



B . P . M A R S H
E P A R T N E R S P L C

Interim Results

For the six-month period ending 31 July 2021

Dan Topping, Chief Investment Officer
Jonathan Newman, Group Finance Director

Overview of B.P. Marsh

What we do

B.P. Marsh is a specialist private equity investor in early stage financial services businesses, which are based in the UK and internationally

Who we are

We are a complementary team of highly experienced leaders in the financial services industry, with deep sector knowledge acquired over several decades

Longevity

B.P. Marsh has been investing since 1990 and has since invested in 53 companies

We currently have 17 geographically diverse investments in our portfolio

Investment Strategy

We take a long term view, with an average holding period of **7 years***

Making an initial investment of up to

£5m

for minority equity positions (typically 20-40% shareholdings)

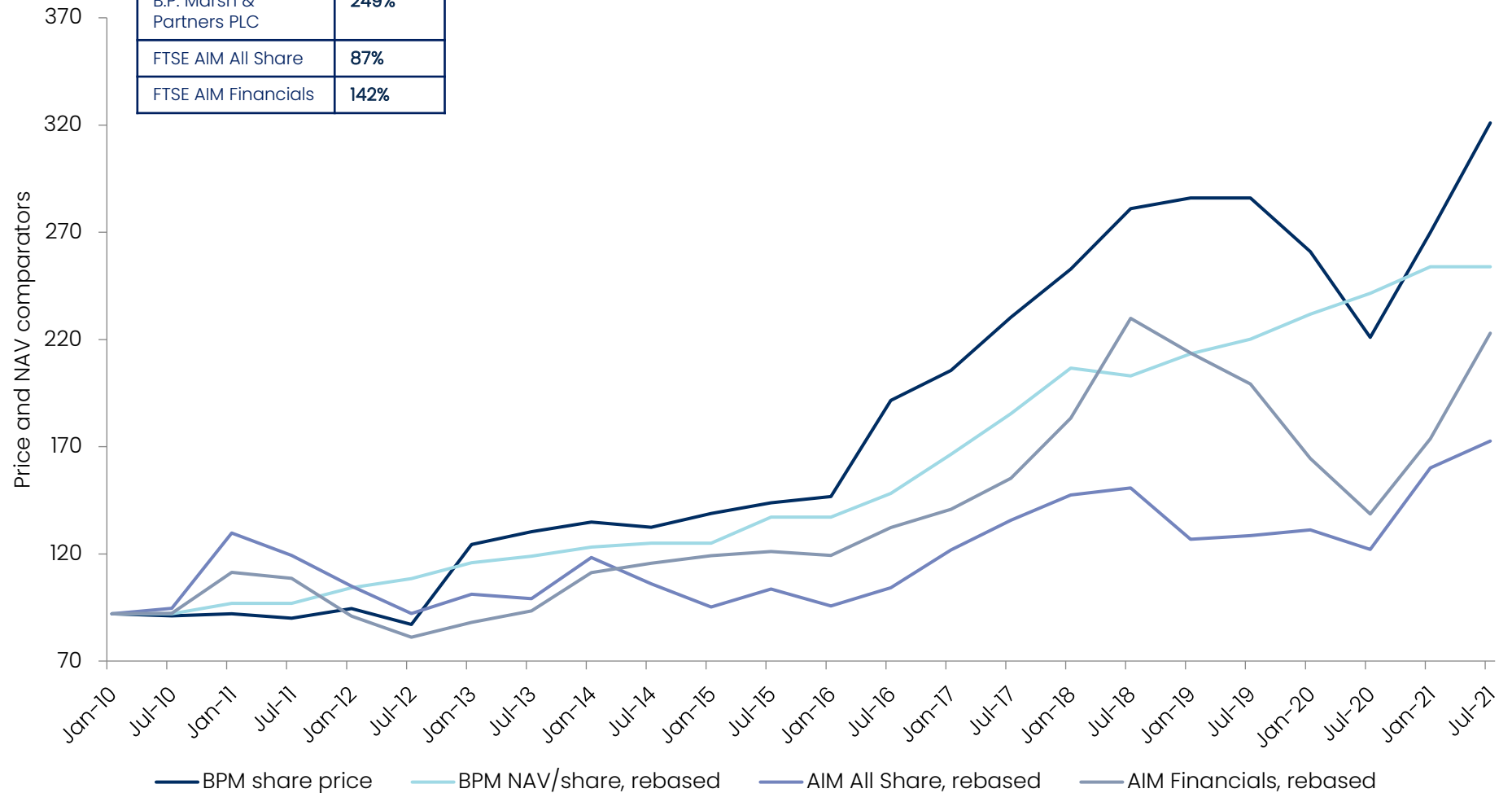
*including previous realisations. Current portfolio holding period 5.7 years

Summary – Period Ending 31 July 2021

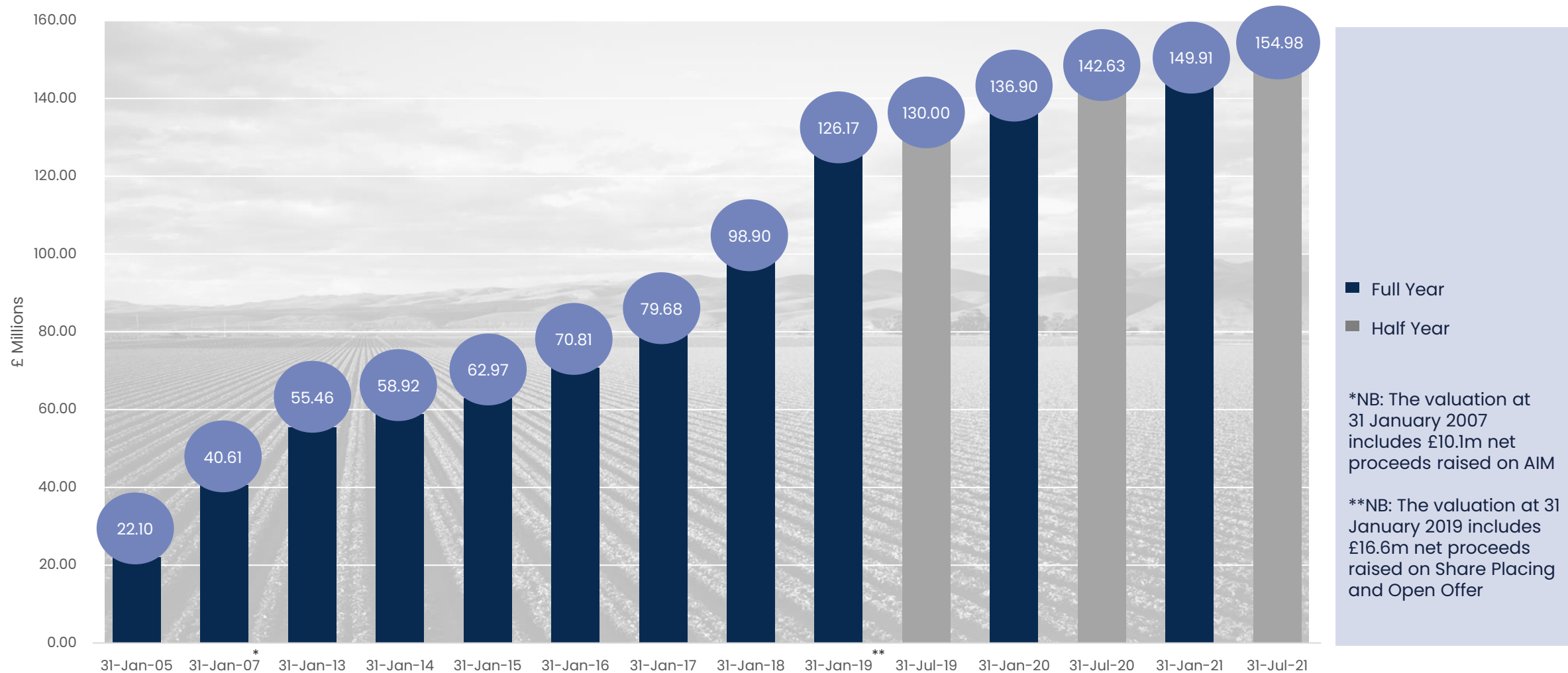
% Change 31 January 2010 to 31 July 2021

B.P. Marsh & Partners PLC	249%
FTSE AIM All Share	87%
FTSE AIM Financials	142%

- As at 31 July 2021 – 18 investments in the portfolio with a NAV of **£155.0m** (31 January 2021 **£149.9m**)
- Total Shareholder return of **4.0%** for the period to 31 July 2021
- Dividend of **2.44p** per share paid in July 2021, for the year ended 31 January 2021
- Increase in Equity Portfolio Value of **4.1%** in period to 31 July 2021 to **£136.2m**
- Loan Book value of **£16.7m**
- **£1.1m** cash and **£2m** loan facility available as at 31 July 2021

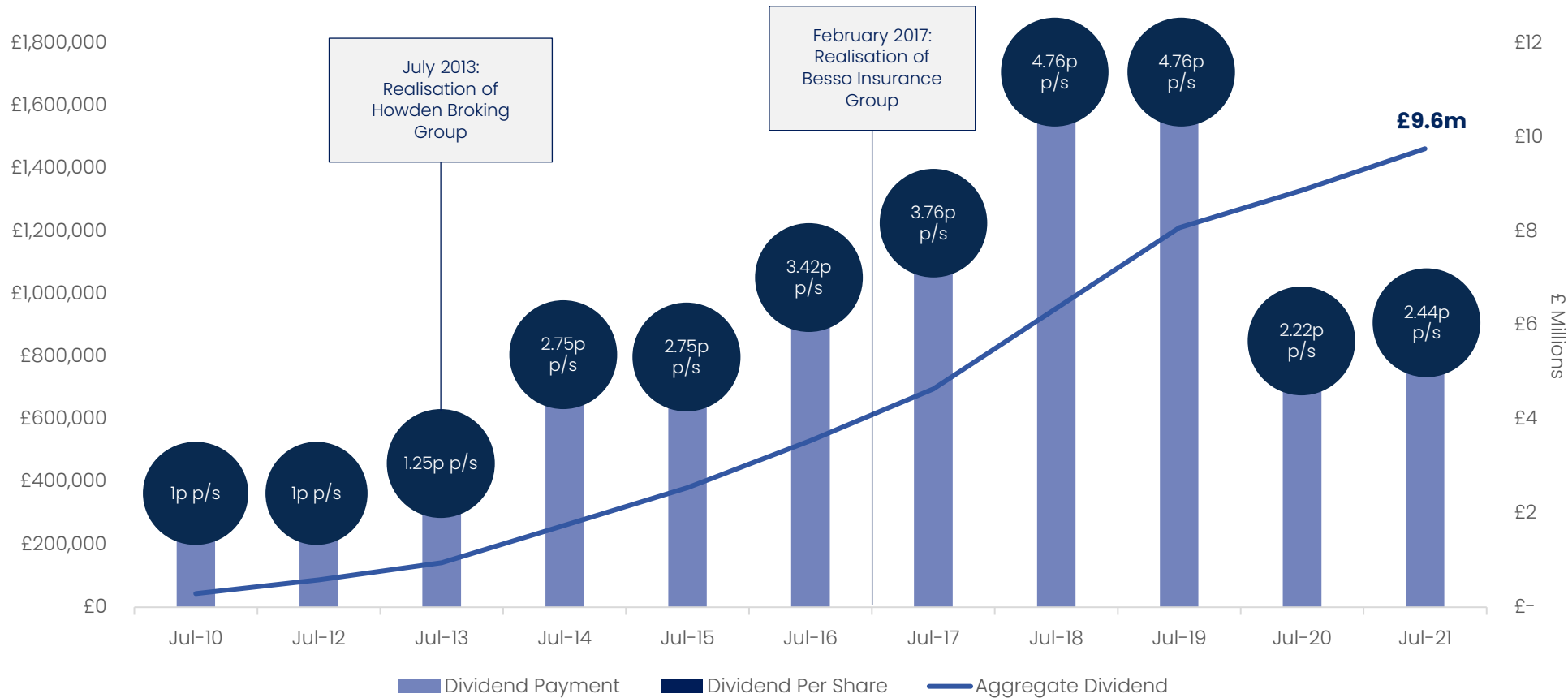


Performance: Net Asset Value (NAV)



