



LEADING INSURANCE BROKING ADVISER PKF LITTLEJOHN LAUNCHES FRINGE SESSION

M&A experts to share valuable insights based on their involvement in many recent insurance broker transactions

April 2024: PKF Littlejohn – the leading firm of accountants and business advisers – will once again be bringing its team of insurance broking experts to the BIBA Conference in Manchester.

In addition, the firm will host a Fringe session on Wednesday 15 May. The topic for the session will be: **'Buying or selling an intermediary – lessons from the front line'**.

The seminar, which is based on a popular series of articles recently published in Insurance Age, will highlight some of the problematic issues that are frequently found during insurance intermediary due diligence projects.

PKF Littlejohn is **the largest auditor of insurance intermediaries in the UK** and acts as auditors and advisors to 50% of the UK's Top 50 Brokers. The firm offers intermediaries a wide range of support – from helping Insurtech founders optimise their business structure to carrying out the audit of a private equity backed national broker, including audit, tax and transaction advisory to independent brokers and ambitious groups.

John Needham, a Partner in PKF Littlejohn's insurance intermediary team and one of the speakers at the event, said: "Merger and acquisition activity in the UK insurance intermediary sector remains steady. However, economic uncertainty has had some impact on the prices being paid, with buyers tending to be more conservative and no longer giving targets the benefit of the doubt.

"The result is that in some cases deals are taking longer to complete, with a few even being shelved part way through the process, particularly at the top end of the market. **So how do you ensure that your acquisition or sale doesn't get delayed or derailed?**

"We have considerable first-hand experience of supporting insurance intermediaries with M&A activity, having been **involved in over 20 deals over the past 18 months**. This session will draw on that expertise, looking at the potential financial, client money and tax issues that broker leadership teams should consider during the acquisition process. It also ties in neatly with the **'What's next?'** theme of this year's BIBA Conference, given that the future is likely to involve more broker consolidation."

Buying or selling an intermediary – lessons from the front line

Date: Wednesday 15 May 2024

Time: 16:00 - 16:30

Location: The Fringe Stage in the Exhibition Hall, Manchester Central, M2 3GX

Register now: by clicking the 'view or modify registration' link provided in your confirmation email from The BIBA Conference.

You can also **[schedule a meeting](#)** with the PKF Littlejohn team or drop by **Stand C87** at BIBA.

ENDS.

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