

## Integro to be Acquired by Odyssey Investment Partners

### Deal Value: Not Disclosed

Sandler O'Neill served as financial advisor to Odyssey Investment Partners in connection with this transaction. Overall, this represents Sandler O'Neill's 116<sup>th</sup> financial services transaction since January 1, 2014, more than any other investment bank during that time period.<sup>(1)</sup>

Since January 1, 2012, Sandler O'Neill has advised on 21 insurance transactions, more than any other full-service investment bank during that time period.<sup>(2)</sup>

New York, NY - Integro Ltd., an international insurance brokerage and risk management firm, today announced that it has reached an agreement to be acquired by entities affiliated with Odyssey Investment Partners, LLC, positioning Integro for continued growth. Financial details of the investment were not disclosed.

Jeffrey McKibben, a Managing Principal of Odyssey Investment Partners, said, "Integro is an extraordinary success story, and we are committed to supporting its continued development, particularly around its specialty offerings. We are enthusiastic to invest in and partner with Integro's management team led by William Goldstein, John Sutton, Toby Humphreys and Marc Kunney, and share their strategic vision for their business and its focus markets."

Mr. Goldstein, President of Integro, said, "Odyssey is an ideal partner as we build on the powerful platform our early investors helped us put in place. Odyssey's resources and industry expertise will help accelerate the growth trajectory of our core business and specialty acquisitions."

The Integro management team will remain in place and certain members of its management team and other employees will remain shareholders in the company.

Founded in 2005, Integro has evolved to become a leading specialty firm with a significant international presence. In recent years, Integro has been actively building its specialty areas, including Healthcare; Entertainment; Professional Services; Aviation; Energy; Trade & Logistics; Reinsurance; and Benefits Consulting in the US, Canada and internationally. Integro has catapulted to the eighth largest private broker in the United States in terms of property/casualty written premium, according to Insurance Journal. Integro serves clients in over 125 countries from more than 40 offices in the United States, Canada, the United Kingdom and Bermuda.

Odyssey Investment Partners, LLC, with offices in New York and Los Angeles, is a leading private equity investment firm with a 20+ year history of partnering with skilled managers to transform middle-market companies into more efficient and diversified businesses with strong growth profiles.

(1) Source: SNL Financial. Includes financial services transactions in all geographies since January 1, 2014. Excludes terminated transactions, self-advisory roles and managed care transactions.

(2) Source: SNL Financial. Full service investment banks defined as those with an average disclosed deal value of \$25 million or greater. Excludes terminated transactions, self-advisory roles and managed care insurance transactions.

Sandler O'Neill Contacts:  
1251 Avenue of the Americas, 6<sup>th</sup> Floor  
New York, NY 10020

John Butler  
Managing Director  
(212) 466-7994

Max Kaftal  
Associate  
(212) 466-8073

Christopher Costaras  
Analyst  
(212) 466-7969

**SANDLER O'NEILL + PARTNERS, L.P.**

New York - Atlanta - Boston - Chicago - San Francisco