

OVERALL HIGHLIGHTS



600+
locations



Top 5
global broker
based on revenue



18,000+
employees



2MM+
clients



14%
annual growth

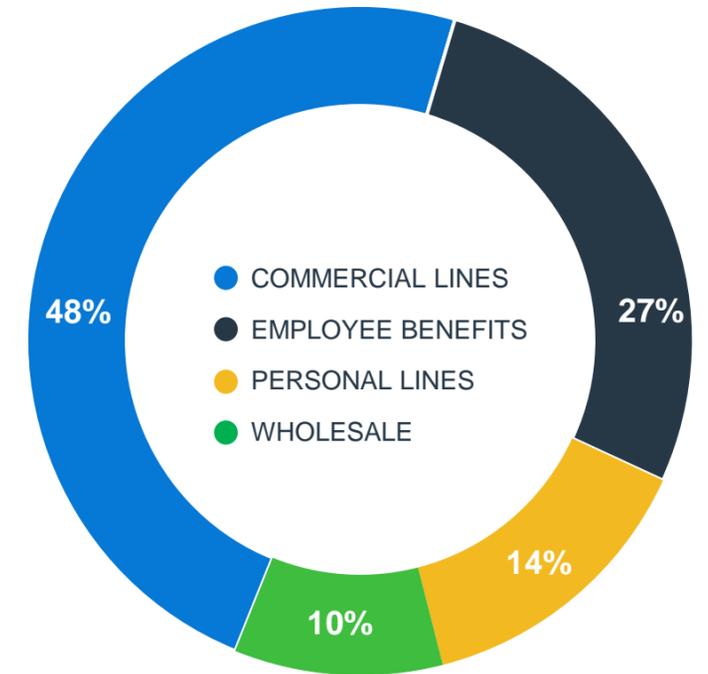


\$39B+
in premium

FOOTPRINT

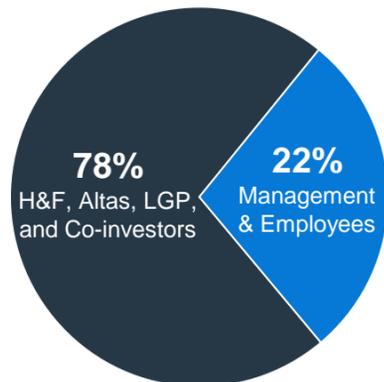


HUB 2023



Total Run-Rate Revenue: \$4.4B+

OWNERSHIP



Our Private Equity Partners:

- Hellman & Friedman (Since 2013)
- Altas (Since 2018)
- Leonard Green & Partners (Since 2023)

NOTABLE GROWTH STATISTICS

↑ 7.3%
**OVERALL HUB 2023
ORGANIC GROWTH**

↑ 12.3%
**WHOLESALE /
MGA**

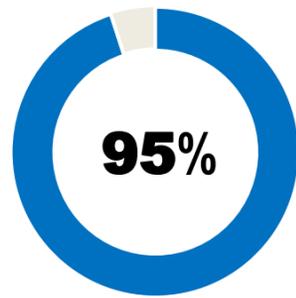
↑ 9.4%
**SPECIALTY
PRACTICES**

2023 organic growth based on commission and fees

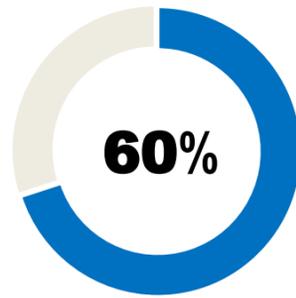


Why HUB International

MAXIMIZE YOUR VALUATION AND YOUR EARNOUT



95% of shareholders are with HUB five years post close of their transaction



HUB transactions have exceeded 50% of their maximum earnout approximately 60% of the time



