

Lawley Receives a Minority Investment from Pritzker Private Capital

WHA Served as the Exclusive Financial Advisor to PPC

October 2023

Lawley

INSURANCE | EMPLOYEE BENEFITS

Received a minority investment from

PRITZKER

PRIVATE CAPITAL

Transaction Overview


- Pritzker Private Capital, a leader in family direct investing, completed a minority investment in Lawley, an independent insurance broker and employee benefits firm
- Headquartered in Buffalo, N.Y., Lawley is a full-service independent insurance firm specializing in property, casualty and personal insurance, employee benefits, and risk management consulting
- Family-owned and operated since its founding in 1945, Lawley has expanded across the Northeastern United States to more than 500 employees throughout New York, Connecticut and New Jersey

Key Takeaway


Lawley’s current owners and management team will remain the majority owners and continue to lead the business

Minority Investments Can Be an Effective Way to Preserve Independence & Fuel Growth


Supporting Rationale




Remain Majority Employee Owned




Partial Liquidity




Impetus to Pivot to “Market” Valuation



Access to Dry Powder




“Value-Add” Capital




Further Succession Planning


Other Considerations




Governance / Board Representation



Operational Autonomy




Financial Leverage



Capital Exit Alternatives


Select Retail Brokerage Minority Investments



Received a minority investment from

CIVC


PARTNERS



Received a minority investment from

PELOTON


CAPITAL MANAGEMENT



Received a minority investment from


NMC

NEW MOUNTAIN CAPITAL LLC




Received a minority investment from

SKYKNIGHT



Received a minority investment from

STONE POINT CAPITAL

 Indicates WHA served as an advisor

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Waller Helms Advisors At-a-Glance

Insurance

Services, Carriers, Distribution



Advised DOXA Insurance on its sale to:



Advised Alacrity Solutions Group on its sale to:



Advised Genstar on the sale of Worldwide Facilities, LLC to:



Specialist investment bank focused on the crossroads of insurance, healthcare, investment services and technology



Healthcare

Employer, Health Plan, Provider Solutions



Advised S&S Health on its majority investment from:



CARLYLE

Advised BenefitMall on its sale to:



EmPower HR

Advised EmPower HR on its sale to:



Investment Services

Wealth / RIA, Retirement, Life, Annuities



Advised Prime Capital Investment Advisors on its recapitalization by:



Advised Lion Street on its sale to:



Advised Aquiline on the sale of Simplicity to:



120

Transactions Since 1/1/2021

50+

Investment Banking Professionals

Technology

Fintech, Insurtech, HCIT



Advised Wellworks For You on its majority investment from:



Advised Ensorem on its sale to:



TRINTECH

Advised Vista Equity on the sale of Trintech to:



WHA's Recent Experience Reflects the Breadth of the M&A Activity in Specialty Distribution



Advised DOXA Insurance on its sale to:



November 2023

Specialty Distribution



Advised Pritzker Private Capital on its minority investment in:



October 2023

Retail Distribution



Advised Sunshine Life and Health on its sale to:



September 2023

Life / Health Distribution



Advised Financial Solutions on its sale to:



August 2023

Wealth Management



Advised W.R. Berkley on its sale of Breckenridge IS to:



June 2023

Specialty Distribution



Advised Flexpoint Ford on its minority investment in:



May 2023

Specialty Distribution



Advised Strategic Risk Solutions on its sale to:



February 2023

Captive Management



Advised CAC Specialty and Cobbs Allen on their combination:



December 2022

Retail Distribution

The Modern Broker Is More Than Just Retail P&C – Your Financial Advisor Should Be Too!**Modern Broker Service Offerings****Retail P&C****Retail Employee Benefits****Wholesale / MGA / Programs****Life / Annuity****Wealth****Retirement Services****Wellness / Ancillary Benefits****Claims / Loss Services****Captives****Technology****WHA Contacts****Peter Nero**

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