ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 DECEMBER 2022

FRIDAY

B15 29/09/2023
COMPANIES HOUSE

# ANNUAL REPORT AND FINANCIAL STATEMENTS CONTENTS

	Pages	
Strategic report	3 - 9	
Directors' report	10- 13	
Directors' responsibilities statement	14	
independent auditor's report	15 -18	
Consolidated profit and loss account and other comprehensive income	19	
Consolidated balance sheet	20	
Company balance sheet	21	
Consolidated statement of changes in equity	22	
Company statement of changes in equity	23	
Consolidated cash flow statement	24	
Notes to the financial statements	25 - 75	

#### STRATEGIC REPORT

### FOR THE PERIOD ENDED 31 DECEMBER 2022

This Strategic Report has been prepared for Brown & Brown UK - GRP Limited and its subsidiaries ('the Group' or 'GRP') and therefore gives greater emphasis to those matters which are significant to the Group and its subsidiary undertakings when viewed as a whole.

#### Change in reporting period

The current reporting period relates to a 9 month period from 1 April 2022 to 31 December 2022. The comparatives relate to a 12 month period.

#### Key achievements and performance indicators

In the 9 month period to 31 December 2022 the Group continued its growth.

		9 Month Period ended	Year ended 31 March
Key performance in	dicators	31 December 2022	2022
Turnover	£m's	£181.6	£201.0
Operating profit	£m's	£41.2	£71.3

The following are key highlights:

- On 1 July 2022 the Group was acquired by Brown & Brown, Inc., a company incorporated in the United States and listed on the New York Stock Exchange.
- •Operating profit is the Group's preferred performance indicator and in the Directors view the most accurate method of assessing the underlying performance of the business. Operating profit is reported before non-cash charges of £78m, Interest of £20m and exceptional costs of £6.9m. After accounting for these charges the company reported a pre-tax loss of £63.6m.
- GRP has a strategy of acquiring high-quality UK insurance broking businesses and Managing General Agents ("MGAs") with talented, entrepreneurial management teams. Acquisitions have supported the ongoing development of GRP's local distribution footprint as well as building client led propositions across an increasing number of specialisms.
- The Group has acquired 18 businesses in the period ended 31 December 2022 (13 in the year to 31 March 2022).
- The Group has continued to invest in its scalable platform to support its future growth ambitions. An element of this has been the significant investment in market leading data led analytics capability which delivers quality management information and insight to inform, support and validate business decisions.
- Employee numbers have grown to more than 2,100 during the financial period.
- Third-party financing was repaid as part of the Brown & Brown, Inc. acquisition.
- Exceptional items totalling £6.9m relate to non-recurring one off items borne during the year that are not day to day costs of running the business. The costs primarily relate to Group Wide IT system improvements and deal costs relating to the Brown & Brown lies, acquisition

As a result of the developments above, the Group is now one of the largest commercial brokers in the UK.

# STRATEGIC REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Overviev

The Group is focused on a programme of growth through acquisition and integration of carefully selected regional retail, wholesale and health insurance brokers, MGAs, portfolios and teams.

Central to GRP's business model is the optimisation of client outcomes. This is delivered through the provision of compelling client focused propositions, specialist and niche products distributed through our local branch network and underwritten by a panel of leading insurer partners.

GRP has a significant pipeline of acquisitions, and discussions are ongoing with a number of businesses which meet GRP's stringent acquisition criteria. GRP drives a comprehensive improvement programme to grow the operating margins of the underlying businesses, embedding best practice processes and standards, underpinned by centralised support, oversight and governance.

#### Acquisition update

The Group has acquired 18 businesses during the period which are as below:

On 5 April 2022 the Group acquired 100% of the issued share capital of Archenfield Insurance Management Limited, a company incorporated in the United Kingdom.

On 10 May 2022 the Group acquired 100% of the issued share capital of Castle Insurance Services (North East) Ltd, a company incorporated in the United Kingdom.

On 12 May 2022 the Group acquired 100% of the issued share capital of Insurefirst Limited, a company incorporated in the United Kingdom.

On 13 May 2022 the Group acquired 100% of the issued share capital of S M Commercial Insurance Brokers Limited, a company incorporated in the United Kingdom.

On 1 June 2022 the Group acquired 100% of the issued share capital of HFIS Limited, a company incorporated in the United Kingdom.

On 22 June 2022 the Group acquired 100% of the issued share capital of Prescott Jones Limited, a company incorporated in the United Kingdom.

On 4 July 2022 the Group acquired 100% of the issued share capital of Crendon Insurance Brokers Limited, a company incorporated in the United Kingdom.

On 8 July 2022 the Group acquired 100% of the issued share capital of First Insurance Solutions Limited, a company incorporated in the United Kingdom.

On 13 July 2022 the Group acquired 100% of the issued share capital of Woodward Markwell Holdco B Limited, a company incorporated in the United Kingdom.

On 1 August 2022 the Group acquired 100% of the issued share capital of PNMCO Limited, a company incorporated in the United Kingdom.

On 11 October 2022 the Group acquired 100% of the issued share capital of Business Insurance Specialists Limited, a company incorporated in the United Kingdom.

On 1 November the Group acquired 100% of the issued share capital of Independent Healthcare (UK) Limited, a company incorporated in the United Kingdom.

# STRATEGIC REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Acquisition update (continued)

On 16 November 2022 the Group acquired 100% of the issued share capital of Taylor Berry Knight Limited, a company incorporated in the United Kingdom.

On 1 May 2022 the Group acquired the renewal rights to a book of business of Marsh & Co.

On 1 June 2022 the Group acquired the renewal rights to a book of business of Taylor Francis Insurance.

On 1 August 2022 the Group acquired the renewal rights to a book of business of Mosaic Health.

On 1 October 2022 the Group acquired the renewal rights to a book of business of Kew Insurance.

On 1 November 2022 the Group acquired the renewal rights to a book of business of Paul Ganjou.

### STRATEGIC REPORT

#### FOR THE PERIOD ENDED 31 DECEMBER 2022

#### **Business Review**

The directors consider the outlook for the Group to be positive with an extensive pipeline of target business acquisitions coupled with steady growth projections for existing Group companies. The Group has a strong management team with extensive industry experience

#### Principal Risks and Uncertainties

Management records the ongoing identification of risks and mitigating controls through its risk register, which is considered and updated at the regular Risk and Compliance Committee meetings. Mitigating controls are structured to bring risks within the Board's agreed risk appetite.

The Group is primarily exposed to the following risks:

#### Regulatory and Compliance Risk

There is the risk of financial loss or reputational impact through non-compliance with the relevant laws and regulations of the insurance intermediary sector. The Group manages this through an established control framework based on documented policies and procedures, compliance function monitoring and reporting, and ongoing monitoring at Board and Risk and Compliance Committee meetings.

#### Cashflow and Liquidity Risk

The Group is dependent on cash flows generated by its trading operations, which are in turn reliant on the commissions and fees earned by its subsidiaries. In addition, profit commissions are earned based on the underwriting results of the business written. The Group is therefore exposed to the cyclical nature of the insurance industry, both in terms of the size and performance of the market and in the lines which it writes.

The Group mitigates this risk by operating in niche, profitable lines, which are less subject to the cyclical nature of the wider market. The Group manages its business plans and cash flow forecasting to ensure that payments can be met when they fall due. In addition, the Group's activities expose it to the financial risks of changes in foreign currency exchange rates on insurance balances denominated in Euros and US Dollars and through changes in interest rates. To minimise the risk, foreign currency transactions are matched utilising foreign currency bank accounts. The Group regularly assesses foreign currency exposure and, where material, will endeavour to hedge as appropriate.

Interest bearing assets and liabilities are held at fixed rate to ensure certainty of cash flows.

#### Credit Risks

The Group's principal financial assets are bank balances and cash, trade and other receivables with credit risk primarily attributable to its trade receivables and bank balances. The credit risk on liquid funds is limited because the counterparties are banks with high credit-ratings assigned by International credit-rating agencies. There is no significant concentration of credit risk as the risks are spread over a number of counterparties.

# STRATEGIC REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Principal Risks and Uncertainties (continued)

#### **Underwriting Capacity Risk**

The Group and its operations are exposed to potential changes of underwriting procedures and policy by its capacity providers, as the Group does not hold any capital risk. In addition, the underwriting performance determines the value of profit commission received.

