

ANNUAL 20 REPORT 21

A YEAR IN REVIEW

Business Highlights

One80 Intermediaries

Innovating at the pace of change.

2021 was a transformational year for One80 Intermediaries. In the past 12 months, we have doubled in size through both organic growth and ten strategic acquisitions, placing the organization as the seventh largest wholesale broker in the United States according to *Business Insurance*. Notwithstanding this unprecedented growth, we have remained true to One80's culture and values which emphasize innovation, specialization and market expertise.

Innovation: Throughout the year, we have made significant investments in our operating platform and customer interface positioning us for the future. Here we have leveraged artificial intelligence-based predictive analytics, and risk assessment capabilities to introduce new distribution methods and pursue underserved niche markets. To that end, we launched Noah Flood, our latest online platform that allows brokers to obtain Private Market Flood quotes and coverage comparisons from multiple carriers in a matter of minutes.

Specialization: Each of One80's acquisitions bring highly specialized, niche capabilities in the marketplace. Upon integrating into the One80 franchise, they further develop their specialty areas with the support of One80's operational infrastructure and distribution platform.

Separately, our executive team has been expanded to include industry experts responsible for the development, delivery, and growth of strategic areas such as financial lines, workers' compensation, transportation, property, and personal lines. This well-regarded group of executives has ensured that the client experience is markedly unique to that which one might have encountered with a traditional wholesale model that is more generalist in nature.

Market Expertise: One80's thought leaders and product experts remain acutely aware of the political, socio-economic, and technological factors impacting the industries we serve. With that as a backdrop, we have worked tirelessly throughout the year to partner with our brokers and clients to maintain a diverse and nimble product suite and provide innovative insurance solutions. This agile business model delivers uncorrelated cash flows into the business that are not tied to any singular shift in the market cycle and facilitated growth in an increasingly competitive environment.



Matt Power, President
One80 Intermediaries

Industry Recognition

One80's brand stature continues to grow and is regularly featured in industry stories and publications. It was the cover story in the summer edition of *Rough Notes* with a photo of the leadership team on the cover. Matt Power, President, is regularly called upon by the media for his insights as an industry leader.



Business Insurance

- 7th Largest Specialty Wholesaler



Insurance Business America: Top Specialist Brokers List

- Joe Bukovsky, leader of PMC's national Transportation WC program



The Docks Expo: Young Leader Award

- Marisa Tranghese, Director of Underwriting



Waypoint Wholesale, An AmRisc Company: Top Gun Award

- Brad Keller, National Property Practice Leader

At a Glance:

We offer market leading access to all major insurance markets in the US, UK, and Canada, as well as in-house binding authority for property & casualty, financial lines, personal lines, life insurance, medical stop loss risks, travel/accident and health, and warranty coverage.

One80 serves commercial companies, non-profits, public entities and individuals, and has access to all major insurance markets in the US, UK and Canada. One80 has offices in 43 locations nationwide including Boston, New York City, Chicago, Cleveland, Cincinnati, Miami, Atlanta, Houston, Dallas, San Antonio, Omaha, Mountain View, Philadelphia, San Diego, Toronto, and Montreal.

Meet Our Leaders



www.one80intermediaries.com



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