Dividends

The Group's historic distribution payments are shown below. Aggregate dividend per share of **30.1p** paid since flotation, being **21.5%** of the flotation price

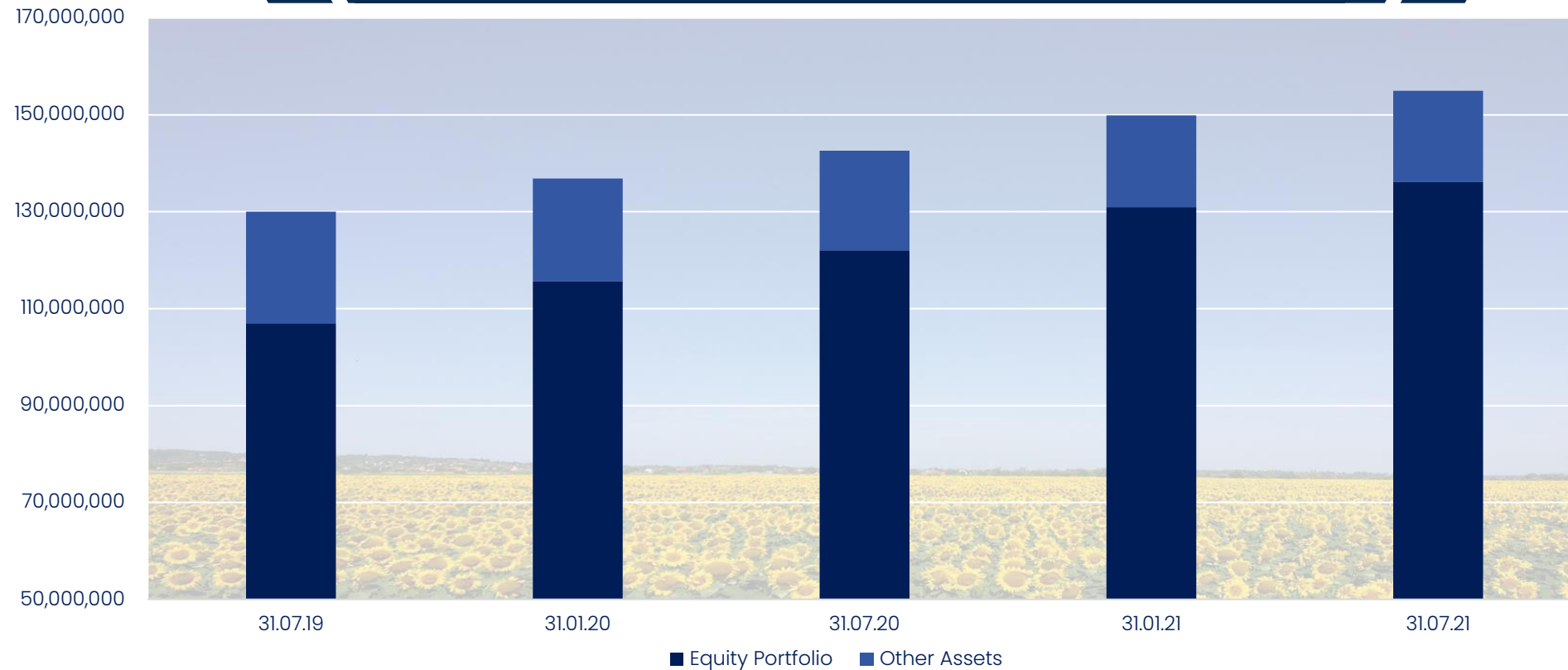


- Aggregate dividend of **£0.9m**, paid in July 2021, representing **100%** of the realised underlying profit for the year to 31 January 2021
- The Board aims to strike a balance between rewarding shareholders with distributions from realisations and reinvesting cash to deliver long-term capital growth
- The Board is committed to paying further dividends following significant cash realisations of investments at a time when these create optimal value for shareholders

Portfolio Overview – Equity Growth Examined

Over the six-month period to 31 July 2021, the Equity Portfolio grew by 4.1%, with NAV increasing by 3.4%. This performance emanated from growth across 70% of the underlying Portfolio

From 31 July 2019 to 31 July 2021, B.P. Marsh's Equity Portfolio has grown from **£106.9m** to **£136.2m**; an increase of **24%**. Over the same period, the Group's other assets have moved from **£23.0m** to **£18.7m**



Other assets, include the loan portfolio, free cash and deferred tax



Key contributors to c. **£25.6m*** of Equity Growth over the past 24 months:

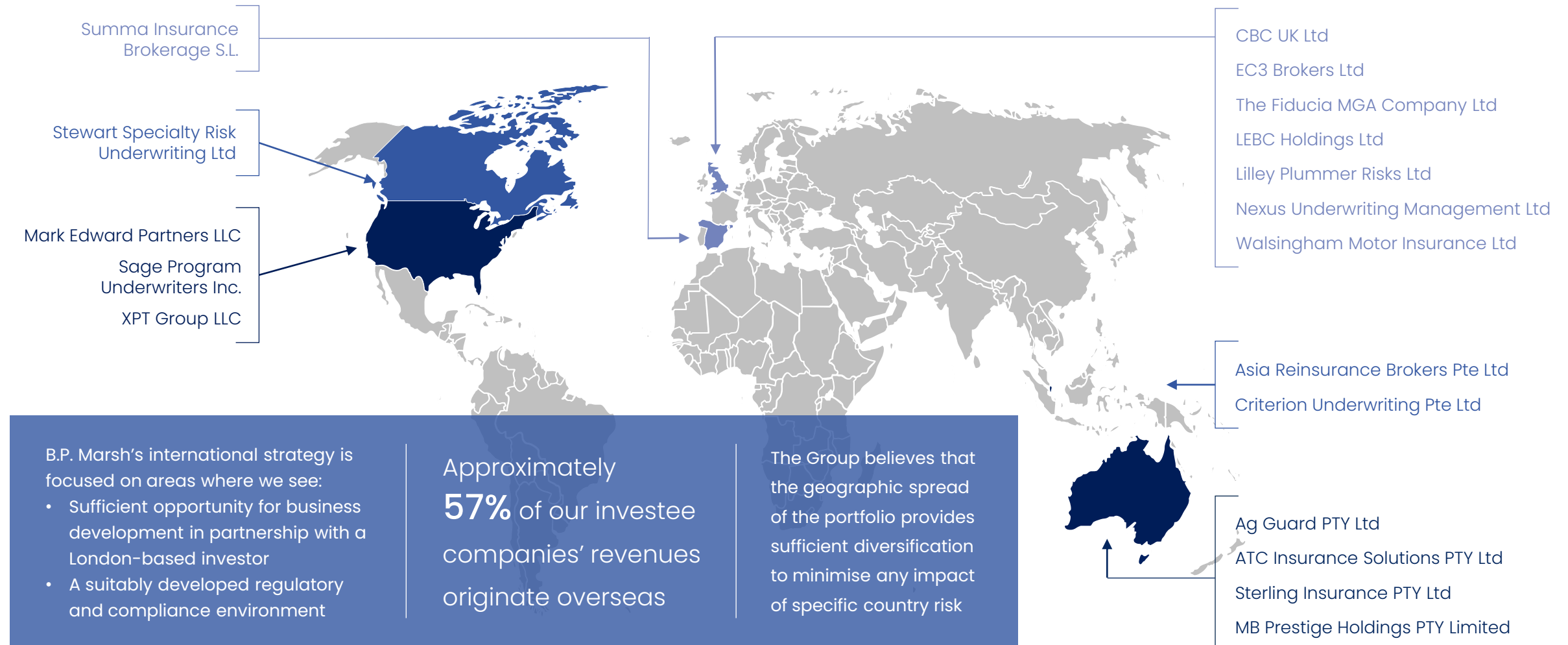
- SSRU – 18%
- XPT – 15%
- Nexus – 14%
- CBC – 10%
- Fiducia – 10%
- WMIL – 8%
- Ag Guard – 7%

* After adjustment for additions/disposals



- During the period, B.P. Marsh and its portfolio companies have continued to show resilience to the challenges posed by Covid-19
 - The portfolio has performed well over the past six months
 - Focus has remained on our existing portfolio, to ensure the ongoing stability of our investments
 - Greater emphasis is now being placed on assisting our portfolio in taking advantage of opportunities emanating from the world's recovering economies
 - The consolidation activity that has taken place over the last couple of years continues to impact the insurance market
 - This provides the Group with fresh opportunities; both in terms of new investments, as well as activity within our underlying portfolio
- B.P. Marsh does not have any exposure to balance sheet risk via its investment portfolio and is therefore unaffected directly by insurance losses. However, given our Managing General Agency (MGA) investments are partners with their carriers, they are extremely conscious of the importance of protecting and growing their partners' balance sheets
 - Our insurance intermediary investments continue to see rate increases across the sectors in which they operate
 - There are signs that rates in short-tail lines are levelling out. Rate increases continue to be strong where business is exposed to long-tail risk

International Portfolio – as at 31 July 2021



B.P. Marsh’s international strategy is focused on areas where we see:

- Sufficient opportunity for business development in partnership with a London-based investor
- A suitably developed regulatory and compliance environment

Approximately **57%** of our investee companies’ revenues originate overseas

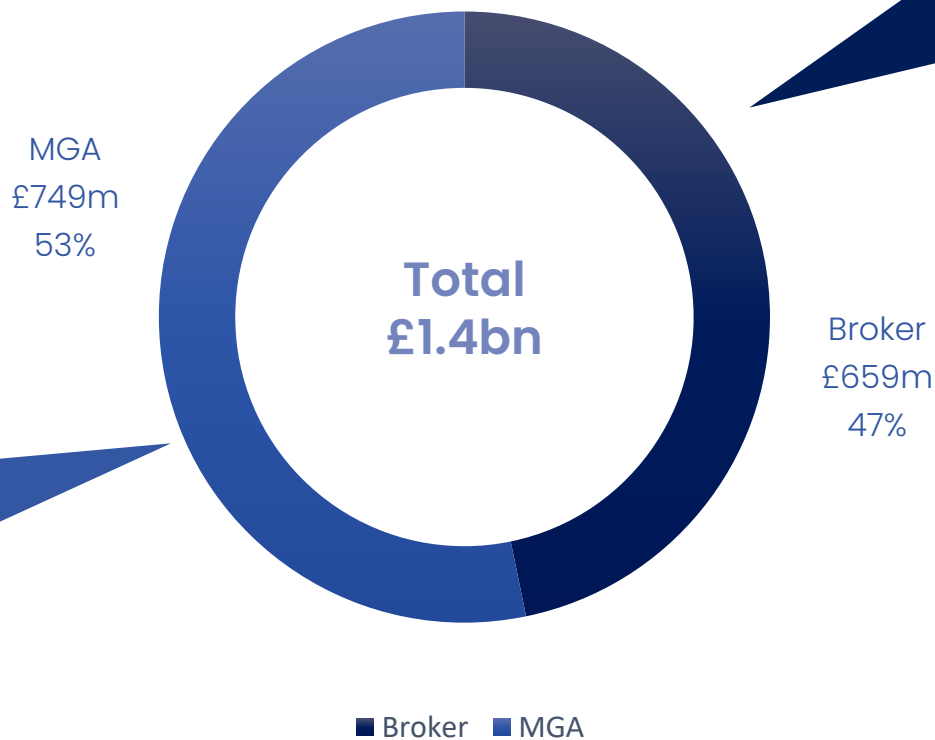
The Group believes that the geographic spread of the portfolio provides sufficient diversification to minimise any impact of specific country risk