#### Litigation Risk

There is the risk of litigation or legal action as a result of ongoing trading in subsidiaries. The Group manages this through a robust programme of controls across the Group commensurate to the size and nature of the business, based on the documented policies and procedures, combined with insurance.

#### **Errors and Omissions Exposures**

As a consequence of the business sector the Group operates in, claims alleging professional negligence may be made against the Group in the ordinary course of business. Some of these may have a material adverse impact on the Group's profitability, cash and capital. The Group mitigates this risk by ensuring that it has in place robust and risk-based governance and operational policies and procedures, and that staff are competent for the roles they perform and have access to appropriate training and development. In addition, the Group has taken out Errors & Omissions insurance cover.

#### Political Risk

The group has performed a review of political risk and is not significantly impacted. The situation continues to be closely monitored.

### Cyber/IT Risk

The Group is exposed to potential IT failure as a result of a cyber-attack. The Group manages this through a comprehensive set of policies, procedures and controls including robust security protocols.

# STRATEGIC REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Section 172

The Board of Brown & Brown (Europe) Limited ('the Board') considers the long term consequences of its decisions and these are guided by the Group strategy which seeks to ensure this is executed with due regard to our stakeholders and maintaining high standards of business conduct. Having shareholders represented on the Board means that shareholder engagement is robust. The strength of the Board and governance structure is further enhanced by the presence of independent directors. Key stakeholders also include our employees, customers, insurers and regulators. We engage with each of these as follows:

#### **Employees**

The Board recognises that employees are our biggest asset and through development and remuneration structures we reward performance at the individual business level. We seek to focus on our employees to promote an open and honest culture where every employee feels valued and trusted to do the right thing.

#### Customers

Positive customer relationships are key to the performance of the Group and we endeavour to achieve and maintain a high standard of customer satisfaction. We review our product offerings and services to ensure these continue to meet the high standards set and meet customer needs.

#### Insurers

Strong relationships with Insurers are central to the future success of the Group. Regular meetings are held with key insurance partners, introducers and network members to discuss performance and ways in which we can enhance the customer experience. With regular insurer engagement GRP is able to continue a high standards of service to customers.

#### Regulators

The Group's principal regulator is the FCA and the board operates an open and transparent relationship. The Group believes that having a strong, positive and open relationship with the FCA is essential for future strategy and growth.

#### Community and sustainability

The Group's commitment to minimising our impact on the environment is evidenced through encouraging recycling internally, using motion sensitive lighting in offices where available reducing emissions. The Group has 135 operational premises which used 1 Gwh of electricity and 0.4 Gwh of gas which equates to a 9 month CO2 consumption of 199 & 65 tonnes respectively. The data has been calculated by obtaining the electricity and gas consumption, across the Group property portfolio. The total annual CO2 of 264 tonnes produced by the Group equates to 1 tonnes per million pounds of revenue.

# STRATEGIC REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Future Developments and Events after the Balance Sheet Date

On 3 January 2023 the Group acquired 100% of the ordinary share capital of Christopher Trigg Limited and Nucleus Underwriting Limited, companies incorporated in the United Kingdom.

On 5 January 2023 the Group acquired 100% of the ordinary share capital of BPW Topco Limited Limited, a company incorporated in the United Kingdom,

On 1 February 2023 the Group acquired 100% of the ordinary share capital of Edmondsons Limited, a company incorporated in the United Kingdom.

On 3 February 2023 the Group purchased the renewal rights to a book of business of Visibly Health.

On 8 February 2023 the Group acquired 100% of the ordinary share capital of Gower House Limited, a company incorporated in the United Kingdom.

On 1 April 2023 the Group purchased the renewal rights to a book of business of M R Lonsdale

On 6 April 2023 the Group acquired 100% of the ordinary share capital of Thompson & Co  $\,$  (Risk Solutions) Holdings Limited.

On 1 June 2023 the Group acquired 100% of the ordinary share capital of Amicus Solutions Holdings Limited, a company incorporated in the United Kingdom.

On 1 July 2023 the Group acquired 100% of the ordinary share capital of Petherwick Insurance Brokers Limited, a company incorporated in the United Kingdom.

On 3 July 2023 the Group acquired 100% of the ordinary share capital of SB2 Ltd, a company incorporated in the United Kingdom

On 1 August 2023 the Group acquired 100% of the ordinary share capital of Petsmedicover Limited, a company incorporated in the United Kingdom.

On 1 September 2023 the Group acquired 100% of the ordinary share capital of Square Circle Brokers Limited, a company incorporated in the United Kingdom.

of Same		
	Date:	15 September 2023
M Bruce		
Director		

Approved and authorised for issue by the Board of Directors and signed on its behalf by:

# DIRECTORS' REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

The Director presents their annual report on the affairs of Brown & Brown UK - GRP Limited together with the financial statements and auditor's report, for the period ended 31 December 2022

# Review of the business, future developments, events after the balance sheet date and principal risks and uncertainties

GRP has chosen in accordance with Companies Act 2006, s.414C(11) to set out in the Company's Strategic Report information required by Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008, Sch.7 to be contained in the directors' report. It has done so in respect of business activities, risks and future developments.

#### Results and dividends

The Group has reported a loss after taxation for the period of £63.4m. (year to 31 March 2022: £98.3m). The directors do not recommend the payment of a dividend.

#### Director:

The directors, who served during the year and to the date of this report, were as follows:

#### M Bruce

A Frey (resigned 1 July 2022)

H Ramos De Freitas (resigned 1 July 2022)

#### Directors' Indemnities

The Group and Company has made qualifying third party indemnity provisions for the benefit of its directors which were made during the year and remain in force at the date of this report. Additional cover for the Directors against personal financial exposure has been made under a directors' and officers' liability insurance policy.

#### **Political Contributions**

The Company made no political contributions during the current or prior years.

### Employees

#### Disabilities

Applications for employment by disabled persons are always fully considered, bearing in mind the abilities of the applicant concerned. In the event of members of staff becoming disabled every effort is made to ensure that their employment with the Group continues and that appropriate training is arranged. It is the policy of the Group and the Company that the training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.

### Part Time and Fixed Term Work

Part time and fixed-term employees are treated the same as comparable full-time or permanent employees and enjoy no less favourable terms and conditions (on a pro-rata basis where appropriate), unless different treatment is justified.

Applications for employment by disabled persons are always fully considered, bearing in mind the abilities of the applicant concerned. In the event of members of staff becoming disabled every effort is made to ensure that their employment with the Group continues and that appropriate training is arranged. It is the policy of the Group and the Company that the training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.Part time and fixed-term employees are treated the same as comparable full-time or permanent employees and enjoy no less favourable terms and conditions (on a pro-rata basis where appropriate), unless different treatment is justified.

# DIRECTORS' REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### **Employees (continued)**

#### Discrimination

Employees must not unlawfully discriminate against or harass other people including current and former employees, job applicants, clients, customers, suppliers and visitors. This applies in the workplace, outside the workplace (when dealing with customers, suppliers or other work-related contacts), and on work-related trips or events including social events.

The following forms of discrimination are prohibited under this policy and are unlawful:

- Direct discrimination: treating someone less favourably because of a Protected Characteristic. For example, rejecting a job applicant because of their religious views or because they might be gay.
- Indirect discrimination: a provision, criterion or practice that applies to everyone but adversely affects people with a particular Protected Characteristic more than others, and is not justified. For example, requiring a job to be done full-time rather than part-time would adversely affect women because they generally have greater childcare commitments than men. Such a requirement would be discriminatory unless it can be justified.
- Victimisation: retaliation against someone who has complained or has supported someone else's complaint about discrimination or harassment.
- Disability discrimination: this includes direct and indirect discrimination, any unjustified less favourable treatment because of the effects of a disability, and failure to make reasonable adjustments to alleviate disadvantages caused by a disability.

#### Recruitment and Selection

Recruitment, promotion and other selection exercises such as redundancy selection are conducted on the basis of merit, against objective criteria that avoid discrimination. Shortlisting is done by more than one person if possible.

Vacancies are advertised to a diverse section of the labour market. Advertisements avoid stereotyping or using wording that may discourage particular groups from applying.

Job applicants are not asked questions which might suggest an intention to discriminate on grounds of a Protected Characteristic. For example, applicants are not asked whether they are pregnant or planning to have children.

