



A Behemoth in Global Insurance



Presented by:

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December 13, 2023

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- Founded over 100 years ago by Arthur J Gallagher, the company has become one of the largest global insurance brokerage and risk management consulting firms in the world
- Key competitors: Willis Towers Watson, Aon
- Employs over 50,000 employees
- Presence in 130 countries
 - 460 sales & service offices throughout the US and 300 additional offices throughout the world, primarily the UK, Australia, New Zealand, and Canada.
- \$10 billion annual revenue
- Serial acquirer: over 650 acquisitions since 2002 ranging from \$1M to \$100M deals, primarily small insurance brokers, benefit consulting firms and third party claims administrators



SNAPSHOT OF CORE OPERATIONS



BROKERAGE SEGMENT

- 87% of revenue*
- We advise and consult on insurance programs and place insurance for clients
- Property/Casualty and employee benefits
- Retail, wholesale and reinsurance
- Primarily middle-market commercial clients and individuals
- 76% of Commission & Fee revenue is commission-based, 24% is fee-based**



RISK MANAGEMENT SEGMENT

- 13% of revenue*
- We adjust claims and help companies and carriers reduce their losses
- Workers' compensation, liability, managed care, auto and property
- Modest amount of storm/earthquake claims
- Primarily Fortune 1000 clients
- Approximately 91% of 2022 revenue from non-affiliated brokerage customers and their clients

*Adjusted Brokerage and Risk Management segment revenue before reimbursements for the trailing twelve month period ended September 30, 2023

