



CORPORATE FINANCE

# Insurance

ADVISORY

Insurance sector experience, coupled with confidential and timely access to market expertise around the globe, is essential for best practices execution in this complex industry. The insurance investment banking team at KPMG Corporate Finance has the experience and global reach to strategically assess and execute potential alternatives that best meet clients' needs across the insurance industry.

## WE ARE WELL QUALIFIED TO DELIVER CORPORATE FINANCE SERVICES

The KPMG Corporate Finance insurance investment banking team has advised on U.S. and cross-border transactions on behalf of insurance carriers, private equity firms, policyholders, insurance-related businesses, and regulators. From divestitures to buy-outs to specialty structured transactions, our insurance investment banking team offers a wide range of services in the diverse domestic and international insurance markets:

- Buyside and sellside advisory
  - Divestitures
  - "Lift-out" transactions
  - Going private
- Private placements
  - Sponsored deals
  - Consortium deals
- Structured transactions

## OUR DIFFERENTIATORS

KPMG Corporate Finance and its KPMG affiliates have specialized professionals and a physical presence in the three largest insurance markets in the world—the United States, the United Kingdom, and Bermuda. The insurance investment banking team of KPMG Corporate Finance integrates these global resources to produce a customized deal process without compromising on inexecution or confidentiality. Our approach generates creative ideas and strategies for clients, while also increasing the likelihood of deal closure.

In addition to advising insurance and reinsurance carriers, KPMG Corporate Finance's insurance professionals have substantial experience working with insurance-related businesses. The insurance investment banking team specifically focuses on companies in the following insurance and insurance-related sectors:

- Property and Casualty
- Workers' Compensation
- Life
- Accident and Health
- Disability
- Reinsurance
- Distribution
- Third Party Administrators (TPAs)
- Technology

Utilizing the latest market intelligence and global access to the right counterparties—whether private equity or strategic buyers—we provide unique strategies and top-tier execution capabilities to our domestic and international clients.

# Contact Us

KPMG Corporate Finance LLC  
Insurance

*We welcome the opportunity to meet with you, learn more about your company's objectives, and discuss our people and capabilities.*

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## KPMG Corporate Finance – We Can Do a Great Deal Together.

### We are independent and objective

We are independent of financing sources; we do not underwrite, invest in, or provide loans to our clients; nor do we publish research. Our independence helps ensure that our interests are aligned with those of our clients.

### We offer a broad range of products

| M&A   | Financing  | Advisory Services  | Special Situations  | Global Infrastructure and Projects   |
|---|--|--|---|--|
| <ul style="list-style-type: none"> <li>• Buysides</li> <li>• Sellsides</li> <li>• Management Buyouts</li> </ul> | <ul style="list-style-type: none"> <li>• Capital Raises</li> <li>• Private Placements</li> <li>• Refinancings</li> <li>• Debt Advisory</li> <li>• Sale Leasebacks</li> </ul> | <ul style="list-style-type: none"> <li>• Board Advisory Services</li> <li>• Financial Advisory Services</li> </ul> | <ul style="list-style-type: none"> <li>• Debt Restructurings</li> <li>• Distressed M&amp;A</li> <li>• Alternative Financings</li> <li>• Lease Negotiations and Modifications</li> </ul> | <ul style="list-style-type: none"> <li>• Project Finance and Advisory</li> <li>• Private Public Partnerships/PFI</li> <li>• Program Management</li> <li>• Secondary Markets</li> <li>• Alliancing and Joint Ventures</li> <li>• Complex Public Procurements</li> </ul> |

### We have an extensive global network

We have an extensive global network of more than 2,200 investment bankers working from more than 150 offices in 62 countries, allowing us to access counterparties worldwide.

### Leading M&A adviser

Our consistent position as a leading M&A adviser globally reflects our extensive transaction experience and success in meeting our clients' needs.

### Client Focused

We remain client focused in our efforts. By leveraging our capability to provide both investment banking and strategic advisory services, we develop an offering that is customized to the specific needs of each client.

### "One-Stop Shop"

Given KPMG's broad service offering, we can act as a single source for your M&A related and other transaction needs.

| 2007                      | Number of Deals | 2008                      | Number of Deals | 2009                             | Number of Deals |
|---------------------------|-----------------|---------------------------|-----------------|----------------------------------|-----------------|
| 1. Citi                   | 457             | 1. KPMG                   | 390             | 1. KPMG                          | 260             |
| 2. KPMG                   | 450             | 2. JP Morgan              | 357             | 2. JP Morgan                     | 250             |
| 3. Goldman Sachs & Co     | 418             | 3. Goldman Sachs & Co     | 316             | 3. Goldman Sachs & Co            | 240             |
| 4. Morgan Stanley         | 395             | 4. Credit Suisse          | 315             | 4. PricewaterhouseCoopers        | 229             |
| 5. UBS                    | 392             | 5. Citi                   | 314             | 5. Morgan Stanley                | 222             |
| 6. JP Morgan              | 361             | 6. Merrill Lynch          | 307             | 6. Credit Suisse                 | 210             |
| 7. Credit Suisse          | 343             | 7. UBS                    | 306             | 7. Rothschild                    | 206             |
| 8. PricewaterhouseCoopers | 335             | 8. Morgan Stanley         | 298             | 8. UBS                           | 203             |
| 9. Rothschild             | 329             | 9. PricewaterhouseCoopers | 284             | 9. Bank of America Merrill Lynch | 198             |
| 10. Merrill Lynch         | 282             | 10. Rothschild            | 269             | 10. Deutsche Bank AG             | 192             |

Source: Thomson Reuters SDC. Each set of figures is taken from the league table press releases issued for that year.

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