Job applicants are not asked about health or disability before a job offer is made, except in the very limited circumstances allowed by law: for example, to check that the applicant could perform an intrinsic part of the job (taking account of any reasonable adjustments), or to see if any adjustments might be needed at interview because of a disability. Where necessary, job offers can be made conditional on a satisfactory medical check. Health or disability questions may be included in equal opportunities monitoring forms, and are not used for selection or decision-making purposes.

### **Breaches of this Policy**

The Group takes a strict approach to breaches of this policy, which will be dealt with in accordance with our Disciplinary Procedure. Serious cases of deliberate discrimination may amount to gross misconduct resulting in dismissal.

If any employee believes that they have suffered discrimination, then they can raise the matter through our Grievance Procedure or Anti-harassment and Bullying Policy. Complaints are treated in confidence and investigated as appropriate.

Employees must not be victimised or retaliated against for complaining about discrimination. However, making a false allegation deliberately and in bad faith will be treated as misconduct and dealt with under our Disciplinary Procedure.

# DIRECTORS' REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Employees (continued)

#### **Employee Participation**

The Group places considerable value on the involvement of its employees and has continued to keep them informed on matters affecting them as employees and on the various factors affecting the performance of the Group. The group-wide intranet informs employees about all material developments within the Group.

Employees are consulted regularly on a wide range of matters affecting their current and future interests. If required we arrange the election of employee representatives who we then consult with as appropriate.

#### **Human Rights and Modern Slavery**

The Group endorses the implementation and promotion of ethical business practices to protect workers from being abused and exploited. We are committed to preventing slavery and human trafficking in our corporate activities and to ensuring that our supply chains are free from slavery and human trafficking.

The Group performs an important role in the insurance distribution chain dealing with its end customers, brokers, underwriting agents, insurers and other insurance market participants. However, we believe that we are at low risk of human trafficking and slavery occurring within our business or supply chain as we do not have a supply chain that is reliant on factories or other entities that would normally be associated with slavery or forced labour. As a general rule, contractors and suppliers used by us are also not considered likely to be susceptible to this risk. However, employees responsible for managing suppliers and others involved with the Group are responsible for ensuring that our values and ideals are upheld. We continue to ensure that our contracts include appropriate protections and serious violations by suppliers would lead to the termination of the business relationship.

#### **Energy and Carbon Reporting**

This has been disclosed in the Strategic Report.

#### Going Concern

The financial statements of the Group set out on pages 19 to 74 have been prepared on a going concern basis. At 31 December 2022, prior to exceptional costs, amortisation, depreciation, share based remuneration and interest the Group reported an operating profit of £41.2m for the period ended 31 December 2022.

The Directors consider the going concern basis to be appropriate following their assessment of the Group's financial position and its ability to meet its obligations as and when they fall due. In making the going concern assessment the Directors have taken into account the following:

- The liquidity of the group and the transaction with Brown & Brown, Inc.
- Its limited exposure to any financial losses generated by the crisis in Ukraine.
- The business trajectory of organic growth and continued execution of the M&A strategy.

When assessing the presentation of the financial statements on a going concern basis, the Directors have considered the business plans and associated cash forecasts.

The insurance industry is a segment of the UK economy which has proven resilient in recent crises

In summary, the Directors are not aware of any material uncertainties that cast significant doubt on the Group's ability to continue as a going concern.

# DIRECTORS' REPORT FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Audito

Each of the persons who is a director at the date of approval of this report confirms that:

- so far as the director is aware, there is no relevant audit information of which the Group's auditor is unaware; and
- the Director has taken all the steps that he/she ought to have taken as a director in order to make himself/herself
  aware of any relevant audit information and to establish that the Group's auditor is aware of that information.

Deloitte LLP has indicated its willingness to be reappointed for another term and appropriate arrangements have been put in place for Deloitte LLP to be deemed reappointed as auditor in the absence of an Annual General Meeting.

#### Future developments and events after the balance sheet date

Future developments and events after the balance sheet date have been disclosed in the Strategic Report and note 27.

Approved and authorised for issue by the Board of Directors and signed on its behalf by:

Monu		
	Date:	15 September 2023
M Bruce		

# DIRECTORS' RESPONSIBILITY STATEMENT FOR THE PERIOD ENDED 31 DECEMBER 2022

The Directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law), including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland". Under Company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and of the profit or loss of the Group for that year. In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed
  and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that GRP will
  continue in hydroges.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Group's transactions and disclose with reasonable accuracy at any time the financial position of GRP and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the GRP's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BROWN & BROWN UK - GRP LIMITED

#### Report on the audit of the financial statements

#### Opinior

In our opinion the financial statements of Brown and Brown UK – GRP Ltd (the 'parent company') and its subsidiaries (the 'group'):

- give a true and fair view of the state or the group's and of the parent company's affairs as at 31st December 2022 and
  of the group's loss for the period, then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland"; and
- have been prepared in accordance with the requirements of the Companies Act 2006

We have audited the financial statements which comprise:

- the consolidated profit and loss account:
- · the consolidated and parent company balance sheets;
- the consolidated and parent company statements of changes in equity;
- · the consolidated cash flow statement; and
- · the related notes 1 to 31.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor's responsibilities for the audit of the financial statements section of our report.

We are independent of the group and the parent company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the Financial Reporting Council's (the 'FRC's') Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Conclusions relating to going concern

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the Preparation of the financial statements is appropriate.

Our evaluation of the directors' assessment of the group's and parent company's ability to continue to adopt the going concern basis of accounting included:

- We evaluated management's method to assess going concern including an assessment of management's forward lookin business plan;
- We obtained an understanding of the current financing of the Group and the impact of the completion of the acquisition of the Group by Brown & Brown Inc;
- •We assessed the future profit forecasts against economic conditions including Climate Change and the Ukraine crisis;

# BROWN & BROWN UK - GRP LIMITED (FORMERLY GRP UK BIDCO LIMITED) INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BROWN & BROWN UK - GRP LIMITED

#### Conclusions relating to going concern (continued)

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the group's and parent company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

#### Responsibilities of directors

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

in preparing the financial statements, the directors are responsible for assessing the group's and the parent company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the parent company or to cease operations, or have no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAS (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BROWN & BROWN UK - GRP LIMITED

### Extent to which the audit was considered capable of detecting irregularities, including fraud

Extent to which the audit was considered capable of detecting irregularities, including fraud

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below.

We considered the nature of the group's industry and its control environment, and reviewed the group's documentation of their policies and procedures relating to fraud and compliance with laws and regulations. We also enquired of management about their own identification and assessment of the risks of irregularities.

We obtained an understanding of the legal and regulatory frameworks that the group operates in, and identified the key laws and regulations that:

- had a direct effect on the determination of material amounts and disclosures in the financial statements. These included U Companies Act and tax legislation; and
- do not have a direct effect on the financial statements but compliance with which may be fundamental to the group's ability to operate or to avoid a material penalty. These included Financial Conduct Authority regulations

We discussed among the audit engagement team including significant component audit teams and relevant internal specialists such as tax and IT regarding the opportunities and incentives that may exist within the organisation for fraud and how and where fraud might occur in the financial statements.

As a result of performing the above, we identified the greatest potential for fraud in the following areas, and our specific procedures performed to address it are described below:

The group earns fees and commissions from its insurance broking activities and there is a fraud risk that brokerage is inappropriately accelerated or deferred between accounting periods.

We have assessed that there is a significant risk of material misstatement relating to revenue recognition which is pinpointed to the cut-off assertion specifically around the year end.

- We have obtained an understanding of the revenue process, including procedures for determining the commission percentages accordance with policies and binder agreements and the flow of financial information into the general ledger;
- Assessed the design and implementation of controls in the revenue process specifically focusing on the controls that addresseenue recognition cut-off; and
- Perform analytics on revenue trends over the year and specifically in December 2022 and January 2023 to identify any transaction
  which may have been erroneously recognised as revenue in the incorrect period indicating an increased risk of cut-off;
- Performed additional sample testing for transactions processed around the year-end date and within the first month of the neifinancial year, multi-annual policies recorded in installments and balances accrued for at year end to identify any transactions which may have been erroneously recognised as revenue in the incorrect period to address the risk of cut-off; and
- Reviewed cancellations in January 2023 listing and tested as a separate population to address the 'fraud risk' that transactions make fictitiously booked in December 2022 and reversed out in January 2023.

In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override. In addressing the risk of fraud through management override of controls, we tested the appropriateness of journal entries and other adjustments; assessed whether the judgements made in making accounting estimates are indicative of a potential bias; and evaluated the business rationale of any significant transactions that are unusual or outside the normal course of business.