Insurance Intermediary Overview

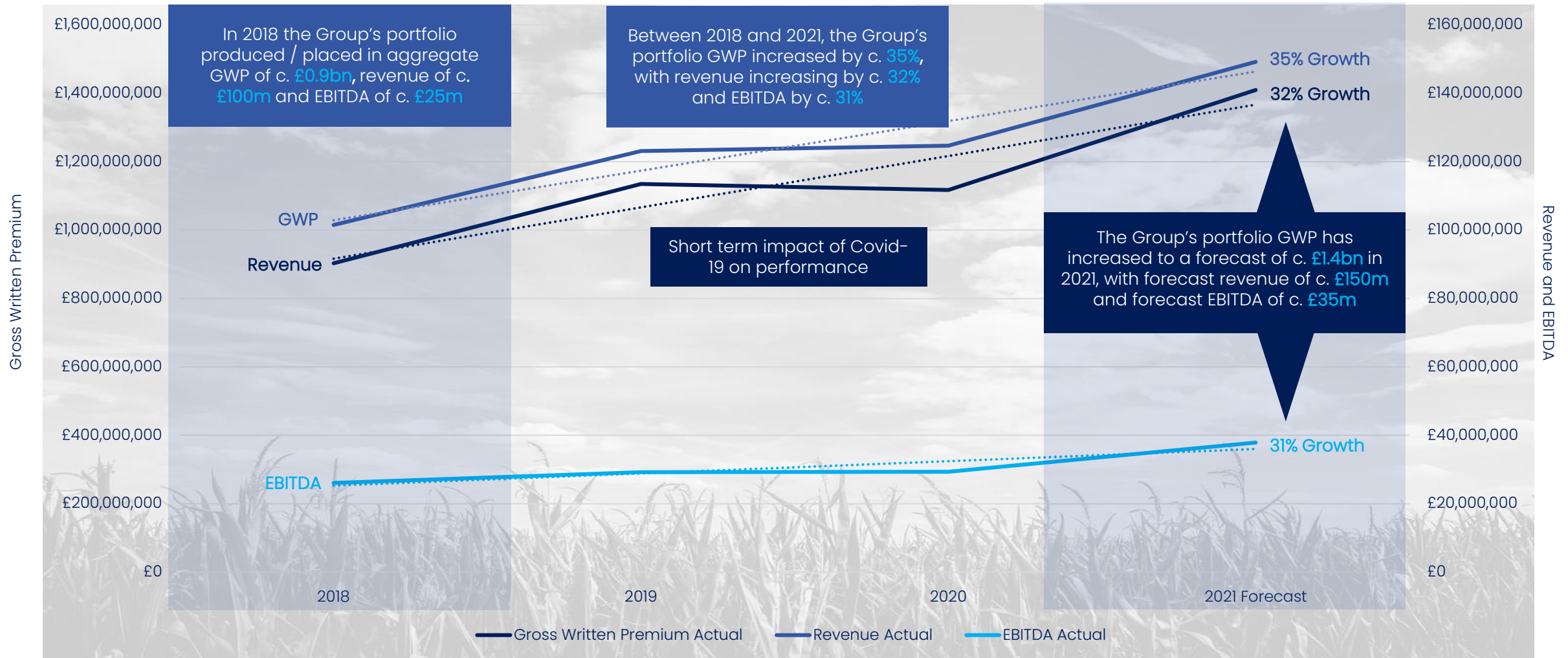
B.P. Marsh’s insurance intermediary portfolio companies are budgeting to produce in aggregate c. **£1.4bn** (c. \$1.9bn) of Gross Written Premium (GWP) in 2021, up from c. **£1.1bn** (c. \$1.5bn) in 2020, of which:

The Group’s broking investments are budgeting to place **c. £659m** of GWP, producing **c. £41m** of commission income in 2021, accessing specialty markets across the globe

The Group’s Managing General Agencies (MGAs) are budgeting to place **c. £749m** of GWP, producing **c. £78m** of commission income in 2021, across over 30 product areas, on behalf of more than 50 insurers



Historic Growth of GWP, Revenue and EBITDA across the Insurance Portfolio



Overview – Managing General Agencies (MGAs)

- B.P. Marsh’s MGAs are budgeting to produce GWP **of over £749m** in 2021, in the aggregate
- This will produce **over £78m** of commission income and EBITDA of **£27m** in 2021
- These MGAs focus on profitable underwriting, in a market where access to insurer capital is restricted
- All our investments maintained the support of their insurer partners for 2021 and into 2022

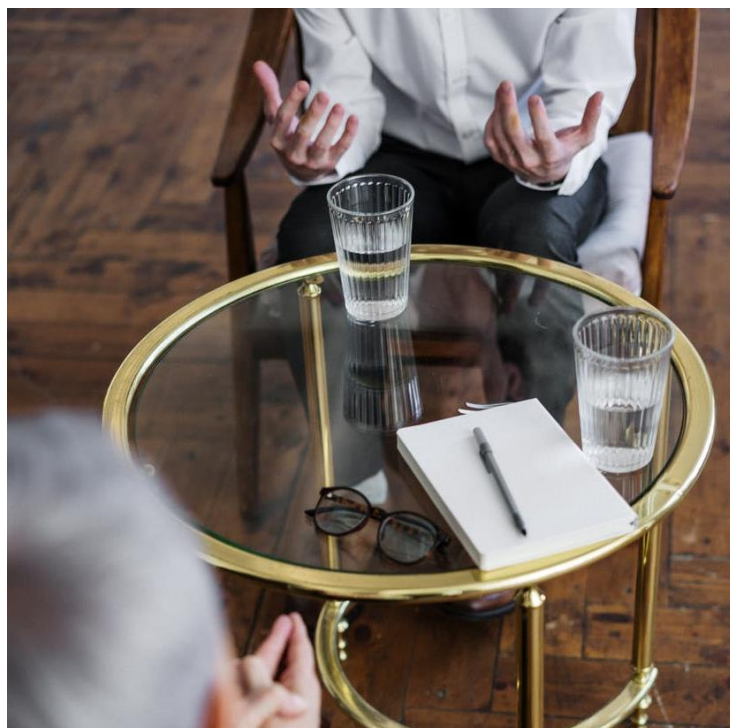
MGAs	Date of Investment	Jurisdiction	Equity % at 31 July 2021	Valuation at 31 July 2021	Cost of Investment	% of NAV
Nexus	Aug-14	UK	17.42%	£43,981,000	£11,126,554	28.4%
XPT	Jun-17	USA	29.80%	£13,841,000	£7,330,052	8.9%
ATC	Jul-18	Australia	20.00%	£8,036,000	£2,865,523	5.2%
SSRU	Jan-17	Canada	30.00%	£5,671,000	£19	3.7%
MB	Dec-13	Australia	40.00%	£3,595,000	£479,707	2.3%
Fiducia	Nov-16	UK	35.18%	£3,406,000	£227,909	2.2%
Sterling	Jun-13	Australia	19.70%	£2,675,000	£1,945,411	1.7%
Walsingham	Dec-13	UK	40.50%	£3,745,000	£600,002	2.4%
Ag Guard	Jul-19	Australia	41.00%	£3,196,000	£1,465,071	2.1%
Sage	Jun-20	USA	30.00%	£1,031,000	£202,758	0.7%
Total	-	-	-	£89,177,000	£26,243,006	57.6%

Overview – Broking Investments

- Since inception, much of B.P. Marsh's growth has been underpinned by a successful track record of investing in brokers, both in the Lloyd's and London market, as well as internationally
- Our Broking investments are, in the aggregate, budgeting to place **over £659m** of GWP in 2021
- This will produce **over £41m** of commission income and EBITDA of over **£8m** in 2021, accessing specialty markets around the world
- The majority of our broking investments are relatively recent, having occurred over the past five years; we are now seeing strong returns from a number of these investments and expect them to develop further as part of our long-term investment strategy

Brokers	Date of Investment	Jurisdiction	Equity % at 31 July 2021	Valuation at 31 July 2021	Cost of Investment	% of NAV
Summa	Jan-05	Spain	77.25%	£7,984,000	£6,096,143	5.2%
CBC	Feb-17	UK	47.06%	£7,747,000	£603,500	5.0%
EC3	Dec-17	UK	35.00%	£3,072,000	£6,500,000	2.0%
Lilley Plummer Risks	Oct-19	UK	30.00%	£2,258,000	£1,008,242	1.5%
Asia Reinsurance Brokers	Apr-16	Singapore	25.00%	£808,000	£1,551,084	0.5%
Mark Edward Partners	Oct-17	USA	30.00%	£0	£4,572,822	0.0%
Total	-	-	-	£21,869,000	£20,331,791	14.2%

LEBC Holdings Limited (LEBC) – Independent Financial Advisor



	Date of Investment	Jurisdiction	Equity % at 31 July 2021	Valuation at 31 July 2021	Cost of Investment	% of NAV
LEBC Holdings Limited	April-07	UK	59.34	£25,000,000	£12,373,657	16.1%

- B.P. Marsh has been invested in LEBC, an **Independent Financial Advisory** company providing expert financial advice to individuals, since **April 2007**
- LEBC has been through a period of change over the past 24 months, following the voluntary decision to exit the Defined Benefit transfer advisory market in **September 2019**
- In line with our mantra, throughout this transition B.P. Marsh has supported LEBC, having confidence in its underlying business model and its current management team
- LEBC’s core IFA business has held up well during a difficult Covid-19 trading environment
- LEBC’s centralised investment proposition has provided a degree of stability to clients’ portfolios in a time of extreme volatility
- Private client advisors have continued to provide quality advice to individuals faced with unprecedented disruption to their lives
- During this time, LEBC has built a platform for accelerated growth through a number of avenues:
 - Increased penetration of its client base
 - Technology development
 - Advisor recruitment
- For the 11 months year to date (to August 2021) LEBC has achieved an adjusted EBITDA of **£2.8m**
- As at 31 July 2021 the IRR to B.P. Marsh is **15%**, incl. loans



MB Prestige Holdings PTY Limited (MB)

