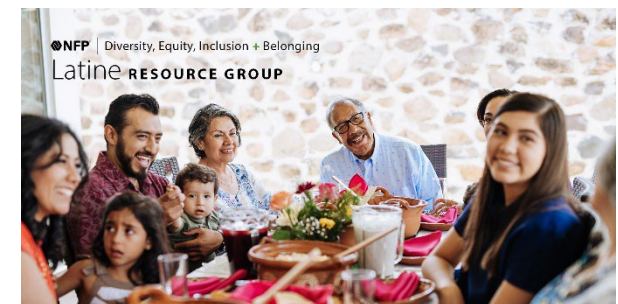
## Solution:

**NFP Connect**, an integrated digital platform that combines frictionless access to best-in-class technology within an enterprise-wide data aggregation framework.

- **Unlock** the power of your data, across corporate benefits, retirement and P&C.
- **Access** a private data lake and AI-supported data enrichment.
- **Create** customized and dynamic data visualization.
- **Exchange** documents securely and privately.
- **Deliver** content digitally.
- **Provide** mobile-first employee-level access.
- **Accessible 24/7/365.**

# Business Resource Groups

Employees are encouraged to engage, connect and get involved in our **Business Resource Groups** as member and allies.



# Engaged at Every Level

## C-Suite Engagement

Active participation at every level of the company is essential for long-term success. We participate in a variety of organizations and initiatives, including the Lean In and McKinsey & Company “Women in the Workplace” study, Paradigm for Parity to keep moving toward a more equitable future, and Nationwide’s Financial Alliance for Racial Equity (FARE).

Pamela Wheeler, our Chief Diversity and Inclusion Officer, spearheads this work, working with executives and leaders across the business to drive our progress.

## Industry Partnerships

- Financial Alliance for Racial Equity (FARE)
- Million Women Mentors / Women in Insurance
- Black Insurance Industry Collective (BIIC)
- National African American Insurance Association (NAAIA)
- Canadian Association of Black Insurance Professionals (CABIP)
- The American College of Financial Services
- The American College’s Center for Economic Equality Empowerment

## National or Global Partnerships

- US Black Chamber
- CEO Commission for Disability Employment
- GenHERation
- Year Up
- Ellevote Network

## Regional Partnerships

- 100 Black Men of Austin (a chapter of 100 Black Men of America)
- Texas Empowerment Academy

## DEIB-related Surveys & Indices

- Paradigm for Parity
- McKinsey/Lean-In Women in the Workplace
- Best Places to Work in Insurance (Business Insurance)
- HRC Corporate Equality Index



Leading the way to an inclusive workforce



**Carrier Relationship**

# NFP Industry Volumes by Market Segment

Commercial Lines								
Industry	Small Business (Under \$5K Account Revenue)		Middle Market (\$5k-\$75K Account Revenue)		Large Accounts (Greater than \$75K Account Revenue)		Cumulative	
	Policy Count	Premium	Policy Count	Premium	Policy Count	Premium	Policy Count	Premium
Construction	16,822	\$46,530,698	6,692	\$138,126,470	3,042	\$281,965,504	26,556	\$466,622,673
Transportation and Warehousing	8,332	\$34,616,724	3,532	\$113,743,806	1,075	\$157,513,903	12,939	\$305,874,432
Real Estate and Rental and Leasing	10,183	\$41,283,448	3,700	\$102,436,466	1,345	\$157,808,993	15,228	\$301,528,907
Information	3,537	\$48,528,076	1,484	\$85,466,853	491	\$155,986,415	5,512	\$289,981,344
Finance and Insurance	4,571	\$16,631,923	1,816	\$54,626,622	1,003	\$171,078,117	7,390	\$242,336,661
Manufacturing	7,425	\$28,936,722	3,807	\$96,997,932	905	\$114,071,885	12,137	\$240,006,540
Health Care and Social Assistance	7,199	\$29,693,095	2,237	\$73,077,696	468	\$75,771,617	9,904	\$178,542,408
Professional, Scientific, and Technical Services	11,857	\$31,934,885	3,617	\$71,629,289	498	\$59,778,035	15,972	\$163,342,209
Administrative and Support and Waste Management and Remediation Services	9,116	\$26,996,325	2,164	\$47,091,114	1,538	\$79,391,640	12,818	\$153,479,079
Other Services (except Public Administration)	21,433	\$52,782,475	3,679	\$66,825,274	347	\$29,506,674	25,459	\$149,114,423
Retail Trade	8,203	\$24,794,388	1,958	\$49,927,469	412	\$51,045,339	10,573	\$125,767,196
Wholesale Trade	4,314	\$14,373,745	2,246	\$51,371,591	379	\$51,121,081	6,939	\$116,866,416
Mining, Quarrying, and Oil and Gas Extraction	699	\$3,418,656	575	\$16,942,423	351	\$93,973,335	1,625	\$114,334,414
Unmapped	12,093	\$72,411,840	1,057	\$21,989,126	195	\$12,575,696	13,345	\$106,976,662
Accommodation and Food Services	3,704	\$14,871,861	1,107	\$30,127,172	247	\$30,880,187	5,058	\$75,879,221
Arts, Entertainment, and Recreation	3,521	\$11,046,592	1,114	\$29,048,604	211	\$27,045,229	4,846	\$67,140,424
Agriculture, Forestry, Fishing and Hunting	5,910	\$17,022,359	1,232	\$23,673,253	127	\$22,470,663	7,269	\$63,166,275
Public Administration	1,606	\$5,474,514	999	\$23,246,240	196	\$24,014,662	2,801	\$52,735,416
Management of Companies and Enterprises	717	\$2,681,243	398	\$13,039,448	245	\$29,436,085	1,360	\$45,156,776
Educational Services	1,796	\$5,156,133	761	\$21,426,735	281	\$17,330,233	2,838	\$43,913,100
Utilities	555	\$1,616,876	161	\$3,946,226	62	\$32,643,048	778	\$38,206,151
Individual	928	\$1,542,473	5	\$36,331	0	\$0	933	\$1,578,804
<b>Grand Total</b>	<b>144,521</b>	<b>\$532,345,051</b>	<b>44,341</b>	<b>\$1,134,796,137</b>	<b>13,418</b>	<b>\$1,675,408,342</b>	<b>202,280</b>	<b>\$3,342,549,530</b>
Personal Lines								
	Small Accounts		Middle Market		Large Accounts		Cumulative	
	Policy Count	Premium	Policy Count	Premium	Policy Count	Premium	Policy Count	Premium
Total Policies	422,264	\$645,440,911	16,273	\$180,820,427	421	\$32,104,412	438,958	\$858,365,749



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