# BROWN & BROWN UK - GRP LIMITED (FORMERLY GRP UK BIDCO LIMITED) INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BROWN & BROWN UK - GRP LIMITED

### Extent to which the audit was considered capable of detecting irregularities, including fraud (continued)

In addition to the above, our procedures to respond to the risks identified included the following:

- reviewing financial statement disclosures by testing to supporting documentation to assess compliance with provisions of releval laws and regulations described as having a direct effect on the financial statements;
- performing analytical procedures to identify any unusual or unexpected relationships that may indicate risks of materi misstatement due to fraud;
- enquiring of management internal audit and in-house legal counsel concerning actual and potential litigation and claims, an instances of non-compliance with laws and regulations; and
- reading minutes of meetings of those charged with governance, as well as reviewing internal audit reports and FC correspondence.

#### Report on other legal and regulatory requirements

#### Opinions on other maters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the strategic report and the directors' report for the financial year for which the financial statements apprepared is consistent with the financial statements; and
- •the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

In the light of the knowledge and understanding of the group and of the parent company and their environment obtained in the course of the audit, we have not identified any material misstatements in the strategic report or the directors' report.

#### Matters on which we are required to report by exception

Under the Companies Act 2006 we are required to report in respect of the following matters if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- •the parent company financial statements are not in agreement with the accounting records and returns; or
- •certain disclosures of directors' remuneration specified by law are not made; or
- •we have not received all the information and explanations we require for our audit.

We have nothing to report in respect of these matters.

#### Use of our report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Claire Clough, ACA (Senior statutory auditor)
For and on behalf of Deloitte LLP

Cave Cross

Statutory Auditor London, United Kingdom 15 September 2023

Date

# CONSOLIDATED PROFIT AND LOSS ACCOUNT AND OTHER COMPREHENSIVE INCOME FOR THE PERIOD ENDED 31 DECEMBER 2022

		9 Month Period ended 31 December 2022	Year ended 31 March 2022
Turnover	Notes 3	<b>£000</b> 's 181,624	£000's 200,951
Other operating income	4	1,670	1,375
Fair value movement on forward exchange contracts		685	(305)
Administrative expenses before amortisation and impairment		(142,774)	(130,766)
Operating profit		41,205	71,256
Customer relationships amortisation	13	(46,675)	(50,581)
Goodwill amortisation	12	(25,272)	(31,089)
Depreciation and amortisation		(5,339)	(3,008)
Loss before share based remuneration, interest and exceptionals		(36,081)	(13,423)
Share Based Remuneration charge	11	(744)	(10,936)
Interest payable and similar expenses	5	(19,937)	(49,808)
Exceptional items	6	(6,885)	(5,154)
Loss before taxation	7	(63,647)	(79,320)
Taxation	10	256	(18,935)
Loss for the financial period		(63,391)	(98,255)
Loss for the period attributable to:  Non-controlling interest Equity shareholders of the company		964 (64,355)	2,624 (100,879)
,			
Other comprehensive income		(63,391)	(98,255)
Loss for the financial period		(63,391)	(98,255)
Exchange differences on translation of foreign operations		58	481
Total comprehensive income for the financial period		(63,333)	(97,775)

There are no tax implications resulting from other comprehensive income. All operations are continuing.

# CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2022

		31 December 2022	31 March 2022
	Notes	£000's	£000'
Fixed assets			
Goodwill	12	275,243	270,667
Other intangible assets	13	571,837	478,153
Total intangible assets		847,080	748,820
Tangible assets	14	6,551	5,184
Investments	15	850	798
		854,481	754,802
Current assets			
Debtors due within one year	17	52,583	48,419
Debtors due after one year	17		1,338
Total debtors		52,583	49,758
Cash at bank and in hand	18	216,812	170,881
		269,395	220,639
Creditors: amounts falling due within one year	19	(1,238,526)	(412,290
Net current liabilities		(969,131)	(191,651
Total assets less current liabilities		(114,650)	563,151
Creditors: amounts due after one year	20	-	(549,126
Provisions for liabilities	21	(186,111)	(162,512
Net Liabilities		(300,761)	(148,487)
Capital and reserves		<del></del> -	
Called-up share capital	25	64	64
Accumulated losses	25	(302,139)	(159,216)
FX Reserve	25	435	377
Equity Reserve		745	
Shareholders funds		(300,895)	(158,775)
Non controlling interest		134	10,289
Total equity		(300,761)	(148,487)

The financial statements of Brown & Brown UK - GRP Limited, registered number 12434508, were approved by the Board of Directors and authorised for issue on 15 September 2023. They were signed on its behalf by:

M Bruce

Director

# COMPANY BALANCE SHEET AS AT 31 DECEMBER 2022

	Notes	31 December 2022 £000's	31 March 2022 £000's
Fixed assets			
Shares in group undertakings	15	195,942	195,942
		195,942	195,942
Current assets and liabilities			
Debtors due within one year	17	1,005,314	947,322
Creditors: amounts falling due within one year	19	(1,239,664)	(607,870)
Net current liabilities		(234,350)	339,452
Total assets less current liabilities		(38,408)	535,393
Creditors: amounts falling due within one year		-	(548,947)
Provisions for liabilities		-	(15,000)
Net liabilities		(38,408)	(28,554)
Capital and reserves			-
Called-up share capital	25	64	64
Accumulated losses		(38,472)	(28,618)
Shareholders' funds		(38,408)	(28,554)
Shareholders' funds		(38,408)	(28,554

The parent entity, Brown & Brown UK - GRP Limited has taken exemption from presenting its unconsolidated profit and loss account under section 408 of the Companies Act 2006.

The Company made a loss of £9.9m for the period ended 31 December 2022. The Company had no other comprehensive income

The financial statements of Brown & Brown UK - GRP Limited, registered number 12434508, were approved by the Board of Directors and authorised for issue on 15 September 2023. They were signed on its behalf by:

M Bruce

Director

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED 31 DECEMBER 2022

		Called-up share capital	Non- controlling interest	Equity Reserve	FX Reserve	Accumulated Losses	Total
	Note	£000's	£000's	£000's	£000's	£000's	£000's
At 31 March 2021	25	64	9,195	-	(103)	(56,347)	(47,191)
Profit/(Loss) for the period			2,624		-	(100,879)	(98,255)
Other comprehensive income		-	•		481	-	481
Total comprehensive income for the period		<del></del>	2,624		481	(100,879)	(97,775)
Non-controlling interest distribution to former shareholders		•	235		-	-	235
Purchase of non-controlling interests			(516)		-	(1,990)	(2,506)
Dividends		-	(1,250)		-	-	(1,250)
At 31 March 2022		64	10,289		377	(159,216)	(148,487)
Profit/(Loss) for the period		-	964		-	(64,355)	(63,391)
Other comprehensive income		-	-		58	-	58
Total comprehensive income for the period		<del></del> -	964		58	(64,355)	(63,333)
Purchase of non-controlling interests		-	(11,119)		-	(78,567)	(89,686)
Share based payment charges		-	-	745	-	-	745
Dividends		-			-		
At 31 December 2022		64	134	745	435	(302,139)	(300,761)

# COMPANY STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED 31 DECEMBER 2022

	Called-up share capital	Profit and loss account	Total
	£000's	£000's	£000's
At 31 March 2021	64	(15,779)	(15,715)
Loss and total comprehensive expense for the period	-	(12,839)	(12,839)
At 31 March 2022	64	(28,618)	(28,554)
Loss and total comprehensive expense for the period	-	(9,854)	(9,854)
At 31 December 2022	64	(38,472)	(38,408)

# CONSOLIDATED CASH FLOW STATEMENT FOR THE PERIOD ENDED 31 DECEMBER 2022

		9 Month Period ended 31 December	Year ended 31 March 2022
	Notes	£	£
Cash flows from operating activities			
Cash generated from operations	26	223,918	74,946
Income tax paid		(738)	(714)
Net cash inflow from operating activities		223,180	74,231
Cash flows from investing activities			
Purchase of intangible assets	13	(4,412)	(8,730)
Purchase of tangible assets	14	(2,295)	(2,720)
Proceeds on disposal of tangible assets		-	312
Acquisitions, net of cash acquired		(96,304)	(85,181)
Payment of deferred consideration and contingent liability	21	(32,174)	(20,254)
Purchase of non-controlling interest		(88, 136)	(2,506)
Payment of share based remuneration liability	21	(13,396)	(145)
Interest received		2	34
Net cash outflow from investing activities		(236,715)	(119,190)
Cash flows from financing activities			
Issue of ordinary share capital		=	-
Dividends paid to non-controlling interest		-	(1,250)
Loan received		85,000	80,000
Sale/(purchase) of derivatives		456	(11)
Interest paid		(25,989)	(35,113)
Net cash outflow / inflows from financing activities		59,467	43,626
Net increase / (decrease) in cash and cash equivalents		45,932	(1,333)
Cash and cash equivalents at beginning of year		170,881	172,214

# NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 1 Significant accounting policies

The principal accounting policies are summarised below. They have all been applied consistently throughout the period ended 31 December 2022.