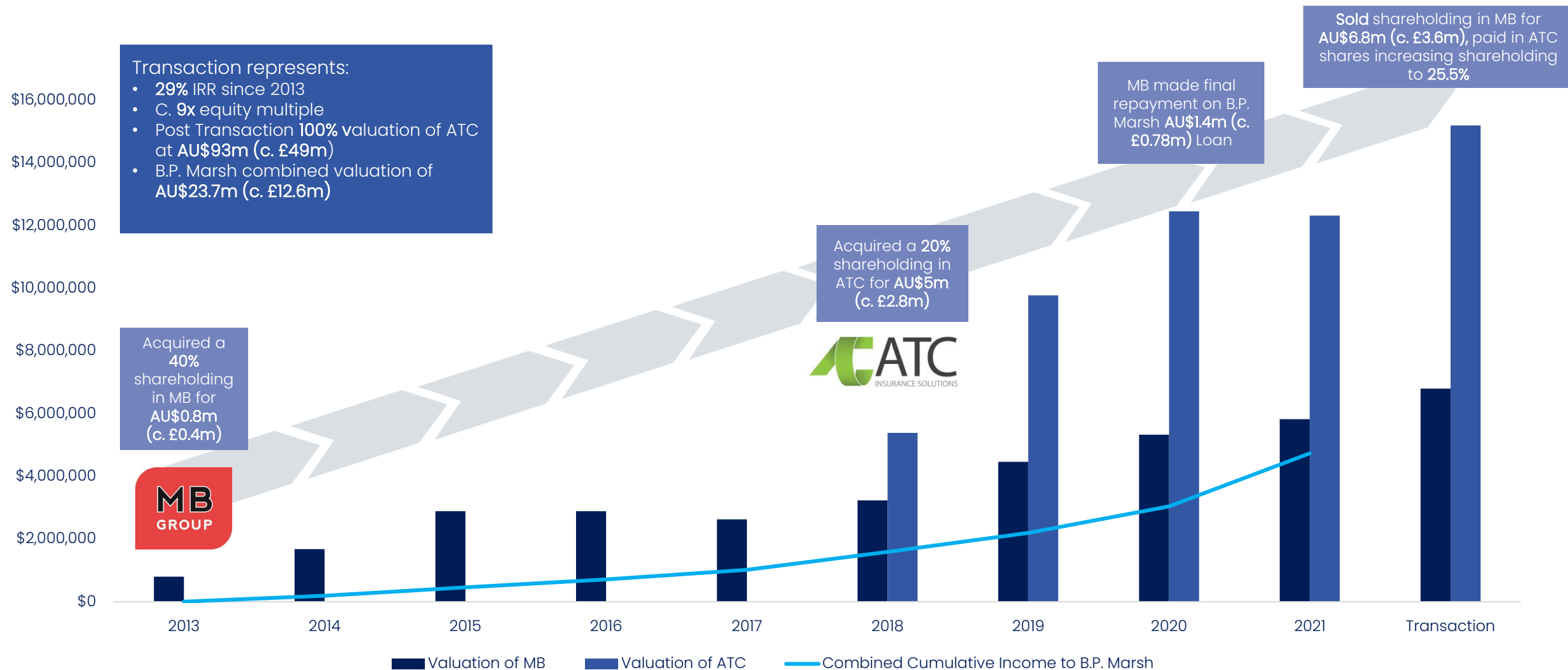
REALISATION



- In August 2021, MB was acquired by ATC Insurance Solutions PTY Limited (“ATC”), the Melbourne headquartered MGA and Lloyd’s Coverholder, in which B.P. Marsh is also a shareholder
- B.P. Marsh partnered with MB’s Management team in 2013 to finance the management buyout of another institutional shareholder, Australian Private Equity Firm Ironbridge
- B.P. Marsh provided an equity investment of **AU\$0.8m (c. £0.4m)** for a **40%** equity position, alongside loan funding of **AU\$1.4m (c. £0.78m)**, which was subsequently repaid
- ATC paid **AU\$17m (c. £9m)** for **100%** of MB, with the consideration due to B.P. Marsh being **AU\$6.8m (c. £3.6m)**
- The post transaction valuation for both businesses was **AU\$93m (c. £49m)**, resulting in an increase of **AU\$5.8m (c. £3m)** to B.P. Marsh’s aggregated valuation of ATC and MB as at 31 January 2021, which has been taken into account at 31 July 2021
- The consideration was paid in newly issued shares in ATC, which increases B.P. Marsh’s shareholding by **5.5% to 25.5%**
- The investment in MB produced a **29%** Internal Rate of Return since 2013 (inclusive of all income and fees)
- The transaction represents a c. **9x** multiple of equity invested
- Daniel McNamara, the Managing Director of MB, also received his consideration in ATC shares and will join the management team at ATC
- The combination of MB and ATC is transformational for both businesses, creating one of the largest independent underwriting agencies in Australia, handling gross written premium of circa **AU\$125m (c. £66m)**, and unadjusted EBITDA of over **AU\$6m (c. £3m)**

MB Prestige Holdings PTY Limited (MB) – continued

CASE STUDY / REALISATION



Nexus Underwriting Management Limited (Nexus)

CASE STUDY / CURRENT INVESTMENT

B.P. Marsh's valuation has increased from **£1.6m** in 2014 (for a **5%** shareholding) to **£44.0m** at as 31 July 2021 (for a shareholding of **17.4%**)

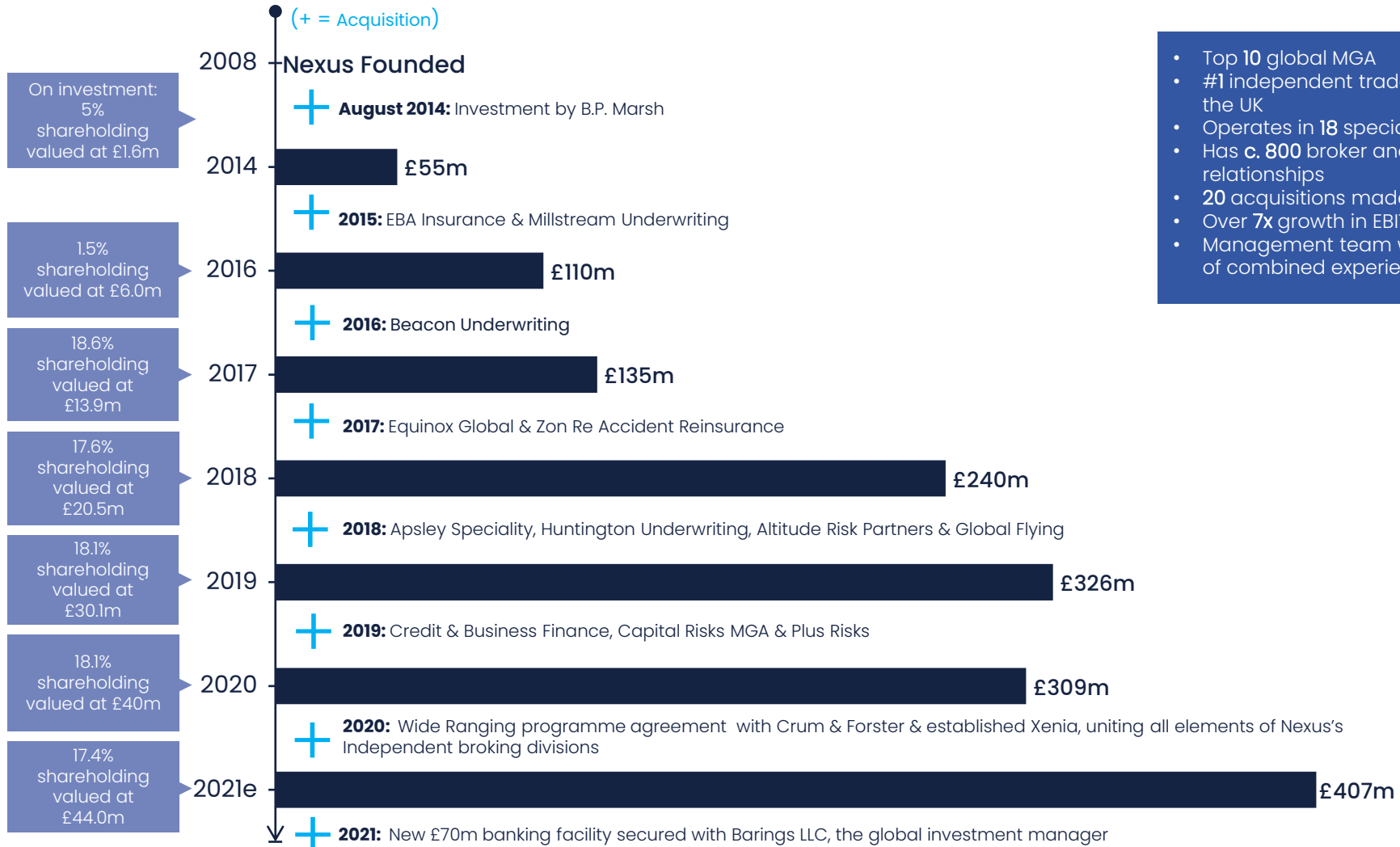
During this period, B.P. Marsh invested a further **£9.5m**

To date the IRR to B.P. Marsh is **31%**, incl. loans

Nexus has recently secured a new **£70m** banking facility from Barings LLC, the global investment manager

From this **£70m** facility, **£50m** will be term debt, with the remaining **£20m** available for new acquisitions

As part of this fundraising, Nexus has repaid in full B.P. Marsh's **£4m** Loan Facility



- Top 10 global MGA
- #1 independent trade credit broker in the UK
- Operates in 18 speciality classes
- Has c. 800 broker and c. 40 carrier relationships
- 20 acquisitions made since formation
- Over 7x growth in EBITDA since 2014
- Management team with over 200+ years of combined experience

XPT Group LLC (XPT)



CURRENT INVESTMENT

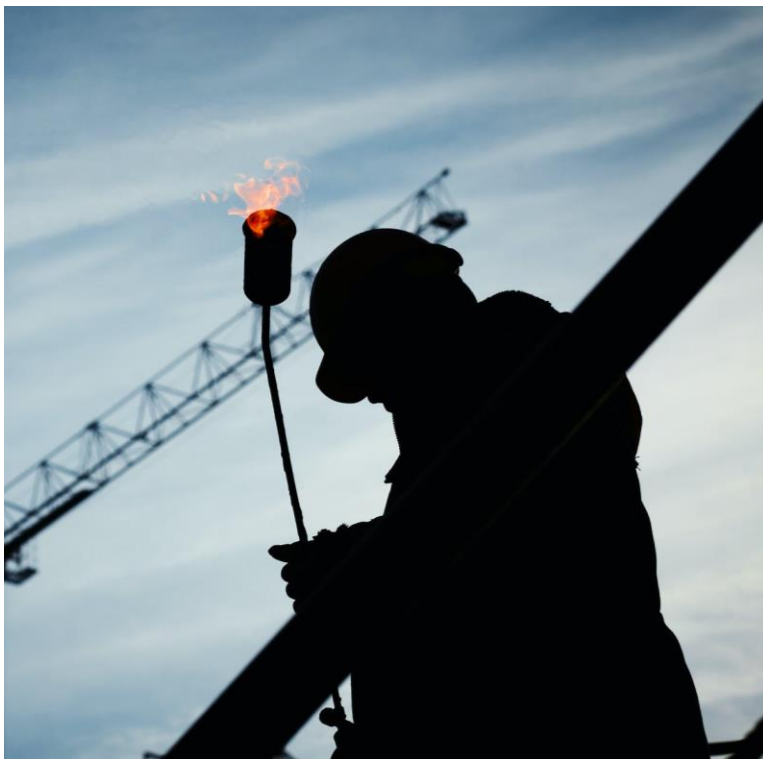


xpt

- B.P. Marsh was a founding investor in XPT in June 2017, providing **\$6m** for an initial shareholding of **35%**
- In September 2021 XPT secured an additional **\$30.25m** banking facility with Madison Capital Funding LLC, over and above XPT's existing banking facilities with Madison of **\$39.79m**
- XPT drew down **\$15.25m** on completion to undertake the acquisition of S&H, alongside the payment of previously agreed earn out arrangements
- The remaining **\$15.0m** facility will be available for further acquisitions
- Since B.P. Marsh's investment in XPT, GWP has grown from start-up, and in 2021 is on track to control premium in excess of **\$380m**, inclusive of the S&H acquisition
- B.P. Marsh's current shareholding in XPT is valued at **£13.8m** as at 31 July 2021
- As at 31 July 2021 the IRR to B.P. Marsh is **34%**, incl. loans
- Since this investment, XPT has made **nine acquisitions**
- This includes one made recently, being S&H Underwriters:
 - A Managing General Agent and surplus lines broker based in Barre, Vermont
 - S&H works with retail clients in Personal and Commercial Excess, Surplus and Speciality lines throughout New England and the Mid Atlantic States
 - S&H was founded in 1998 and was a family owned business, with owners Patrick and Betty Sikora joining XPT's management team
 - The acquisition provides several benefits and synergies to XPT, including expansion of the US footprint and bringing additional expertise in product lines that intersect with XPT's current business

