

Insurance intermediary transaction support services



PKF Littlejohn is an independent firm of chartered accountants and business advisers based in London's Canary Wharf. The firm comprises 35 partners and over 200 staff.

We are known for combining the efficiency and technical expertise you would expect of a major firm, with intellectual and personal skills to build close, successful client relationships.

We are one of the largest providers of external audit services to the UK insurance sector.

- Ranked 7th largest auditor to the UK insurance industry
- Accountants for over 70 insurance intermediaries ranging from £750,000 to £50million commission income
- Seven insurance audit partners and 30 insurance audit staff
- Dedicated insurance corporate tax, indirect tax and IT teams
- Cross-border expertise through our membership of the PKF international network, the 11th largest global accountancy network with over 400 offices in 150 countries
- Founding members of the MGAA and advisor to more members than any other firm
- Advisory panel members of the insurance brokers standards council
- Members of the advisory panel to FCA and ICAEW Insurance intermediary working parties
- Close links to BIBA and LIIBA

Our insurance transaction services experience

We have proven experience and have supported insurance deals with an aggregate value in excess of £100m in the last twelve months, assisting private equity, trade investors and lenders. We are able to complete transactions covering financial, commercial, tax (direct and indirect), IT, compliance and actuarial issues.

We see the following as critical steps to ensuring a successful outcome from any of our transaction services work:

- **Planning and understanding** to define the desired outcome of the work and ensure a detailed scope is agreed at the outset
- **Execution** that interrogates key areas of concern including open communication with all parties
- **Reporting** that is concise, addressing and summarising key findings

Typically we work best in a collaborative approach where our team works hand in hand with the finance provider and has frequent and open communication.

Case studies

Case study 1: Mid-market consolidator

- We provided a range of services including an integrated forecasting model to support the acquisition strategy and associated fund raising; and financial and limited commercial due diligence for a number of acquisitions
- We completed these assignments against tight deadlines to ensure the transactions proceeded on time
- We worked with multiple debt providers and other advisors in a seamless way to enable the client to raise the funds needed to carry out its acquisition strategy
- We added value by identifying issues early and pro-actively providing commercially-focused solutions
- Our insurance and client knowledge meant that while we carried out each service separately, we related our findings back to the client's objectives.

Case study 2: Leading bank

- We have completed a number of financial and regulatory due diligence projects to support the borrowers' cash flow lends
- We provide a detailed scope tailored for each assignment, allowing us to offer efficient and value add due diligence work
- We provide exception based reports that get to the heart of the matter
- Where issues arise, we pro-actively communicate with the bank and work with it to provide solutions.

Case study 3: Private equity fund

- We have completed financial, limited commercial and regulatory due diligence and financial model reviews to support acquisitions
- We identify issues and provide clear and commercial recommendations
- We build strong relationships and know the key areas of concern, tailoring our work accordingly
- We meet regularly to discuss current market issues and to share ideas.

Why choose PKF Littlejohn?

With us, you get a firm that has:

- Expertise in the insurance market. Our team work exclusively in the insurance market, meaning we have extensive and market leading knowledge of the industry
- Flexibility to ensure that each review is specific and tailored and not a one size fits all approach
- A track record of providing technically sound and commercial solutions to sit alongside our findings

For an initial discussion, contact:



John Needham

t: +44 (0)20 7516 2284

e: jneedham@pkf-littlejohn.com



Will Lanyon

t: +44 (0)20 7516 2411

e: wlanyon@pkf-littlejohn.com



Philip Alexander

t: +44 (0)20 7516 2444

e: palexander@pkf-littlejohn.com



Chris Riley (Tax)

t: +44 (0)20 7516 2427

e: criley@pkf-littlejohn.com



Ian Singer (IT Assurance)

t: +44 (0)20 7516 2236

e: isinger@pkf-littlejohn.com

PKF Littlejohn LLP, 1 Westferry Circus, Canary Wharf, London E14 4HD

Tel: +44 (0)20 7516 2200 Fax: +44 (0)20 7516 2400

www.pkf-littlejohn.com

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