#### a. General information and basis of accounting

Brown & Brown UK - GRP Limited (formerly GRP UK Bidco Limited) ("the Company") is a private company limited by shares incorporated in England and Wales under the Companies Act 2006. The registered office address is 7th Floor Corn Exchange, 55 Mark Lane, London, United Kingdom, EC3R 7NE. The registered company number is 12434508. The nature of the Group's operations and its principal activities are set out in the strategic report on pages 3 to 9.

The financial statements have been prepared under the historical cost convention, modified to include certain items at fair value, and in accordance with Financial Reporting Standard 102 ("FRS 102") issued by the Financial Reporting Council.

The functional currency of the Group is considered to be pounds sterling because that is the currency of the primary economic environment in which the Group operates. The consolidated financial statements are also presented in pounds sterling and are rounded to the nearest whole thousand  $\mathfrak{L}$ , except where otherwise indicated.

No profit and loss account is presented for the Company as permitted by section 408 of the Companies Act 2006. The Company's loss for the period is disclosed in the balance sheet.

The Company meets the definition of a qualifying entity under FRS 102 and has therefore taken advantage of certain disclosure exemptions available to it in respect of its financial statements.

In accordance with FRS 102, the Company in its individual financial statements has taken advantage of the exemptions from the following disclosure requirements:

- Section 4 'Statement of Financial Position' Reconciliation of the opening and closing number of shares;
- Section 7 'Statement of Cash Flows' Presentation of a Statement of Cash Flow and related notes and disclosures;
- Section 11 'Basic Financial Instruments' & Section 12 'Other Financial Instrument Issues' Carrying amounts, interest income/expense and net gains/losses for each category of financial instrument; basis of determining fair values; details of collateral, loan defaults or breaches, details of hedges, hedging fair value changes recognised in profit or loss and in other comprehensive income; and
- Section 33 'Related Party Disclosures' Compensation for key management personnel.

#### b. Basis of consolidation

The Group financial statements consolidate the financial statements of the Company and its subsidiary undertakings drawn up to 31 December each period.

Subsidiaries are consolidated from the date of their acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases. Control comprises the power to govern the financial and operating policies of the investee so as to obtain benefit from its activities.

Business combinations are accounted for under the purchase method. Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by the Group. All intra-group transactions, balances, income and expenses are eliminated on consolidation.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Significant accounting policies (continued)

#### b. Basis of consolidation (continued)

Continuent consideration

The cost of the combination includes the estimated amount of contingent consideration that is probable and can be measured reliably and is adjusted for changes in contingent consideration after the acquisition date.

#### c. Going concern

The financial statements of the Group set out on pages 19 to 74 have been prepared on a going concern basis. At 31 December 2022, prior to exceptional costs, amortisation, depreciation, share based remuneration and interest the Group reported an operating profit of £41.2m for the period ended 31 December 2022.

The Directors consider the going concern basis to be appropriate following their assessment of the Group's financial position and its ability to meet its obligations as and when they fall due. In making the going concern assessment the Directors have taken into account the following:

- The liquidity of the group and the transaction with Brown & Brown, Inc.
- · Its limited exposure to any financial losses generated by the crisis in Ukraine.
- The business trajectory of organic growth and continued execution of the M&A strategy.

When assessing the presentation of the financial statements on a going concern basis, the Directors have considered the business plans and associated cash forecasts.

The insurance industry is a segment of the UK economy which has proven resilient in recent crises

In summary, the Directors are not aware of any material uncertainties that cast significant doubt on the Group's ability to continue as a going concern.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 1 Significant accounting policies (continued)

#### d. Intangible assets - goodwill

Goodwill arising on the acquisition of subsidiary undertakings and businesses, representing any excess of the fair value of the consideration given over the fair value of the identifiable assets and liabilities acquired, is capitalised and written off on a straight-line basis over its useful economic life, which has been estimated to be 10 years. Provision is made for any impairment.

#### e. Intangible assets acquired in a business combination

Intangible assets acquired in a business combination and recognised separately from goodwill are initially recognised at their fair value at the acquisition date (which is regarded as their cost).

Subsequent to initial recognition, intangible assets acquired in a business combination are reported at cost less accumulated amortisation and accumulated impairment losses, on the same basis as intangible assets that are acquired separately.

### f. Tangible fixed assets

Tangible fixed assets are stated at cost or valuation, net of depreciation and any provision for impairment. Depreciation is provided on all tangible fixed assets, which are not considered to be in development, on a straight-line basis over its expected useful life, as follows:

Computer hardware:	4 years
Office equipment:	4 years
Furniture and fixtures:	4 years
Motor vehicles:	4 years
Leasehold improvements:	3 years
Freehold property:	2% straight line

Residual value represents the estimated amount which would currently be obtained from disposal of an asset, after deducting estimated costs of disposal, if the asset were already of the age and in the condition expected at the end of its useful life.

### Intangible fixed assets

Intengible fixed assets are shown at purchase cost and amortised through the profit and loss account in equal instalments over the estimated useful life of the asset as follows:

Computer software:	4 years
Intellectual property:	6 years
Research and design:	3-5 years
Software licenses:	4 years
Website:	4 years
Customer relationships:	10 years

Cost associated with assets under construction are held within tangible fixed assets as they are incurred and qualify for depreciation at such time that they are complete.

Development costs have been capitalised in accordance with FRS 102 Section 18 Intangble Assets Other Than Goodwill and are therefore not treated, for dividend purposes as a realised loss.

A provision is made for any impairment.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 1 Significant accounting policies (continued)

#### g. Financial instruments

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions of the instrument.

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the Group after deducting all of its liabilities.

#### (i) Financial instruments

All financial assets and liabilities are initially measured at transaction price (including transaction costs), except for those financial assets classified as at fair value through profit or loss, which are initially measured at fair value (which is normally the transaction price excluding transaction costs), unless the arrangement constitutes a financing transaction. If an arrangement constitutes a financing transaction, the financial asset or financial liability is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Financial assets and liabilities are only offset in the statement of financial position when, and only when there exists a legally enforceable right to set off the recognised amounts and the Group intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

The debt instruments held by the Group provide a fixed rate of return to the holder over the life of the instruments and there are no contractual provisions that could, by their terms, result in the holder losing the principal amount or any interest attributable to the current period or prior periods. These instruments are subsequently measured at amortised cost using the effective interest method.

#### (ii) Investments in subsidiaries

Investments in subsidiaries are measured at cost less provision for impairment. A subsidiary is an entity in which the Group has an interest of more than one-half of the voting rights or otherwise is able to demonstrate the power to exercise control over its operations. Investments in subsidiaries are recognised from the date at which control over their operations is transferred to the Group and will be derecognised at the date at which control ceases.

### (iii) Cash and equivalents

Cash and equivalents comprise cash in hand and deposits which are readily available and which are subject to insignificant risks of changes in value and have an original maturity of three months or less at acquisition. The carrying amount of assets is approximately equal to fair value.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Significant accounting policies (continued)

#### h. Taxation

Current tax, including UK corporation tax and foreign tax, is provided at amounts expected to be paid using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the Group's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax liabilities are recognised for timing differences arising from investments in subsidiaries and associates, except where the Group is able to control the reversal of the timing difference and it is probable that it will not reverse in the foreseeable future.

Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date that are expected to apply to the reversal of the timing difference.

Where items recognised in other comprehensive income or equity are chargeable to or deductible for tax purposes, the resulting current or deferred tax expense or income is presented in the same component of comprehensive income or equity as the transaction or other event that resulted in the tax expense or income.

