

Opportunity

BN000048256 – Experienced Insurance Premium Financier with Authority to Transact in 49 States

Location: South Central U.S.



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The company operates as an independent lender that finances property and casualty insurance premiums for commercial & personal lines. The company is authorized to transact in the Contiguous U.S.

Bids Invited

Key Aspects

- More than 29 years of business operations with extensive internal fraud prevention techniques
- Experienced staff totaling more than 129 years of cumulative experience in the premium finance industry
- With licensing & authorization to transact in 49 states
- Strong direct sales strategies in place
- Member of the New York, Texas, and National Premium Finance Associations

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Consolidated	\$2,471	\$1,829	\$937
12/31/2021	Consolidated	\$2,320	\$1,841	\$758
12/31/2022	Consolidated	\$2,581	\$2,020	\$1,005
12/31/2023	Consolidated	\$3,447	\$2,334	\$1,698

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Hire additional direct sales reps in other strategic locations to increase sales
- Develop referral system for banks with non-real estate portfolios, as well as with wholesale insurance brokerages or insurance companies
- In 2023, the company onboarded a client, which is projected to increase the personal lines annual loan volume by more than 20% and the company's overall loan portfolio by more than \$4 million, according to ownership
- Pursue additional commercial and personal loan segments with increased capital requirements

Headquartered

- South Central, U.S.

Current Markets

- The company serves independent retail insurance agencies and wholesale general agents in the contiguous U.S. The company's target market includes loans of less than \$250,000 in retail, mid-market, and wholesale channels. The company's indirect client base are individuals whose premiums are financed.

Real Estate

- The company operates from an 1,800 square-foot office space, which is leased from an affiliated entity. Ownership is open to leasing the space post-sale.

Shareholder Objectives

- The company is owned by one majority owner and five inactive minority stakeholders. The majority owner is open to an eventual full exit from the company after a predetermined transition period. The five inactive minority stakeholders are all seeking full exits from the company. Ownership is open to various deal structures to facilitate a transaction.

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