Stewart Specialty Risk Underwriting Ltd (SSRU)

CURRENT INVESTMENT

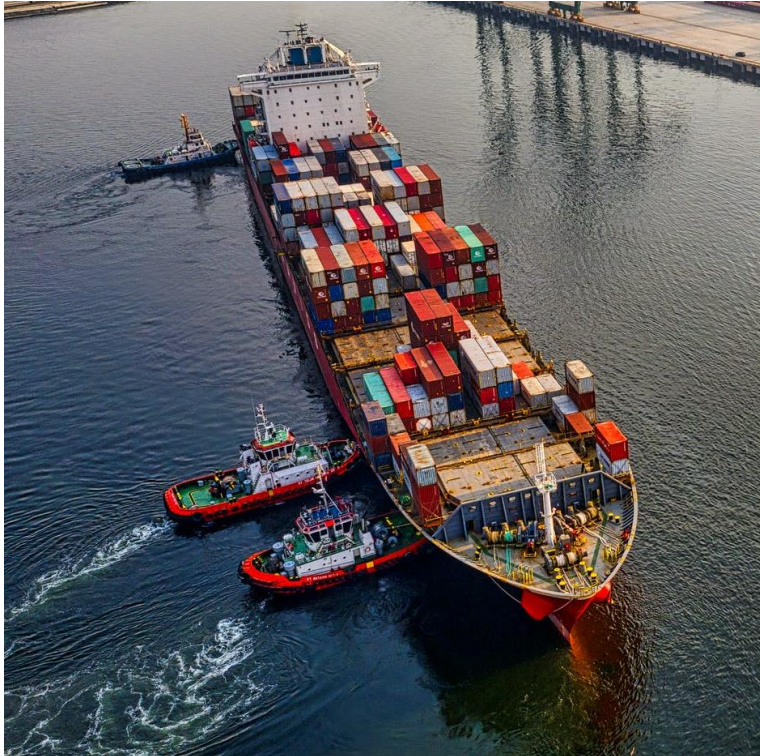


- SSRU was a start-up Managing General Agent (MGA) investment, specialising in the energy and construction space in Canada, which launched in January 2017
- B.P. Marsh provided a loan facility of **£275,000 (c. CA\$450,000)** and took an equity shareholding of **30%** at a nominal value of **£19 (CA\$30)**
- Since launch, SSRU's GWP has grown to **£19m (c. CA\$33m)** in 2020 and is looking to produce **£31.6m (c. CA\$55m)** in GWP in 2021
- In H1 2021, SSRU made its final loan repayment from this facility, 18 months earlier than originally envisaged
- Progress has been achieved via organic growth across its existing commercial casualty book and through establishing a property division
- This has allowed SSRU to achieve the initial goals set out in its business plan, to become a 'one stop shop' for insurance services to the Canadian P&C market specialising in the Natural Resources, Manufacturing and Construction sectors
- SSRU is now one of the largest owner-operated MGAs in Canada
- EBITDA has grown to **£2.2m (c. CA\$3.7m)** for 2020, and SSRU are seeing substantial growth in 2021
- B.P. Marsh's current shareholding in SSRU is valued at **£5.7m** as at 31 July 2021
- As at 31 July 2021 the IRR to B.P. Marsh is **122%**, incl. loans

Lilley Plummer Risks Limited (LPR)



CURRENT INVESTMENT



- B.P. Marsh invested in the newly-formed Lloyd's broker, LPR, in **October 2019**, taking a **30%** shareholding for a cash consideration of **£1m**
- Whilst LPR was established to be a marine Lloyd's broker, the business has quickly expanded its product offering into a number of niche and diverse areas across several geographic locations
- As part of these expansion plans, LPR has made many new hires, adding significant experience and capabilities to its management team
- Since investment, LPR has performed well, achieving revenues of **c. £1.5m** in its first 15-month period of operations. This positive performance has continued into LPR's current financial year
- In **September 2020**, LPR established a broker in Cyprus called **LPR Insurance Brokers**, which received Lloyd's of London approval on **30 April 2021**
- LPR is well positioned to continue its positive growth since formation, setting an ambitious budget for 2021, which it is currently on track to achieve
- B.P. Marsh's current shareholding in LPR is valued at **£2.26m** as at 31 July 2021
- As at 31 July 2021 the IRR to B.P. Marsh is **69%**, incl. loans



LILLEY PLUMMER RISKS
LIMITED

The Fiducia MGA Company Limited (Fiducia)

CURRENT INVESTMENT



- B.P. Marsh invested in the start-up UK Marine Cargo MGA Fiducia in **November 2016**, taking a **25%** shareholding for a cash consideration of **£75k**, alongside a loan facility of **£1.725m**
- Fiducia was established by its CEO Gerry Sheehy and is a registered Lloyd's Coverholder which, at formation, specialised in the provision of Marine and Cargo Insurance
- Since investment, B.P. Marsh provided Fiducia with additional funding, both via equity and loan, allowing the business to develop over time, and take advantage of growth opportunities
- This strategy has seen Fiducia develop new facilities across several markets, including Marine Trades, Terrorism, Engineering, Fine Art and Specie, and Marine Equipment
- After launching **five** years ago, Fiducia is currently budgeting to produce GWP of approaching **£24m** in **2021**
- Fiducia continues to seek out new opportunities in underserved areas of the marine market, working with brokers and insurance carriers to develop products to support these areas
- In B.P. Marsh's last financial year, its shareholding in Fiducia increased in value by **95.9%** to **£3.3m**
- As at 31 July 2021 the IRR to B.P. Marsh is **30%**, incl. loans

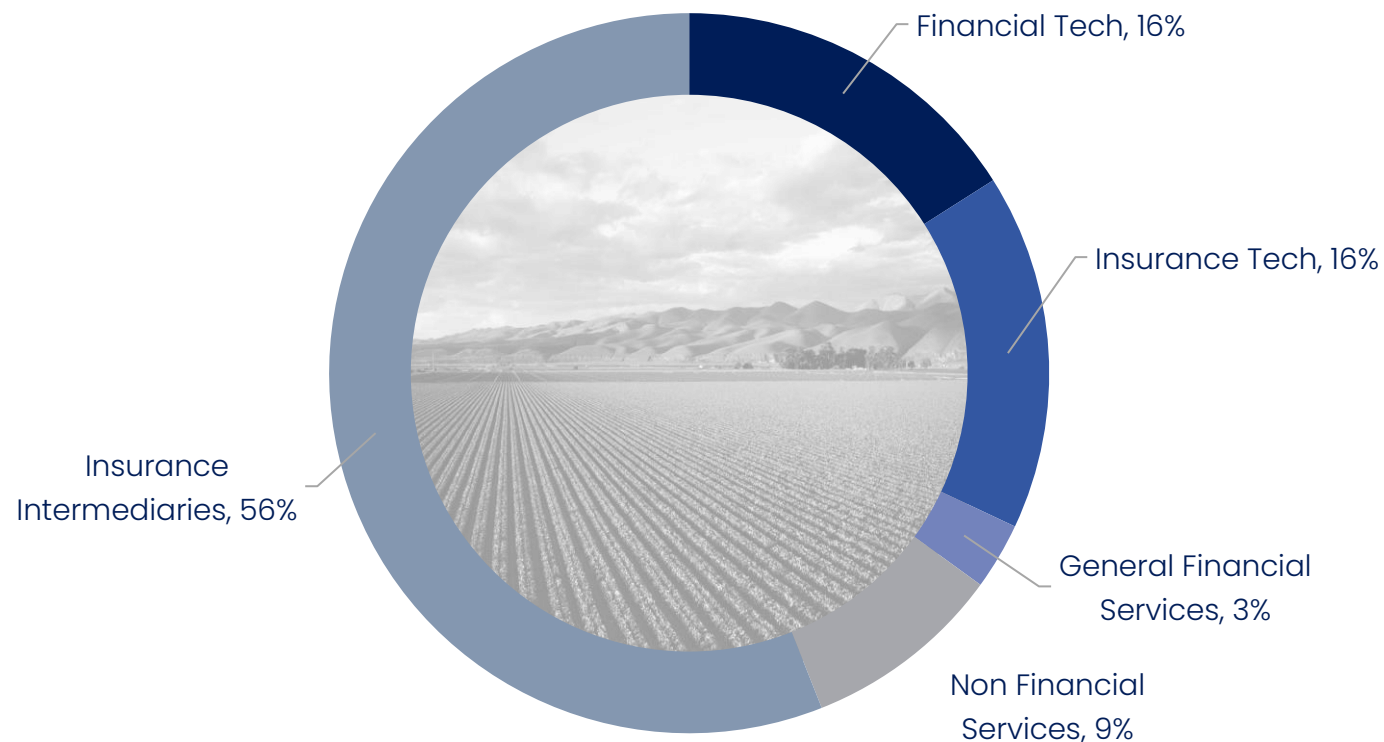


Investment Opportunities

- **31** new investment enquiries in the period to 31 July 2021
- **27%** of these new investment enquiries emanated internationally, compared to **73%** domestic enquiries

Current Pipeline

- Both the MGA and Broking sectors remain active, regardless of Covid-19
- B.P. Marsh is in the process of reviewing several relevant opportunities in its heartland
- Wealth management sector is active



Investment Model – New Opportunities

What we look for

- Entrepreneurs who have identified a niche area to apply their expertise
- Ambitious, capable management teams with strong, demonstrable business plans
- Companies with solid value propositions and potential to benefit from value-add

Insurance Intermediaries

Lloyd's Brokers
UK regional brokers
Overseas (Re)insurance brokers
Managing General Agents
Third Party Administrators
Claims Administrators
Loss Adjusters
Insuretech

Wealth and Asset Management

Independent Financial Advisers (IFAs)
Wealth and asset managers
Fund Managers
Wealth tech
Alternative finance platforms

Other FS intermediaries

Consultancy firms
Boutique advisory
Compliance services

Financial Highlights – Period Ended 31 July 2021

NAV of £155.0m

31 January 2021: £149.9m, 31 July 2020: £142.6m

NAV per share of 430.4p, 424.6p* diluted

31 January 2021: 416.4p, 31 July 2020: 396.2p

Consolidated Profit before Tax: £6.2m

Year ended 31 January 2021: £13.7m, six months ended 31 July 2020: £6.5m

Underlying Profit before Tax: £0.9m

Year ended 31 January 2021: £0.9m, six months ended 31 July 2020: £0.6m

*On 12 June certain performance criteria was met in respect of a long-term incentive plan. When the joint share ownership arrangements are eventually exercised this could dilute the NAV per share to 424.6p.