Current tax assets and liabilities are offset only when there is a legally enforceable right to set off the amounts and the Group intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Deferred tax assets and liabilities are offset only if: a) the Group has a legally enforceable right to set off current tax assets against current tax liabilities; and b) the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future year in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 1 Significant accounting policies (continued)

#### i. Turnove

Turnover represents brokerage, profit commission and fees net of any commission payable to third parties. It arises on the placement of insurance contracts by the Company.

Brokerage is recognised when the company's contractual right to such income is established and to the extent that the Company's relevant obligations under the contracts concerned have been performed. For the Company's broking activities, this means that brokerage is recognised at the inception of the underlying contract of insurance concerned, subject to a deferral of brokerage in respect of post-placement services that constitutes obligations of the company under those contracts.

Where the amount of brokerage is dependent on the achievement of contractual targets, the minimum amounts under the contract are recognised on inception, and the incremental amounts arising are recognised when their targets concerned are achieved.

Where the amount of brokerage is dependent on the results of the business placed, the minimum amounts under the contract are recognised at inception, and any incremental amounts are recognised only to the extent that a reliable estimate of the amounts concerned can be made. Such estimates are made on a prudent basis that reflects the level of uncertainty involved.

Profit commission arising from the placement of insurance contracts or the exercise of an underwriting agency by the Company is recognised when the right to such profit commission is established through a contract, but only to the extent that a reliable estimate of the amount due can be made. Such estimates are made on a prudent basis that reflects the level of uncertainty involved.

Turnover also represents sales to insured backed tenancy deposit protections under a membership scheme arrangement.

Revenue that has been credited in the Company's books, but not yet recognised as income in accordance with the policies described above, is credited to the deferred income account within accruals and deferred income in the Company's balance sheet.

Revenue that is recognised in accordance with this policy before it has been credited in the Company's books is included in insurance debtors in the Company's balance sheet.

In the case of proportional treaty insurance business and binding authorities, brokerage is recognised when the accounts are received. Fees are credited to the profit and loss account when invoiced to the client.

#### j. Leases

Rentals under operating leases are charged on a straight-line basis over the lease term, even if the payments are not made on such a basis. Benefits received and receivable as an incentive to sign an operating lease are similarly spread on a straight-line basis over the lease term.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Significant accounting policies (continued)

#### k. Foreign currency

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date.

For the purpose of presenting consolidated financial statements, the assets and liabilities of the group's foreign operations are translated from their functional currency to Sterling (£) using the closing exchange rate. Income and expenses are translated using the average rate for the period, unless exhange rates fluctuated significantly during that period in which case the exchange rates at the dates of the transactions are used. Exchange differences arising on the translation of group companies are recognised in other comprehensive income and are not reclassfied to profit or loss.

### I. Insurance intermediary assets and liabilities

Some of the group subsidiaries act as underwriting agents and as such are insurance intermediaries. Insurance intermediaries, generally, are not liable as principals for the amounts arising from such transactions. As such, insurance liability balances are shown net of the related insurance debtors to the extent to which the Group bears no risk.

#### m. Exceptional items

Exceptional items are material items possessing a high degree of abnormality which arise from events or transactions that fall outside the ordinary activities of the reporting entity and which are not expected to recur. An ongoing priority for the Group continues to be the integration of certain back office functions within each of the GRP businesses. As a result, the Company is subjected to one-off, non-recurring expenses which have been deemed exceptional and have been reported separately.

#### n. Share based payments

**Equity Settled Share Based Payments** 

The Group issues share award to employees. Equity-settled share-based payments to employees and other providing similar services are measured at the fair value of the equity instruments at the grant date. The fair value excludes the effect of non-market based vesting conditions. Details regarding the determination of the fair value of equity-settled share-based transactions are set out in note 11.

The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of the number of equity instruments that will eventually vest. At each reporting date, the Group revises its estimate of the number of equity instruments expected to vest as a result of the effect of non-market-based vesting conditions. The impact of the revision of the original estimates, if any, is recognised in profit or loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to reserves.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### n. Share based payments (continued)

Cash Settled Share Based Payments

The Group has cash settled share based payments as a result of shares held by employees in the Group's subsidiaries. The fair value of the cash-settled share based payment is measured at grant date and is recognised as an expense over the vesting period, which ends on the date on which the relevant employees become fully entitled to the award. The provision vests upon a future realisation event if the award holder is still employed by Group at that date. Fair value is determined using an internally developed valuation model that discounts the expected future payment to the award holder. This amount was estimated by projecting the future performance and position of the group and discounted using an appropriate discount rate.

At each balance sheet date before vesting, the cumulative expense is calculated, representing the extent to which the vesting period has expired and management's best estimate of the achievement of the vesting conditions. The movement in cumulative expense since the previous balance sheet date is recognised in the consolidated profit and loss account, with a corresponding adjustment to provisions.

#### 2 Critical accounting judgement and estimates and key sources of estimation uncertainty

In the application of the Group's accounting policies, which are described in note 1, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. No critical accounting judgements have been identified.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the year in which the estimate is revised if the revision affects only that year, or in the year of the revision and future years if the revision affects both current and future years.

### Estimates in applying the Group's accounting policies

The following are estimations, that the directors have made in the process of applying the Group's accounting policies and that have the most significant effect on the amounts recognised in the financial statements.

#### (i) Discount Factor (Estimate)

The discount factor has been used to determine the present value of goodwill and intangible assets when looking at possible impairments. As at 31 December 2022, the goodwill has been valued at £275.7m and intangible assets at £571.42m.

The discount factor expresses the time value of money to calculate the present value of the expected future cash flows of the deferred consideration and goodwill and intangible asset impairment testing and can differ from periods, therefore, is reasonably possible, based on existing knowledge, that outcomes within the next financial year that are different from assumptions could require a material adjustment to the carrying amount of the affected goodwill.

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Critical accounting judgement and estimates and key sources of estimation uncertainty

#### (ii) Goodwill (Estimate)

The Group has assessed the useful life of goodwill and customer relationships arising on acquisition, taking into account a number of key factors including:

- a) projected cash flows;
- b) profit margins;
   c) renewal book retention giving rise to an accurate assessment of the number of years the existing business will remain in force:
- d) market conditions and how this impacts the business model;
- e) business reputation; and
- f) operational infrastructure mixed with the experience and knowledge retention of the key staff.

As a result of this assessment, the Group has determined that the useful life of goodwill and customer relationships is ten years and has calculated amortisation on this basis unless there is an indication of impairment, in which case a provision is made as required.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

3	Turnover  An analysis of the Group's turnover by customer geographical market is set out below.			
		9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's	
	United Kingdom	165,990	182,030	
	United States of America	3,088	3,637	
	Europe	6,740	11,053	
	Rest of the World	5,806	4,231	
		181,624	200,951	
4	Other operating income	9 Month Period ended 31 December 2022	Year ended 31 March 2022	
		£000's	£000's	
	Other operating income	1,467	1,343	
	Bank interest receivable	203	15	
		1,670	1,358	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

5	Interest payable and similar expenses	9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's
	Interest payable and similar expenses	15,981	44,077
	Loan amortisation	3,959	2,189
	Discount on contingent consideration	-	3,575
	Less: Other interest receivable and similar income	- (2)	(34)
		19,937	49,808

Interest payable and similar expense comprises interest charges payable on loans at variable interest rate of 6.5% plus LIBOR,

#### 6 Exceptional items

An analysis of the Group's exceptional items recorded after operating loss is set out below.