**Adjusted Brokerage segment revenue for the trailing twelve month period ended September 30, 2023

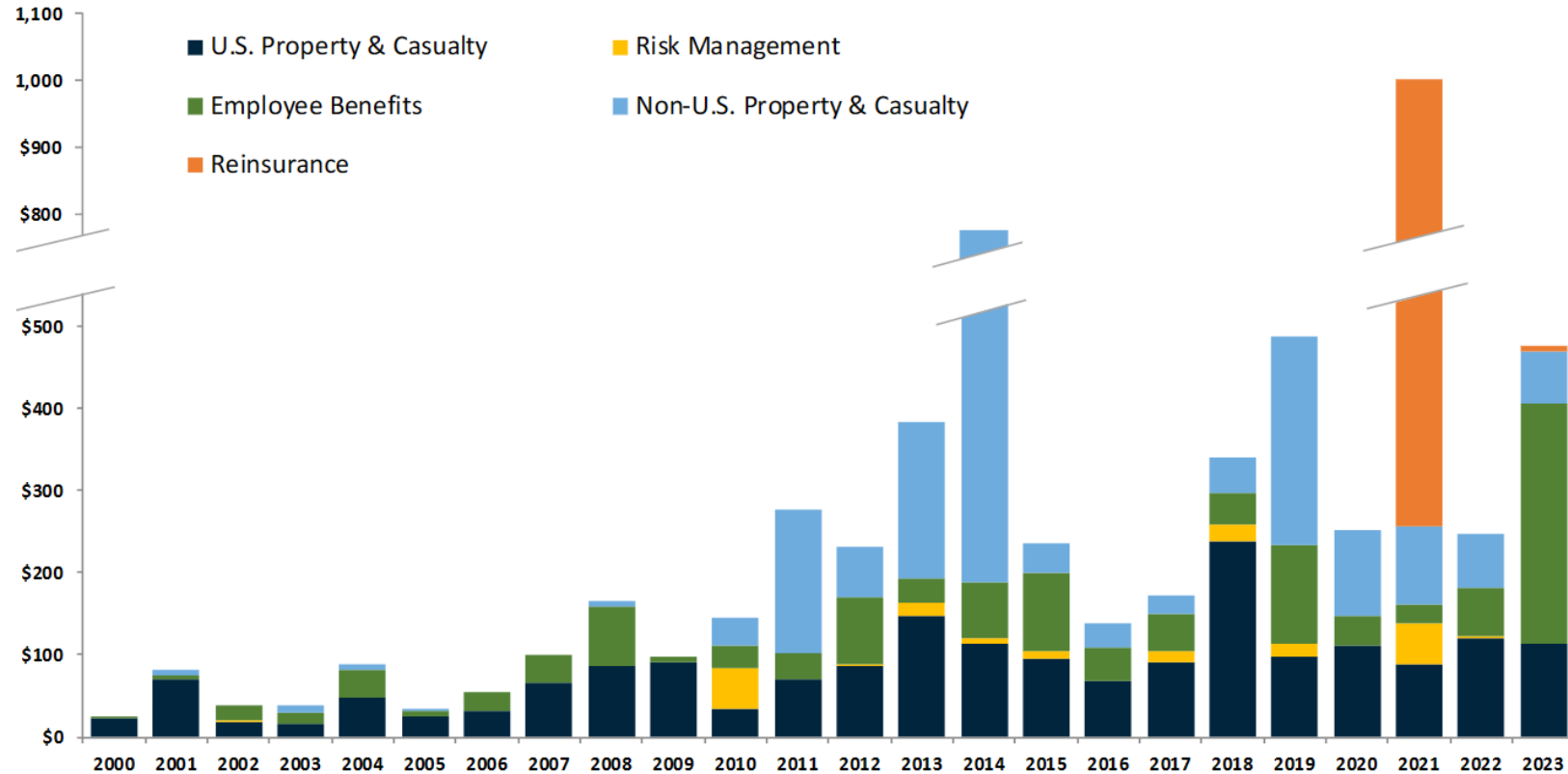


Clients come to Arthur J Gallagher for advice on *crafting* and *purchasing* custom-tailored property/casualty insurance policies (brokerage segment) and helping clients minimize workers compensation losses (risk management segment)

Strong Culture of Acquisitions



ACQUISITION REVENUE GROWTH



Annualized Revenues Acquired (in \$M's)

The Big Four Metrics for Quality



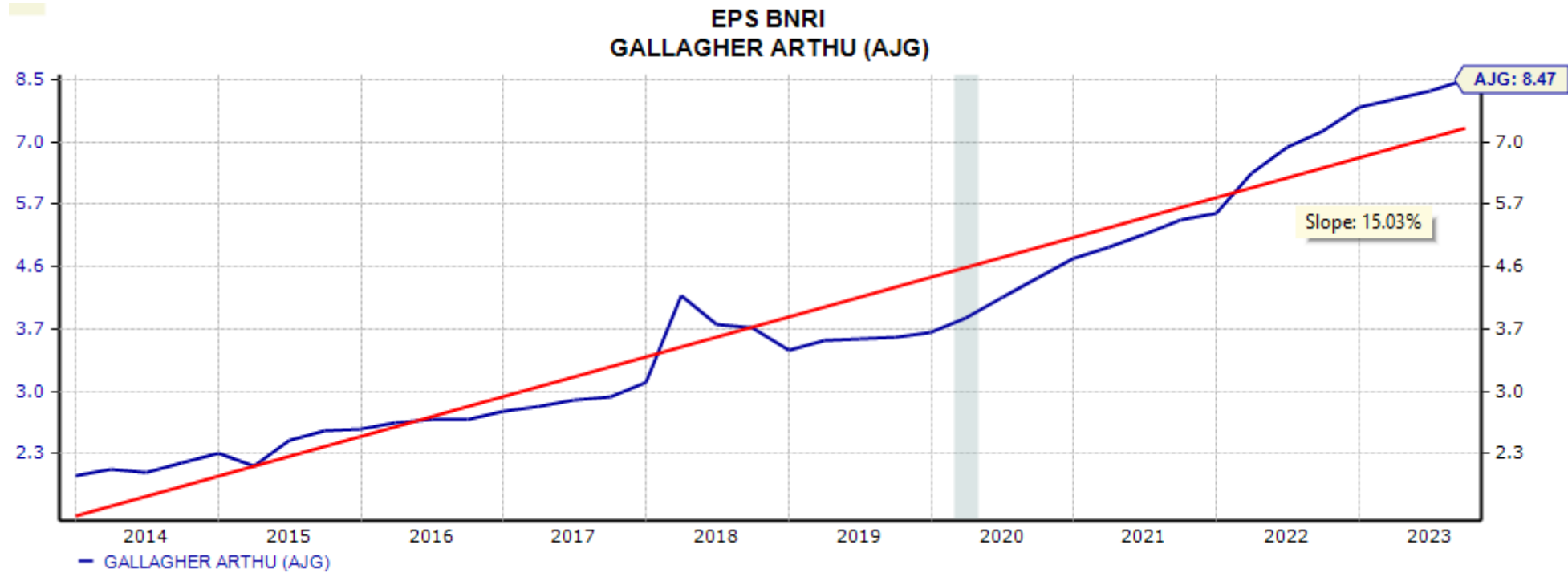
- Linearity:
 - EPS Linearity: 0.92
 - FCF Linearity: 0.81

