

# Your Portfolio, Our Expertise

**In today's competitive mergers & acquisitions (M&A) and private equity market, the cost of insurance and employee benefits must be approached strategically.**

As the M&A arm of Unison Risk Advisors, our professionals take the time to develop the right plan to protect your investments, predictably manage the ongoing needs of your funds and portfolio companies and generate considerable returns.

From early due diligence to full-service portfolio management, we deliver the Private Equity knowledge and experience you need during pre-closing due diligence, during the holding period and upon exit. We leverage Oswald resources to bring a competitive strategy and disciplined process to your Private Equity fund's approach to risk management.

**Our global, multi-disciplinary practices offer:**

- Transactional Due Diligence
- Reps & Warranties Insurance (RWI)
- Portfolio Program Management
- Property & Casualty Insurance (P&C)
- Loss Control Reporting
- OSHA and DOL Compliance
- Employee Benefits & Human Capital
- 401(k) and Retirement Plan Services
- Key Person Life Insurance and Executive Compensation

Our Private Equity clients include Middle Market Private Equity Funds, Search Funds, Family Offices, Buying Groups (Pass-The-Hat), Holding Companies, Individual Investors and Acquisitive Strategic Buyers. Optimal returns are achieved when these firms have more than one platform investment and fifty to two thousand employees per platform company.

**In the past 24 months,  
Unison Risk Private Equity has:**

**Partnered on more than**

**100**

**PLATFORM AND ADD-ON ACQUISITIONS  
PER YEAR**

**Produced savings of**

**\$1,200**

**PER EMPLOYEE PER PLATFORM**

**Returned more than**

**\$100 million\***

**IN ADDED ENTERPRISE VALUE TO ITS  
PRIVATE EQUITY PARTNERS**

Initial value analysis completed without any monetary commitment or broker authorization change.

\*Based on the assumption of an average EBITDA multiple of 8x

## SOME OF OUR PREVIOUS AND CURRENT PRIVATE EQUITY PARTNERS

				
				
				

## SUCCESS STORIES

### Portfolio Return

A middle market Private Equity Group (PEG) with 15 holdings and \$1 billion AUM engaged Unison Risk Advisors early in 2019. During the first six months of the relationship, our team generated a total of **\$1,600,000 in EBITDA** for five of the PEG's holdings.

### Immediate Impact

Unison Risk Private Equity partnered with a 600-employee platform company in August 2019. The team performed an initial due diligence and value analysis on the company and identified **over \$450,000 in savings potential**. Our 30-day marketing review realized an **additional \$600,000 savings** in the company's benefit program.

### Material Returns

Unison Risk Advisors became engaged with a middle-market private equity fund immediately following the conclusion of the fund raising period. Over the fund's holding period we applied our process and a synergistic approach to the portfolio, which included 25 platform and add-on investments, and drove **savings to the employee benefits and 401(k) plans of over \$20,000,000** to market trend over seven years.

### Due Diligence

During a transactional due diligence for an add-on acquisition, we identified over **\$85,000 in savings** within the add-on's benefits program. Obtaining a firm quote enabled the add-on to implement the reduction immediately following the deal's close. The reduction **reduced the purchase price \$595,000**.