	9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's
Change program	4,371	3,964
Corporate finance costs	1,145	•
Other exceptional items	1,369	1,202
	6,885	5,166

Exceptional items are for non-recurring one-off items borne during the year that are not day to day costs of running the business. Change program includes restructuring costs such as the cost of redundancies and IT system implementation. Corporate finance costs relate to the Brown & Brown, Inc. acquisition.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Loss on ordinary activities before taxation				
ss on ordinary activities before taxation is stated after charging/(crediting):				
	9 Month Period ended 31 December 2022	Year ended 31 March 2022		
	£000's	£000's		
Depreciation of tangible fixed assets (note 14)	1,479	1,574		
Amortisation of intangible fixed assets (note 13)	50,588	\$2,119		
Amortisation of goodwill (note 12)	25,272	31,089		
Foreign exchange (gains)/losses	(685)	305		
Loss/(profit) on disposal of fixed assets	2,284	(60)		
Operating lease charges	5,231	5,427		
The analysis of the auditor's remuneration is as follows:	9 Month Period ended 31 December 2022	Year ended 31 March 2022 £000's		
Fees payable to the company's auditor and its associates for the audit of the group's consolidated annual financial statements	468	447		
Fees payable to the company's auditor and its associates for the audit of entity statutory annual financial statements	269	145		
Total audit fees	737	592		
Corporate finance services		110		
Total non-audit fees	-	110		

The Group incurred fees for non-audit services relating to advisory and due diligence services commissioned for completed acquisitions and prospective target acquisitions during the previous year.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

ł	Staff numbers and costs				
	The average monthly number of employee	s (including executive	directors) was:		
		Group	Group	Company	Company
		ended 31 December 2022	Year ended 31 March 2022	9 Month Period ended 31 December 2022	Year ended 31 March 2022
		Number	Number	Number	Number
	Directors and Managers	258	285	-	2
	Underwriters	108	86	-	-
	Brokers	408	466	-	-
	Administration	548	432	-	-
	Sales and distribution	812	769	-	-
		2,134	2,038	-	2
	Their aggregate remuneration comprised:			Group	Group
				9 Month Period ended 31 December 2022	Year ended 31 March 2022
				£000's	£000's
	Wages and salaries			90,796	85,058
	Social security costs			8,787	7,816
	Other pension costs			3,300	3,794
	Share-based payments			744	-
				103,627	96,668

Pension contributions of £3,300k (year to 31 March 2022: £3,794k) were paid into defined contribution schemes during the period.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Directors' rem	uneration and transactions		
		9 Month Period ended 31 December 2022	Year ended 31 March 2022
Group director	s' remuneration	£000's	£000's
Emoluments		1,504	606
Company conti	ibutions to money purchase pension schemes	-	-
		1,504	606
The number of	group directors who:	9 Month Period ended 31 December 2022 Number	Year ended 31 March 2022 Number
Are members o	f a money purchase pension scheme		-
Had awards red long-term ince	reivable in the form of shares under a ntive scheme		<u> </u>
There were no	share options exercised by directors during the period.		
Remuneration	of the highest paid director:	9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's
Emoluments		1,504	606
Company contr	ibutions to money purchase pension schemes	-	=
		1,504	606
		<del></del> _	

The highest paid director did not exercise any share options in the year.

Directors' advances, credits and guarantees

Details of transactions with directors during the year are disclosed in note 29.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

10	Taxation		
	The tax charge/(credit) comprises:	9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's
	Current tax		
	UK and Irish corporation tax	5,381	1,824
	Total current tax	5,381	1,824
	Deferred tax		
	Origination and reversal of timing differences	(5,637)	17,111
	Total deferred tax	(5,637)	17,111
	Total tax charge	(256)	18,935

On 3 March 2021, it was announced in the Budget that the UK tax rate will increase from 19% to 25% from 1 April 2023 onwards. The deferred tax balance has been calculated at the rate expected at the date of amortisation.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

10 Taxation (continued)
The differences between the total tax charge shown above and the amount calculated by applying the standard rate of UK corporation tax to the loss before tax is as follows:

	9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's
Group loss on ordinary activities before tax	(63,647)	(79,320)
Tax on Group loss on ordinary activities at standard UK corporation tax rate of 19%	(12,093)	(15,071)
Effects of:		
Expenses not deductible for tax purposes	16,607	15,182
Income not taxable	(309)	(5)
Amounts relating to change in tax rates	(252)	(1,244)
Amount taxed at different rates	(144)	20,071
Timing differences	(4,065)	-
Group total tax charge for year	(256)	18,935

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 11 Share based payments

#### Cash settled share based payments:

As part of certain business combinations, ordinary shares were issued by the acquiring intermediate holding company with service conditions attached. These conditions include that if a holder of these shares leaves employment from the Group before a realisation event, the Group has the opportunity to buy back the shares at the lower of the fair value or the price paid by the shareholders for the original shares.

The issue of shares with service conditions are treated as a cash-settled share based payment as the Group is obliged to buy the shares back. The share-based payment liability is calculated using a discounted cash flow model. The shares are assumed to vest on a realisation event.

#### Equity settled share based payment charges

Share options in the ultimate parent company are granted to directors and employees of the Group. The exercise price of the granted options is equal to the market prices of the shares less a 15% discount on the date of grant. Options are conditional on the employee completing three years of service. The options are exercisable starting three years from the grant date. The company has no legal or constructive obligation to repurchase or settle the options in cash.

The following amounts have been recognised in relation to share based payments:

Share Based Remuneration charge	9 Month Period ended 31 December 2022 £000's 744	Year ended 31 March 2022 £000's 10,936
Movements in the number of share options outstanding are as follows:		
		Period ended 31
		December 2022
		Options
		000's
Outstanding at 1 April 2022		•
Granted		286
Forfeited		(15)
Exercised		
Expired		
Outstanding at 31 December 2022		271

12	Goodwill		
			Group goodwill £000's
	Cost At 1 April 2021	Note	299,948
	Acquisitions of subsidiaries		11,272
	Additions		13,302
	At 31 March 2022		324,522
	Acquisitions of subsidiaries	16	30,584
	Additions		232
	Revaluation		(737)
	At 31 December 2022		354,601
	Amortisation		
	At 1 April 2021		22,766
	Charge for the year		31,089
	At 31 March 2022		53,855
	Charge for the period		25,272
	Additions		231
	At 31 December 2022		79,358
	Net book value		
	At 31 March 2022		270,667
	At 31 December 2022		275,243

•	Computer software	Intellec- tual property	Research and design	Software licenses	Website	Customer relation- ships	Total
	£000's	£000's	£000's	£000's	£000's	£000's	£000's
Cust							
At 1 April 2021	5,991	16	1,005	272	1,901	461,741	470,925
Additions	7,179	-	109	15	422	1,004	8,730
Acquisitions of subsidiaries	-	-	-	-	-	102,393	102,393
Write-off of asset	(189)	(16)	(37)	(35)	(103)	(627)	(1,006)
At 31 March 2022	12,981	- 	1,077	252	2,220	564,512	581,042
Additions	4,862	-	1,311	7	328	1,022	7,530
Acquisitions of subsidiaries	1,563	-	5,055	-	329	136,090	143,037
Write-off of asset	(2,134)	-	-	-	-	(283)	(2,417)
Revaluation		<u>-</u>	-			607	607
At 31 December 2022	17,273	- 	7,442	259	2,877	701,947	729,798
Amortisation							
At 1 April 2021	2,101	16	822	171	1,228	46,367	50,704
Accumulated amortisation acquired	-	-	=	-	=	846	846
Charge for the year	1,168	-	101	26	243	50,581	52,119
Write-off of asset	(150)	(16)		(35)	(46)	(533)	(781)
At 31 March 2022	3,118	-	923	162	1,424	97,262	102,889
Accumulated amortisation acquired	891	-	2,718	-	195	990	4,794
Charge for the year	3,324	-	307	23	260	46,674	50,588
Write-off of asset	(37)	-		-	<u> </u>	(273)	(310)
	7,296		3,948	185	1,879	144,653	157,961
At 31 December 2022	7,230						
At 31 December 2022  Net book value							
	9,863		154	91	796	467,250	478,153

14 Tangible fixed assets	Computer hardware	Office equipment	Furniture and fixtures	<i>Motor</i> Vehicles	Freehald property	Leasehold improve- ment	Total
	£000's	£000's	£000's	£000's	£000's	£000's	£000's
Cost	2000 3	1000 3	2000 3	2000 3	2000 3	2000 3	1000 )
At 1 April 2021	5,776	3,931	3,656	577	862	4,109	18,910
Additions	1,386	310	194	47	-	784	2,720
Acquisitions of subsidiaries	79	146	230	11	-	75	541
Disposals / write off	(1,302)	(841)	(618)	(515)		(608)	(3,884)
At 31 March 2022	5,939	3,546	3,462	120	862	4,359	18,287
Additions	1,219	422	166	_	-	488	2,295
Acquisitions of subsidiaries	1,294	272	615	73	-	365	2,619
Disposals / write off	(432)	(356)	(609)	(157)		(153)	(1,707)
At 31 December 2022	8,020	3,884	3,634	36	862	5,060	21,495
Depreciation							
At 1 April 2021	4,703	3,706	3,030	387	188	2,707	14,721
Accumulated depreciation acquired	64	130	189	11	=	46	441
Charge for the year	686	137	257	30	23	441	1,574
Reclassification	•	•	-	-	-	-	-
Disposals / write off	(1,277)	(834)	(593)	(325)		(603)	(3,633)
At 31 March 2022	4,177	3,139	2,883	103	211	2,590	13,103
Accumulated depreciation acquired	858	333	548	26	-	219	1,983
Charge for the year	755	136	194	6	14	373	1,479
Disposals / write off	(395)	(351)	(607)	(118)	<u>·</u>	(150)	(1,621)
At 31 December 2022	5,395	3,257	3,018	17	225	3,032	14,944
Net book value							
At 31 March 2022	1,762	407	579	17	651	1,769	5,184
At 31 December 2022	2,625	627	616	19	637	2,028	6,551
		<del></del>					<del></del>

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

15	Fixed asset investment	Group 31 December 2022 £000's	Group 31 March 2022 £000's	Company 31 December 2022 £000's	Company 31 March 2022 £000's
	Subsidiary undertakings	-	-	195,942	195,942
	Non-trade investment	850	798	-	-
	Total	850	798	195,942	195,942

#### 16 Business combinations

On 5 April 2022 the Group acquired 100% of the issued share capital of Archenfield Insurance Management Limited, a company incorporated in the United Kingdom.