- Growth:
 - EPS Growth CAGR (10-yr): 15%
 - FCF Growth CAGR (10-yr): 20%

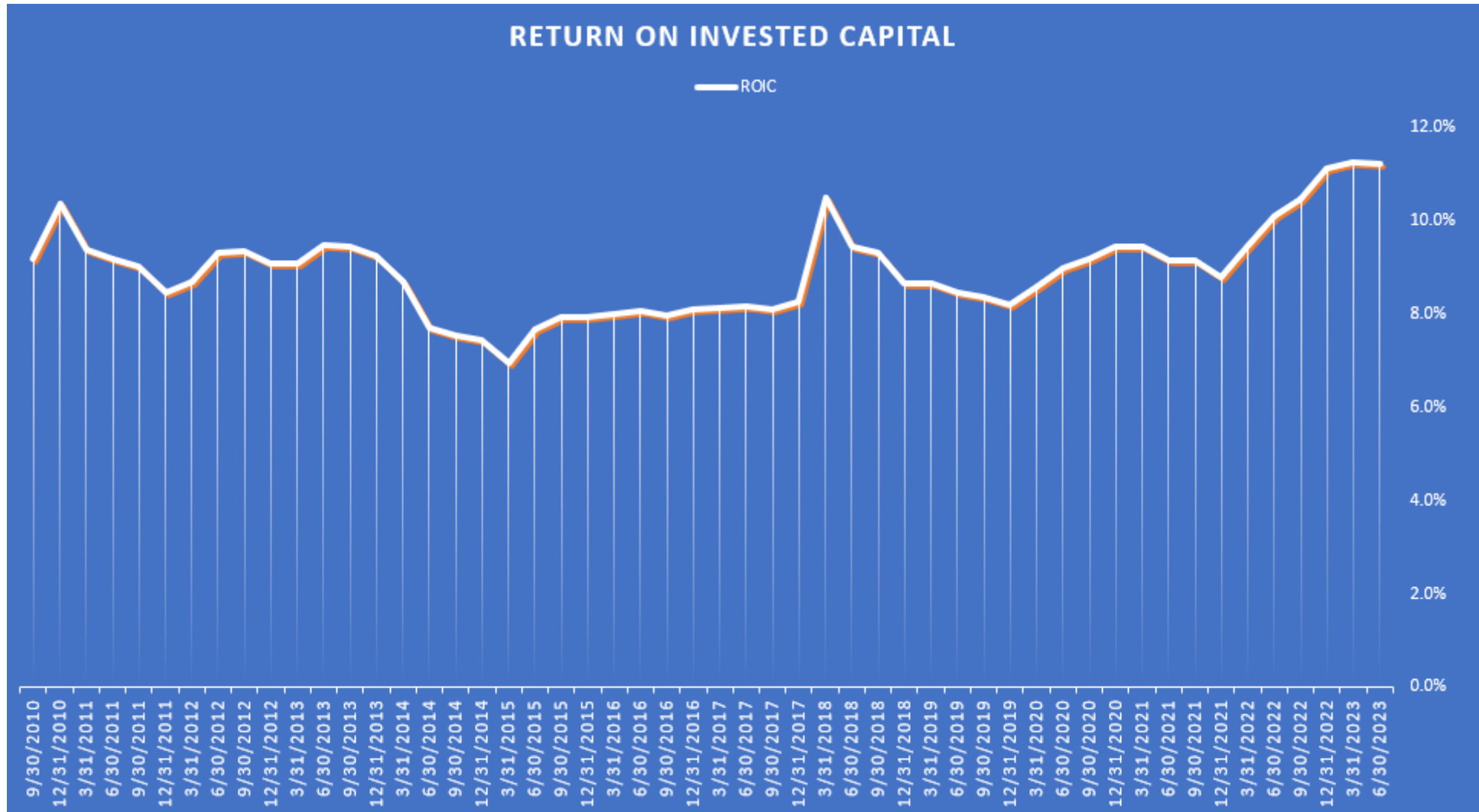
- Return on Invested Capital:
 - Current: 11.2%
 - 10-yr Median: 8.6%