Financial Highlights – Period Ended 31 July 2021

Average compound NAV growth of 8.1% p.a. since flotation and 11.5% p.a. since 1990*

Excl. £10.1m raised on flotation and £16.6m raised in the July 2018 Share Placing and Open Offer

Final dividend of 2.44p per share (£0.9m) paid on 30 July 2021

To shareholders registered at close of business on 25 June 2021

£1.1m cash at 31 July 2021

Net of dividend paid

£2m Loan Facility available at 31 July 2021

£1m drawn down from £3m facility as at 31 July 2021

*This excludes any value for the Group itself

Cash Position



	Cash	Total Liquidity, inc. Loan
Cash at 1 February 2021	£0.7m	£2.7m
Equity investments	£(0.2)m	
Equity proceeds	£0.3m	
Portfolio loans granted	£(0.1)m	
Portfolio loans repaid	£0.5m	
Dividend paid	£(0.9)m	
Other operating movements	£0.8m	
Cash at 31 July 2021	£1.1m	£3.1m
Current cash balance	£0.9m	£3.5m
Current Liquidity (inc. £2m of portfolio loan repayment announced)		£5.5m

Loan Portfolio



Investment	31 July 2021 (£'000)	31 January 2021 (£'000)	31 July 2020 (£'000)
Broucour	21	37	-
Fiducia	2,545	2,545	2,545
LEBC	1,500	1,500	1,500
Nexus	4,000	4,000	4,000
Paladin (CBC)	5,096	5,096	4,896
Sage	108	-	-
Stewart Specialty Risk	-	171	256
Summa	1,664	2,056	2,042
Walsingham	286	286	300
XPT	1,442	1,452	1,515
Total	16,662	17,143	17,054



- B.P. Marsh has been a leading specialist investor in global financial intermediary companies for over 30 years
- We are diversified in terms of company concentration, geography and currency, mitigating risk
- The Group has a proven track record of creating excellent value for shareholders through:
 - Identifying future industry leaders through the provision of early stage capital and support
 - Increasing the value of investee companies - 4.1% growth in equity portfolio delivered in six months to 31 July 2021, despite specific challenges
 - Achieving significant value for shareholders at realisation
 - Returning value to shareholders
- Compound NAV growth of 8.1% since flotation, 11.5% since inception
- £3.5m current liquidity, increasing to £5.5m after £2m loan repayment from portfolio

Appendices

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Equity Investments – Underwriting Agencies

Investment	Sector	Jurisdiction	Fair market value 31 July 2021 (£'000)	Equity As at 31 July 2021	Cost of equity investment (£'000)	Year of initial investment	Movement in Period to 31 July 2021 (£'000)	Movement in Period to 31 July 2021 (%)
Nexus	MGA	UK	43,981	17.4%	11,126	2014	3,075	7.5%
ATC	MGA	Australia	8,036	20.0%	2,865	2018	1,190	17.4%
SSRU	MGA	Canada	5,671	30.0%	-	2017	-	-
Walsingham	MGA	UK	3,745	40.5%	600	2013	1,498	66.7%
MB	MGA	Australia	3,595	40.0%	480	2013	358	11.1%
Fiducia	MGA	UK	3,406	35.2%	228	2016	93	2.8%
Ag Guard	MGA	Australia	3,196	41.0%	1,465	2019	1,706	114.5%
Sterling	MGA	Australia	2,675	19.7%	1,945	2013	(74)	(2.7%)
Sage	MGA	USA	1,031	30.0%	203	2020	(176)	(14.6%)
Walsingham Holdings Limited	Holding Company	UK	159	20.0%	-	2018	86	117.8%
Criterion	MGA	Singapore	-	29.4%	50	2018	-	-

MGA – Managing General Agent

Equity Investments – Brokers and Other

Investment	Sector	Jurisdiction	Fair market value 31 July 2021 (£'000)	Equity As at 31 July 2021	Cost of equity investment (£'000)	Year of initial investment	Movement in Period to 31 July 2021 (£'000)	Movement in Period to 31 July 2021 (%)
Summa	Insurance Broking	Spain	7,984	77.3%	6,096	2005	549	7.4%
Paladin (CBC)	Insurance Broking	UK	7,747	47.1%	604	2017	(809)	(9.5%)
EC3 Brokers	Insurance Broking	UK	3,072	35.0%	6,500	2017	(3,428)	(52.7%)
LPR	Insurance Broking	UK	2,258	30.0%	1,008	2019	(46)	(2.0%)
ARB	Insurance Broking	Singapore	808	25.0%	1,551	2016	263	48.3%
Mark Edward Partners	Insurance Broking	USA	-	30.0%	4,573	2017	-	-
LEBC	IFA	UK	25,000	59.3%	12,374	2007	-	-
XPT	Insurance Group	USA	13,841	29.8%	7,330	2017	1,029	8.0%
Portfolio Value								
Total			136,205		58,998		5,314	4.1%*

*adjusted for £0.2m new investment and £0.3m disposals during period
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Portfolio as at 31 July 2021

<p>Agri Services Company PTY Limited 41.0%</p>	<ul style="list-style-type: none"> • Investment date: July 2019 • Ag Guard is an Australian-based MGA which provides insurance to the Agricultural Sector
<p>Asia Reinsurance Brokers (Pte) Limited 25.0%</p>	<ul style="list-style-type: none"> • Investment date: April 2016 • ARB is a Singapore-headquartered independent specialist reinsurance and insurance risk solutions provider • ARB was established in 2008, following a management buyout of the business from AJ Gallagher, led by the CEO, Richard Austen
<p>ATC Insurance Solutions PTY Limited 20.0%</p>	<ul style="list-style-type: none"> • Investment date: July 2018 • ATC is an Australian-based MGA and Lloyd's Coverholder. ATC specialises in Accident & Health, Construction & Engineering, Trade Pack and Sports insurance • ATC was established in 2006 by Chris Anderson, the current CEO
<p>CBC UK Limited 47.1%</p>	<ul style="list-style-type: none"> • Investment date: February 2017 (through Paladin Holdings Limited) • CBC is a Retail and Wholesale Lloyd's Insurance Broker, offering a wide range of services to commercial and personal clients as well as broking solutions to intermediaries • Assisted in an MBO of CBC, allowing Management to buy out a major shareholder

Portfolio as at 31 July 2021 Continued

<p>Criterion Underwriting Pte Limited 29.4%</p>	<ul style="list-style-type: none"> • Investment date: July 2018 • B.P. Marsh helped establish Criterion alongside Partners in AsiaRe Holdings (PTE) Limited and Asia Reinsurance Brokers (PTE) Limited • Criterion is a start-up Singapore-based Managing General Agency providing specialist insurance products to a variety of clients in the Cyber, Financial Lines and Marine sectors in Far East Asia
<p>EC3 Brokers Limited 35.0%</p>	<ul style="list-style-type: none"> • Investment date: December 2017 • EC3 is an independent specialist Lloyd's broker and reinsurance broker founded by its current CEO, Danny Driscoll, who led a management buyout to acquire EC3's then book of business from AJ Gallagher in 2014. EC3 provides services to a wide array of clients across several sectors, including construction, casualty, entertainment and cyber & technology
<p>The Fiducia MGA Co Limited 35.2%</p>	<ul style="list-style-type: none"> • Investment date: November 2016 • Fiducia is a UK Marine Cargo Underwriting Agency, with registered Lloyd's Coverholder status which specialises in the provision of insurance solutions across a number of Marine risks including Cargo, Transit Liability, Engineering and Terrorism Insurance
<p>LEBC Holdings Limited 59.3%</p>	<ul style="list-style-type: none"> • Investment date: April 2007 • LEBC is a national Independent Financial Advisory company providing services to individuals, corporates and partnerships, principally in employee benefits, investment and life product areas and 16 offices across the UK

Portfolio as at 31 July 2021 Continued

<p>Lilley Plummer Risks Limited 30.0%</p>	<ul style="list-style-type: none"> • Investment date: October 2019 • LPR is a specialist marine Lloyd's broker, based in London
<p>MB Prestige Holdings PTY Limited 40.0%</p>	<ul style="list-style-type: none"> • Investment date: December 2013 • MB is an MGA, headquartered in Sydney, Australia, recognised as a market leader in respect of prestige motor vehicle insurance in all mainland states of Australia
<p>Mark Edward Partners LLC 30.0%</p>	<ul style="list-style-type: none"> • Investment date: October 2017 • MEP is a New York-based specialty insurance broker offering a wide range of risk management services to both commercial and private clients. Founded in 2010 by Mark Freitas, its President and CEO, MEP provides core insurance products in Financial & Liability, Property & Casualty, Personal Lines, Life Insurance, Cyber and Affinity Groups
<p>Nexus Underwriting Management Limited 17.4%</p>	<ul style="list-style-type: none"> • Investment date: August 2014 • Nexus is an independent specialty Managing General Agency founded in 2008. Through its five operating subsidiaries, Nexus specialises in Directors & Officers, Professional Indemnity, Financial Institutions, Accident & Health, Trade Credit Insurance and Political Risks Insurance

Portfolio as at 31 July 2021 Continued

<p>Sage Program Underwriters, Inc 30.0%</p>	<ul style="list-style-type: none"> • Investment date: June 2020 • Based in Bend, Oregon and founded in 2020 by CEO Chuck Holdren, Sage provides Workers Compensation insurance to niche industries, including inland delivery and field sport sectors
<p>Stewart Specialty Risk Underwriting Ltd 30.0%</p>	<ul style="list-style-type: none"> • Investment date: January 2017 • SSRU is a recently established Specialty Casualty Underwriting Agency, based in Toronto, Canada. SSRU provides specialist insurance products to a wide array of clients in the Construction, Manufacturing, Onshore Energy, Public Entity and Transportation sectors
<p>Sterling Insurance PTY Limited 19.7%</p>	<ul style="list-style-type: none"> • Investment date: June 2013 (through Neutral Bay Investments Limited) • Sterling is a Sydney-based specialist underwriting agency offering a range of insurance solutions within the Liability sector, specialising in niche markets including hard-to-place and complex risks

Portfolio as at 31 July 2021 Continued

<p>Summa Insurance Brokerage, S.L. 77.3%</p>	<ul style="list-style-type: none"> • Investment date: January 2005 • We provided finance to a Spanish management team in order to acquire and consolidate regional insurance brokers in Spain • Summa has acquired brokers all over Spain. It now has over 20 offices and continues to seek out new opportunities for expansion • Through acquisition, Summa is able to achieve synergistic savings, economies of scale and greater collective bargaining, thereby increasing overall value. Summa continues to seek new opportunities in Spain
<p>Walsingham Motor Insurance Limited 40.5%</p>	<ul style="list-style-type: none"> • Investment date: December 2013 • Walsingham is a niche UK Motor MGA, that commenced trading in July 2013 and specialises in fleet motor products • Walsingham Holdings Limited, of which the Company controls 20%, in turn owns 11.7% of Walsingham purchased from a founding shareholder in May 2018
<p>XPT Group LLC 29.8%</p>	<ul style="list-style-type: none"> • Investment date: June 2017 • XPT Group is a New York-based specialty lines insurance distribution company • Plan to develop a wholesale insurance broking and underwriting agency platform across the U.S. Specialty Insurance Sector