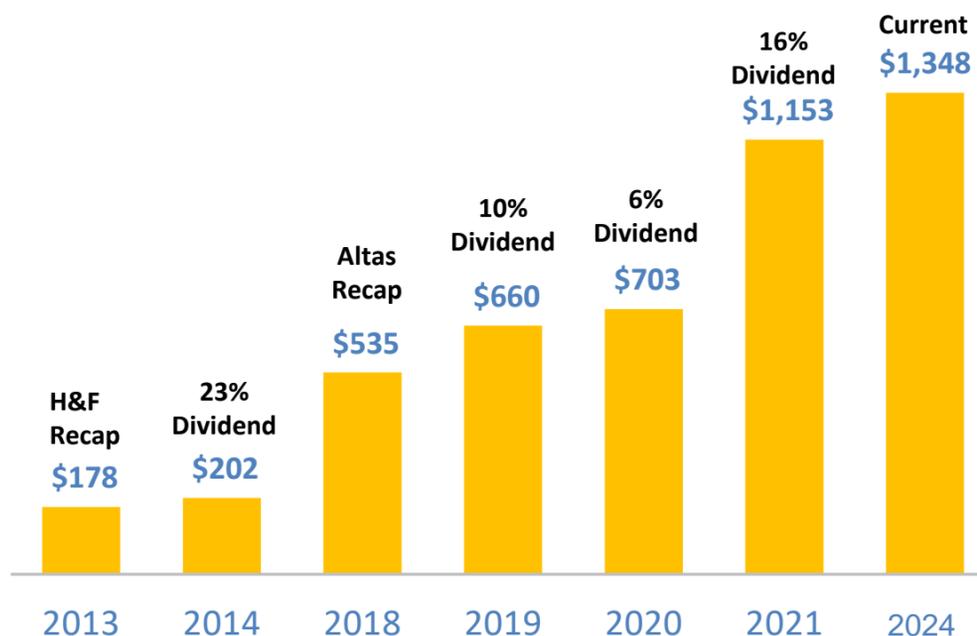
20%

On average, producers see their commissions and fees revenue grow 20% in only 1 year of joining HUB

Maintain Your Culture

- You lead your business
- You manage your employees
- You maintain your entrepreneurial spirit

TOP PERFORMING EQUITY RETURN OF 7.56X SINCE 2013



HOW WE HELP YOU DIFFERENTIATE AND WIN



Access to New Products, Expertise and Programs

- Exclusive products and online quote/bind capabilities
- Expanded market access through HUB-owned wholesalers
- 40+ Chief Marketing Officers leverage to negotiate best possible coverage terms and pricing



Producer Engagement and Connectivity

- 20+ dedicated sales training and development professionals, best-in-class industry metrics for new producer validation rates and revenue attainment
- Comprehensive sales training catalog with workshops and programs for all skill and experience levels
- 2+ years individualized coaching for early-career producers
- 90+ dedicated marketing professionals executing national and local campaigns, 250+ digital and in-person events, and 300+ pieces of content on an annual basis to support client and prospect engagement
- Digital team driving 215K+ social media followers and 2MM+ visits to the company website annually
- SHARP Awards personal recognition and stock awards for performance; there were 470+ award winners that generated over \$240MM in new business in 2021



Specialty Practices by Premium

ProEx	\$2.7B	Agribusiness & Food	\$1.4B	Financial Institutions	\$747.6M
Real Estate	\$2.4B	Healthcare	\$ 1.05B	Education	\$301.6M
Construction	\$2.2B	Nonprofit	\$816.8M	Sports & Entertainment	\$250.6M
Transportation	\$1.6B	Hospitality	\$778.09M	Cannabis	\$80M



Risk Services

- 80+ highly credentialed risk consultants with experience in 100+ industries
- Borderless structure enables best-in-front client engagement – available to all producers to help win, retain and service clients



Claims Management

- 235 claim professional aligned with our specialty practices, and all lines of commercial, professional and private client matters
- Driving strategic outcomes through elevated claims advocacy, legacy claim closure and complex risk management



Employee Benefits and Retirement & Private Wealth

- 15+ specialty practices to support the unique needs of various sizes and types of employers, including: Clinical Informatics, Compliance, Communication & Design, Data & Analytics, Global Benefits, People & Technology, Pharmacy, Workforce Absence Management
- 4K+ dedicated benefits professionals, 46K+ clients with 5.9M covered lives
- 9K+ retirement plans under advisement. Tailored solutions available for micro-businesses to large organizations and \$140B+ in AUM



Digital Transformation

- HCC – CAN Transactional PL (2018)
- CM&F – Healthcare (2021)
- VIU by Hub (2022)
- Canadian Digital CL Roll-Out
- Insureon – CL Transactional (2022)
- SquareMouth – Travel Insurance (2023)



HUB

Partnering with HUB International

What do you want from your commercial insurance program?



What our clients tell us

- Price stability
- Fast, convenient servicing and issue resolution
- Claims resolution services
- Effective management of Total Cost of Risk
- Cost savings
- Market leading coverage

Why clients do business with HUB

- Global / cross border capabilities
- Fast, convenient servicing and issue resolutions
- Strong market relationships
- Experienced claims advocacy
- Effective management of Total Cost of Risk

HUB's Valuable Resources

In-house Claims Team

- **Advocacy:** coverage / settlement disputes
- Tracking and monitoring of claims activity
- Identify frequency / severity of claims trends to develop risk control solutions

Risk Services: Approach

1. Identify exposure, hazard, loss
2. Evaluate current controls
3. Develop and implement solutions
4. Measurement and evaluation

SCOPE AND SCALE



500+

Locations in North America



TOP 5

Global broker based on revenue



5,000+

Employees



1MM+

Clients



Largest

Canadian Broker based on revenue



\$6 B+

In premiums

CANADIAN FOOTPRINT



TOTAL REVENUE:
\$1.1B

FULL SERVICE BROKERAGE