- Free Cash Flow Conversion:
 - Current: 126.4%
 - 10-yr Median: 125%

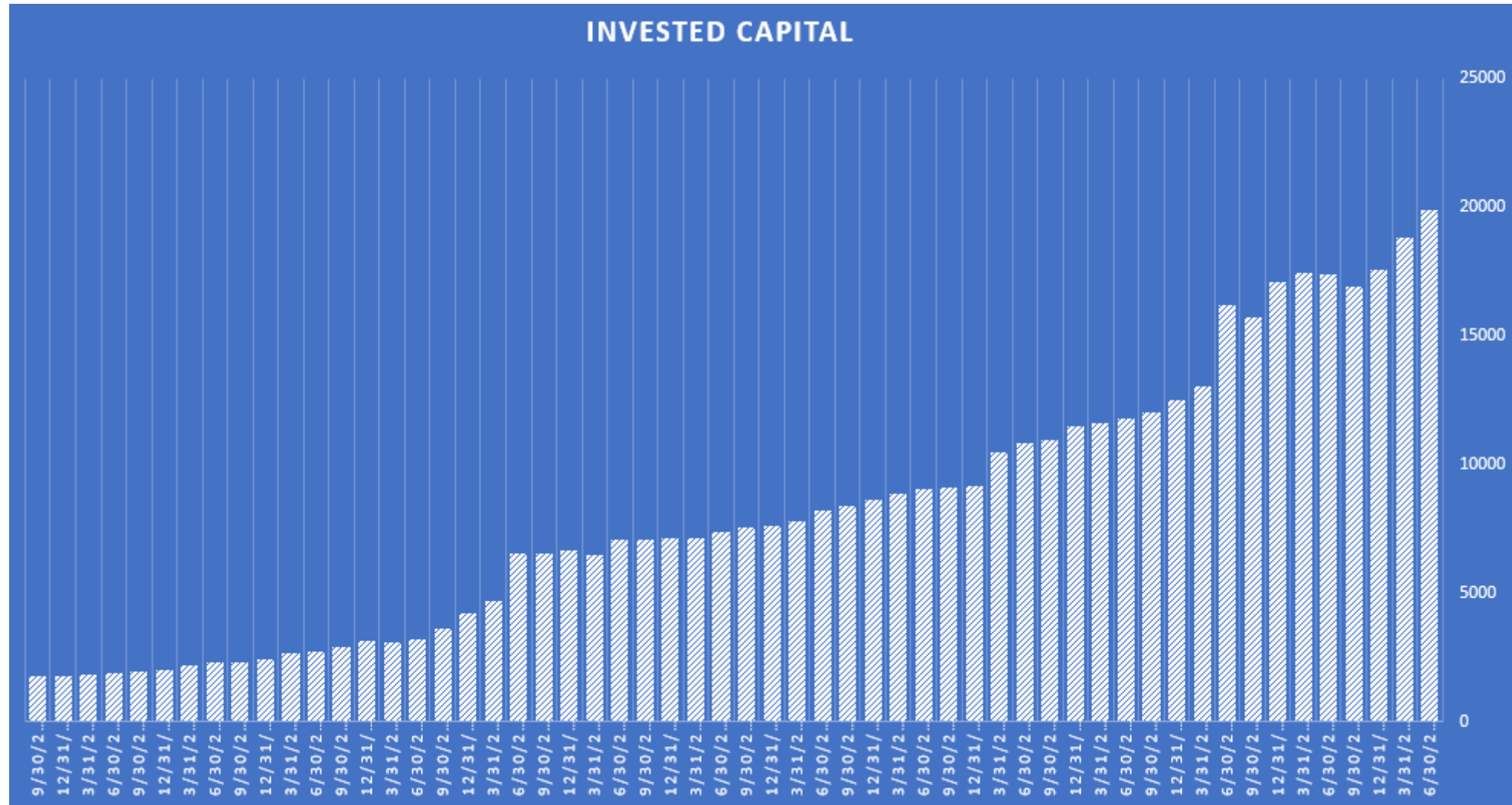
Linearity & Growth



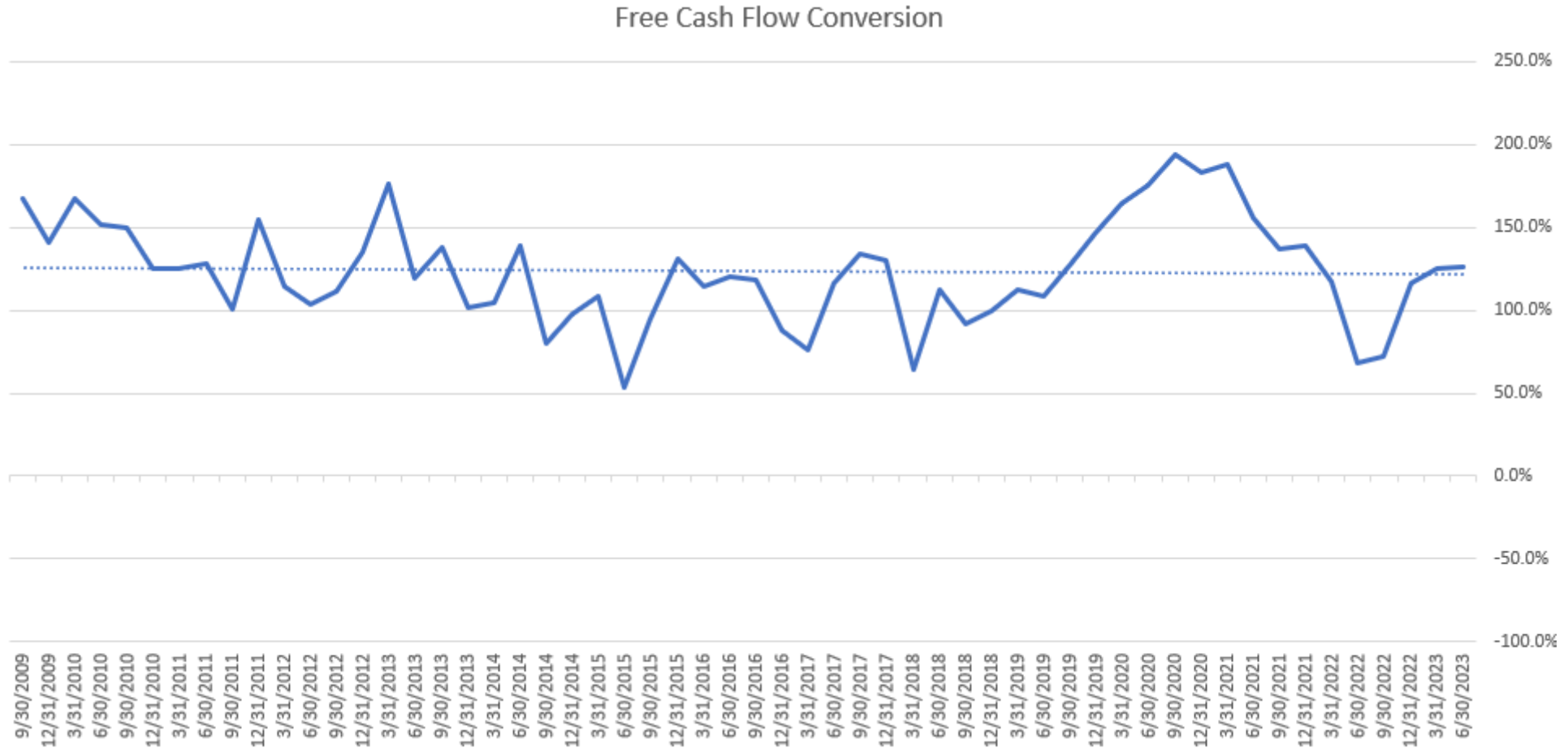
Return on Invested Capital



Growth Reinvestment



Free Cash Flow Conversion



Thank You for Attending!



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