Consolidated Statement of Financial Position (IFRS) at 31 July 2021



	Unaudited 6 months to 31 July 2021 £'000	Unaudited 6 months to 31 July 2020 £'000	Audited year to 31 January 2021 £'000
Tangible and intangible assets	107	137	123
Right of use asset	919	1,084	1,001
Investments at fair value – Equity Portfolio	136,205	122,051	130,951
Debtors / Loans receivable	19,522	19,853	20,231
Cash and treasury funds	1,057	1,171	709
Creditors < 1 year (Loans and tax and other payables)	(1,636)	(643)	(2,169)
Creditors > 1 year (Loans and tax & other payables)	(856)	(1,019)	(939)
Net Assets (excl. Deferred tax)	155,318	142,634	149,907
Deferred Taxation provision	(338)	-	-
NET ASSETS 3.4% increase in period to 31 July 2021 after dividend (4.0% before dividend)	154,980	142,634	149,907

Consolidated Statement of Comprehensive Income (IFRS) at 31 July 2021



	Unaudited 6 months to 31 July 2021 £'000	Unaudited 6 months to 31 July 2020 £'000	Audited year to 31 January 2021 £'000
Gains on investments (realised and unrealised)	5,315	5,922	12,877
Amounts recovered from / (impairment of) investments and loans	-	-	37
Operating income	2,658	2,134	4,504
Total income	7,973	8,056	17,418
Operating expenses and FX movement	(1,697)	(1,524)	(3,619)
Net financial (expenses)/income	(40)	(35)	(64)
Profit before tax	6,236	6,497	13,735
Taxation	(344)	-	(14)
Post tax profit for period	5,892	6,497	13,721
Earnings per share – basic	16.4p	18.1p	38.2p
Earnings per share – diluted	16.2p*	18.1p	38.2p

*calculation includes 1,461,302 shares held under joint ownership arrangements proportioned over the period from the vesting date of 12 June 2021



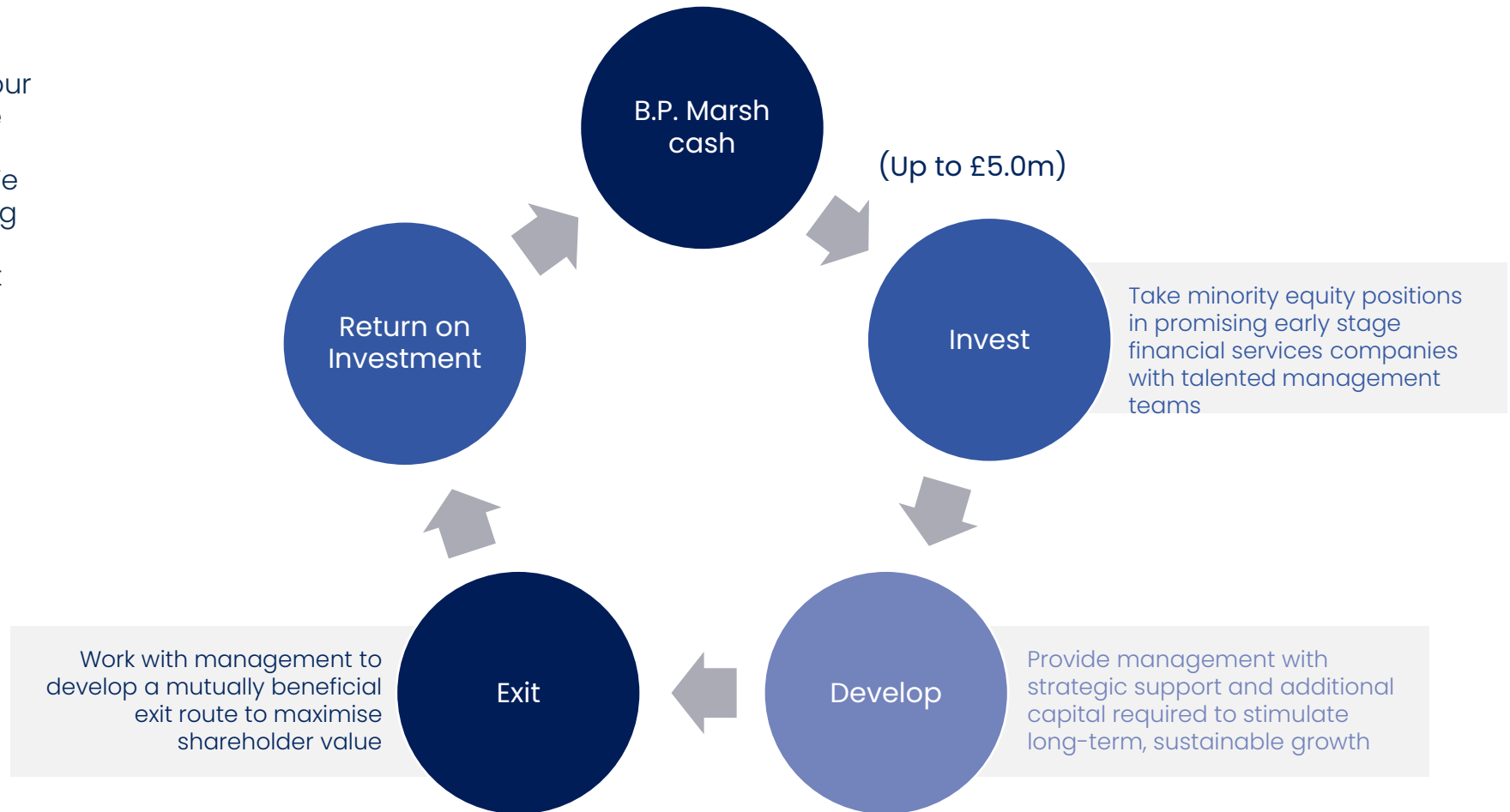
Consolidated Statement of Cash Flows (IFRS) at 31 July 2021

	Unaudited 6 months to 31 July 2021 £'000	Unaudited 6 months to 31 July 2020 £'000	Audited year to 31 January 2021 £'000
Net cash from operating activities	874	(345)	408
FX Movement	(2)	(6)	(81)
Taxation	(6)	238	234
Purchase of property, plant and equipment	-	(2)	(5)
Equity investments made	(200)	(463)	(2,408)
Net proceeds on sale of equity investments	261	-	-
Net loans repaid by/(granted to) investee companies	418	1,877	1,796
Net financial (expenses)/income	(40)	(35)	(64)
Advances of borrowings	-	-	1,000
Net decrease in lease liabilities	(79)	(82)	(160)
Dividends paid	(878)	(798)	(798)
Increase/(decrease) in cash in the period	348	384	(78)
Cash at beginning of period	709	787	787
Cash and cash equivalents at period end	1,057	1,171	709

Growth Strategy

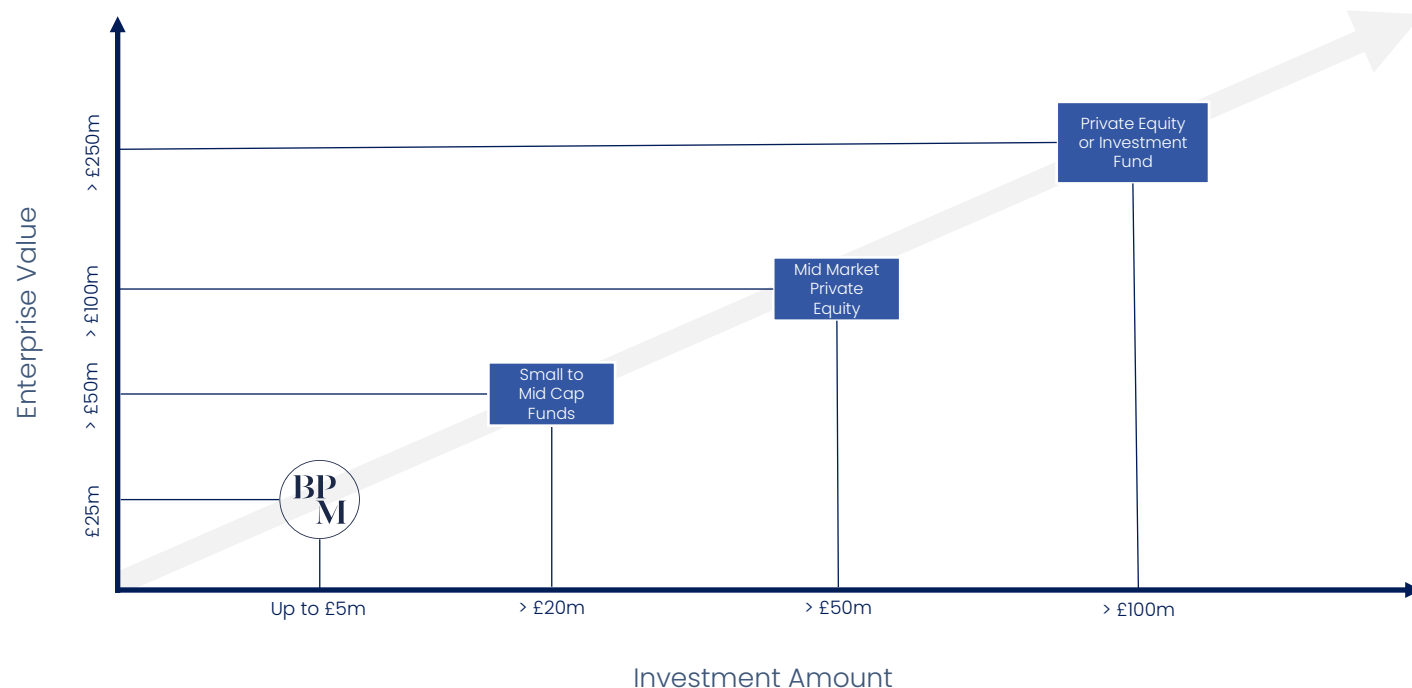


Our goal is to be the early stage capital provider of choice to the financial services sector. We apply our sector expertise to source attractive long-term investment opportunities both in the UK and internationally. We have a strong track record of helping our partner businesses develop before seeking an exit at a time that delivers maximum value for shareholders.



