

# Continuing Professional Development Certificate

**How M&A has impacted the top 50 brokers and the implications for the wider market**

**Date:** Tuesday 14 March 2017

**Time:** 1.15pm - 2.00pm

**Speaker:** Olly Laughton Scott, Partner IMAS Corporate Finance

In this IIL lecture Olly Laughton Scott discussed the impact of changes driven by mergers and acquisitions on the top 50 brokers over the last 13 years and considered the implications for the broking profession for the next 5 years.

International - The largest brokers struggle to grow in a mature market so they use their financial strength to acquire their smaller rivals. They use private equity to undertake the necessary institutionalising of smaller firms. London Market – every Lloyd’s broker for sale is hard to sell. Many will remain independent despite many existing owners looking for an exit. Private equity has stepped in but may find exiting difficult. Commercial – continued acquisitions across the industry and large well integrated consolidators offer active target for international brokers. Personal lines – Dynamic industry generates rapid growth opportunities and this trend is more pronounced.

By the end of this lecture members would have gained an insight into:

- The current state of general insurance broking
- M&A activity over the last 5 years
- The top 50 brokers 2003-2016
- The impact of M&A activity



This lecture or podcast can be included as part of your CPD requirement should you consider it relevant to your professional development needs. It is recommended that you keep any evidence of the CPD activity you have completed and upload copies to the recording tool as the CII may ask to see this if your record is selected for review.