Bridging the Gap

- B.P. Marsh specialises in providing early-stage finance, investing in businesses with an **enterprise value of between £0 and c. £25m**
- Our **flexible approach to investment** translates into us operating in a **niche segment where funding is difficult to obtain**
- The Group's primary competitors would typically require an **enterprise value of at least £50m** before an opportunity becomes of interest
- B.P. Marsh is able to tailor its investment model to suit each opportunity, offering funding to businesses **which fall outside the criteria of traditional private equity houses**
- Opportunities come from specialists in their own field looking to go it alone, management teams wanting to engineer a buyout or existing businesses seeking growth capital
- Investing in businesses at this value stage can be **high risk**, however, the **valuation multiples used are often lower**, meaning we can often secure an advantageous price, whilst also providing the investment capital required
- With the support of B.P. Marsh, these businesses develop over time **achieving considerable growth in value**
- These investments then attract the interest of **mid-market private equity houses**, eventually being sold through competitive run processes
- The Group see this investment approach as **'Bridging the Gap'**





B.P. Marsh & Partners PLC Board



Brian Marsh
Executive Chairman
55+ years of experience

- Founded B.P. Marsh in 1989
- Previously Chairman and major shareholder of the Nelson Hurst & Marsh Group
- Bought and sold many financial services businesses throughout distinguished career



Alice Foulk
Managing Director
10+ years of experience

- Joined B.P. Marsh in 2011, appointed Managing Director in 2016
- Central to the management of B.P. Marsh, ensuring objectives and goals are achieved



Dan Topping
Chief Investment Officer
15+ years of experience

- Joined B.P. Marsh in 2007 and appointed Chief Investment Officer in 2016
- Responsibility for the investment strategy at B.P. Marsh; sourcing structuring, developing, supporting and monitoring the Portfolio



Jon Newman
Group Finance Director
20+ years of experience

- Joined B.P. Marsh in 1999 and appointed Group Finance Director in 2003
- Oversees all financial activities at B.P. Marsh, alongside assisting with the financial strategy across the Portfolio of Investments



Pankaj Lakhani
Non-Executive Director
40+ years of experience

- Worked for several Lloyd's insurance broking and underwriting firms
- Finance Director at Victor O. Schinnerer & Co Ltd (trading as Admiral/Encon Underwriting Agencies)
- Joined B.P. Marsh as an NED in 2015



Nick Carter
Non-Executive Director
50+ years of experience

- Held variety of senior management positions at Nelson Hurst & Marsh Limited, Citicorp Insurance Brokers
- Consultant at both Alexander Forbes Pty. Ltd and Prime Professions Ltd
- Joined B.P. Marsh as an NED in 2019

Highly experienced and respected senior team, with deep industry knowledge across the financial services industry

c.30 years' average experience

B.P. Marsh & Company Limited Board



Brian Marsh
Executive Chairman
55+ years of experience

- Founded B.P. Marsh in 1989
- Previously Chairman and major shareholder of the Nelson Hurst & Marsh Group
- Bought and sold many financial services businesses throughout distinguished career



Alice Foulk
Managing Director
10+ years of experience

- Joined B.P. Marsh in 2011, appointed Managing Director in 2016
- Central to the management of B.P. Marsh, ensuring objectives and goals are achieved

c.15 years
average tenure



Dan Topping
Chief Investment Officer
15+ years of experience

- Joined B.P. Marsh in 2007 and appointed Chief Investment Officer in 2016
- Responsibility for the investment strategy at B.P. Marsh; sourcing structuring, developing, supporting and monitoring the Portfolio



Abi Barber
Investment Director
8+ years of experience

- Joined B.P. Marsh in 2013 and became Investment Director in 2019, with a seat on the B.P. Marsh & Company Board
- Focus on investments in Australia, as well as Lilley Plummer Risks, Fiducia and XPT, working for the CIO



Oliver Bogue
Investment Director
10+ years of experience

- Joined B.P. Marsh in 2011, as assistant to the Group Company Secretary
- Appointed Investment Director in 2016, working for the CIO, joining the B.P. Marsh & Company Board



Jon Newman
Group Finance Director
20+ years of experience

- Joined B.P. Marsh in 1999 and appointed Group Finance Director in 2003
- Oversees all financial activities at B.P. Marsh, alongside assisting with the financial strategy across the Portfolio of Investments



Francesca Lowley
Group Management Accountant
8+ years of experience

- Joined B.P. Marsh in 2013 and became Group Management Accountant in 2019, joining the B.P. Marsh & Company Board
- Produces Group Management Accounts alongside assisting in the routine running of the Finance department

c.18 years
average experience

Investment Model



Specialist Investor

in early stage and SME financial services businesses, operating in niche segment where funding difficult to obtain

Relationship Driven

Investors in People

Up To £5m Initial Investment

20-40% minority equity stakes
Scope for follow on funding

Flexible Approach

to investment and exit

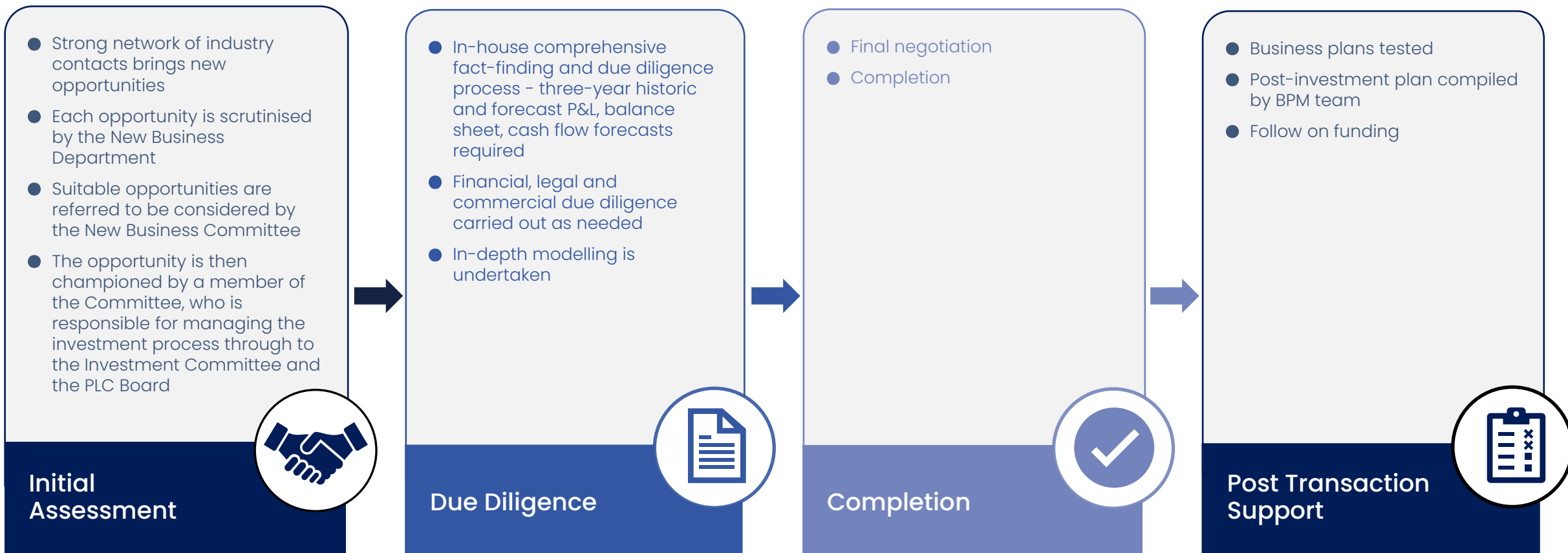
Long-Term View

Partnership approach to investment and mutually agreed exit route

Value Add

Apply significant specialist experience and deep sector knowledge acquired across several decades

Investment Process

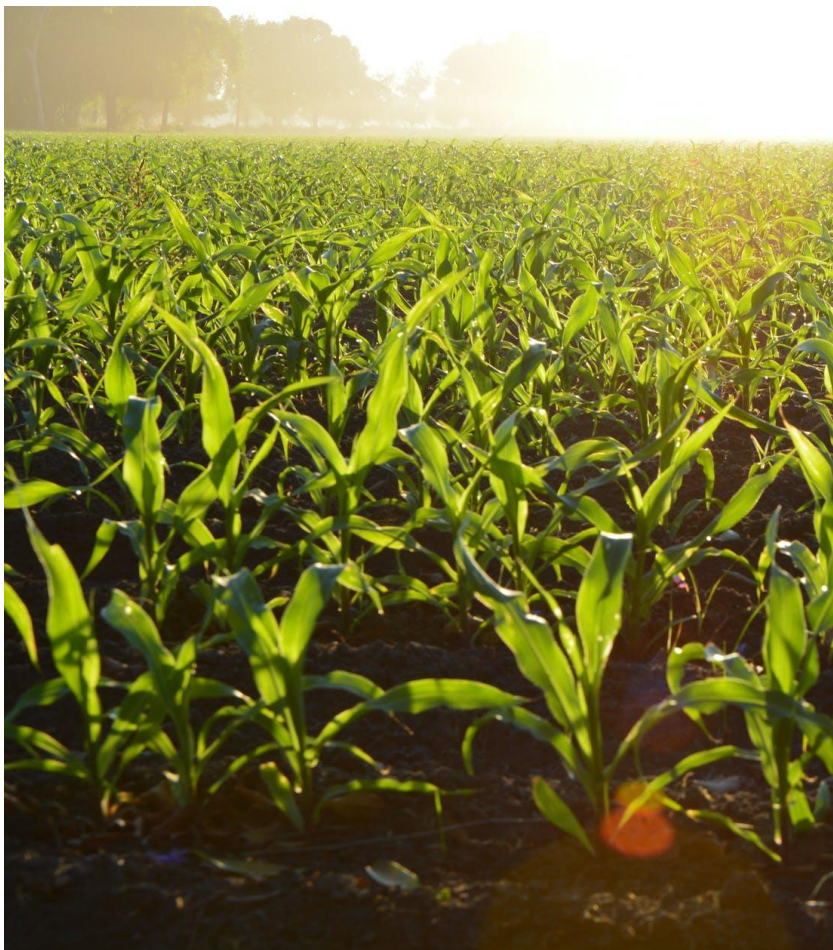


Adding Value

Value creation driven by partnering with ambitious entrepreneurs seeking a partnership to provide growth capital and access to a team with a deep knowledge base in mergers, acquisitions, business sales, business growth and transformation, as well as the financial and legal aspects inherent in growing a business:



Minority Investor Protections



- B.P. Marsh believes that day-to-day operational control of the business is the domain of the executive management team. However, our position is well protected and portfolio investments are actively monitored
- From the time of investment, we outline the matters which would require consent from the Group, above certain agreed thresholds, before an investee company may proceed. These can include:
 - Alterations to share capital
 - Acquisitions
 - Capital expenditure or asset disposals of any nature outside pre-agreed limits
 - Capital protection
 - Appointments of directors and senior executives
 - Remuneration of directors and senior executives
 - Any material additional borrowing
 - Changes in the nature of the company's business
 - Application for a flotation
- Dividend payments or other distributions including bonuses
- The Group has an extensive track record of working within companies as partners and places significant emphasis around investing time up-front in building relationships



Key Shareholders

Directors

Brian Marsh OBE	41.81%*
Alice Foulk	Less than 0.5%
Daniel Topping	Less than 0.5%
Jonathan Newman	Less than 0.5%
Pankaj Lakhani	Less than 0.5%
Nicholas Carter	Less than 0.5%

Group Company Secretary

Sinead O'Haire	Less than 0.5%
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*includes 3.95% via the Marsh Christian Trust

Major Shareholders (>3%)

PSC UK Pty Limited	19.72%
Mr. Martin Macleish	4.77%
Hargreaves Lansdown Asset Mgt	4.15%
JTC Employer Solutions*	3.90%
Interactive Investor	3.75%
James Sharp & Co	3.14%

*Trustee of the Company's Joint Share Ownership Plan

Joint Share Ownership Plan (JSOP)

A 3.9% three-year JSOP was created in June 2018 to incentivise and retain the management team and staff

1,461,302 new shares were issued at the market price of 281p at close on 12 June 2018 on a partly-paid basis

Subject to share price hurdle of 313p and specific performance criteria

These shares were issued into joint beneficial ownership of employees and the newly formed Trustees of B.P. Marsh Employee's Share Trust (the "Trust")

On 12 June 2021 the performance criteria were met. Whilst these shares remain in the Trust, they hold no voting or dividend rights and are therefore non-dilutive until they are sold

1,206,888 of the 1,461,302 shares are jointly owned by employees and the Trust. 254,414 shares were forfeited by departing employees, with the Trust having full ownership

On a sale in excess of 281p per share the Group is entitled to receive up to £4.1m. The dilutive NAV per share includes the 1,461,302 shares but also the £4.1m receivable



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Financial PR

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