On 10 May 2022 the Group acquired 100% of the issued share capital of Castle Insurance Services (North East) Ltd, a company incorporated in the United Kingdom, and its subsidiary.

On 12 May 2022 the Group acquired 100% of the issued share capital of Insurefirst Limited, a company incorporated in the United Kingdom.

On 13 May 2022 the Group acquired 100% of the issued share capital of S M Commercial Insurance Brokers Limited, a company incorporated in the United Kingdom.

On 1 June 2022 the Group acquired 100% of the issued share capital of HFIS Limited, a company incorporated in the United Kingdom, and its subsidiaries.

On 22 June 2022 the Group acquired 100% of the issued share capital of Prescott Jones Limited, a company incorporated in the United Kingdom.

On 4 July 2022 the Group acquired 100% of the issued share capital of Crendon Insurance Brokers Limited, a company incorporated in the United Kingdom.

On 8 July 2022 the Group acquired 100% of the issued share capital of First Insurance Solutions Limited, a company incorporated in the United Kingdom, and its subsidiary.

On 13 July 2022 the Group acquired 100% of the issued share capital of Woodward Markwell Holdco B Limited, a company incorporated in the United Kingdom.

On 1 August 2022 the Group acquired 100% of the issued share capital of PNMCO Limited, a company incorporated in the United Kingdom.

On 11 October 2022 the Group acquired 100% of the issued share capital of Business Insurance Specialists Limited, a company incorporated in the United Kingdom.

On 1 November the Group acquired 100% of the issued share capital of Independent Healthcare (UK) Limited, a company incorporated in the United Kingdom.

On 16 November 2022 the Group acquired 100% of the issued share capital of Taylor Berry Knight Limited, a company incorporated in the United Kingdom, and its subsidiary.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 16 Business combinations (continued)

- On 1 May 2022 the Group acquired the renewal rights to a book of business of Marsh & Co.
- On 1 June 2022 the Group acquired the renewal rights to a book of business of Taylor Francis Insurance.
- On 1 August 2022 the Group acquired the renewal rights to a book of business of Mosaic Health.
- On 1 October 2022 the Group acquired the renewal rights to a book of business of Kew Insurance.
- On 1 November 2022 the Group acquired the renewal rights to a book of business of Paul Ganjou.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

16	Business combinations (continued)	
		Fair value to group on
		acquisition
	Intangibles	3,641
	Tangibles	636
	Investments	4,618
	Debtors	21,336
	Cash	13,089
	Creditors <1 year	(28,275)
	Creditors > 1 year	(30,614)
	Customer relationships	135,335
	Net assets	119,766
	Goodwill	30,584
	Non Controlling interest	-
		150,350
	Satisfied by:	
	Cash	109,393
	Deferred consideration	40,957
		150,350
	Revenue	17,090
	Profit	3,943

The intangibles acquired on business combination wholly relates to customer relationships in relation to amounts held by Castle Insurance Services North East Ltd, C.C. Flint and Company Limited, CM Protect Limited, HF Innovations Limited, HF Resolution Limited, HFIS Limited, InsureFirst Limited and Tenancy Deposits (E&W) Limited.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Debtors				
	Group	Group	Company	Company
	31 December 2022	31 March 2022 31	December 2022	31 March 2022
	£000's	£000's	£000's	£000's
Amounts falling due within one year:				
Trade debtors	27,695	25,299	-	
Amounts owed by Group undertakings	•	-	1,004,072	947,322
Current tax	=	-	1,242	
Prepayments and accrued income	13,633	15,890	-	-
Other debtors	11,137	7,230	-	-
Foreign currency forward contracts	118	•	-	-
	52,583	48,419	1,005,314	947,322
Amounts falling due after one year:				
Associates raining due arter one year.				
Directors' loan	-	1,338	-	
		1,338		

Details of directors loans for the directors across the Group are disclosed in note 29.

The amounts owed by Group undertakings are unsecured, non-interest bearing and will be settled in cash.

#### 18 Cash at bank and in hand

	Group 31 December 2022	Group 31 March 2022 3	Company 1 December 2022	Company 31 March 2022
	£000's	£000's	£000's	£000's
Insurance related & restricted	138,949	116,462	-	-
Own Cash	77,863	54,419	-	-
	216,812	170,881		

Insurance related cash balances represent amounts held by the Group arising from the Group's insurance broking operations. Restricted cash balances consist of amounts held by the Group on behalf of insurers for the purposes of more efficiently discharging the Group's responsibilities for claims handling. A corresponding liability in respect of this amount is included within Trade creditors (see note 19).

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

19	Creditors: amounts falling due within one	e year			
		Group	Group	Сотрапу	Company
		31 December 2022	31 March 2022	31 December 2022	31 March 2022
		£000's	£000's	£000's	£000's
	Trade Creditors	136,513	113,438	-	-
	Amounts owed to Group undertakings	-	-	1,239,045	566,171
	Corporation tax payable	4,344	934	-	-
	Other taxation and social security	3,172	2,566	-	-
	Other creditors	1,077,279	274,772	3	35,747
	Accruals and deferred income	17,218	20,469	616	5,951
	Foreign currency forward contracts	-	111	=	=
		1,238,526	412,290	1,239,664	607,870

The amounts owed to Group undertakings are unsecured, non-interest bearing and will be settled in cash. Details of directors loans for the directors across the Group are disclosed in note 29.

#### 20 Creditors: amounts falling due after one year

	Group 31 December 2022 £000's	Group 31 March 2022 £000's	Company 31 December 2022 £000's	Company 31 March 2022 £000's
Loans	•	549,126	-	548,947
		549,126	<u>-</u>	548,947

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 20 Creditors: amounts falling due after one year (continued)

Borrowings are repayable as follows:

	Group 31 December 2022	Group 31 March 2022 31 D	Company ecember 2022	Company 31 March 2022
Loans	£000's	£000's	£000's	£000's
Between one and five years	-	-	-	-
Over five years	-	549,126		548,947
	·	549,126		548,947

On 2 February 2020 Brown & Brown UK - GRP Limited (formerly GRP UK Bidco Limited) entered into a loan facility with Ares Management Limited comprising of £608.996m of committed funds. Interest is payable on those funds at a variable rate of up to 7.84% plus LIBOR. A fixed and floating charge was granted as security for the issuance of the loan. The loan was repaid in full on 1 July 2022.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Contingent	Deferred	Deferred	Share Based	Total
consideration £000's	consideration £000's	taxation £000's	Payment Liability £000's	£000's
44,684	247	104,186	13,396	162,512
41,688	285	30,598	-	72,570
3,978	-	(5,637)		(1,659)
(32,174)	-	-	(13,396)	(45,570)
(2,289)	546	-	-	(1,742)
55,887	1,078	129,146		186,111
	44,684 41,688 3,978 (32,174) (2,289)	consideration £000's         consideration £000's           44,684         247           41,688         285           3,978         -           (32,174)         -           (2,289)         546	consideration £000's         consideration £000's         taxation £000's           44,684         247         104,186           41,688         285         30,598           3,978         -         (5,637)           (32,174)         -         -           (2,289)         546         -	consideration £000's         consideration £000's         taxation £000's         Payment Liability £000's           44,684         247         104,186         13,396           41,688         285         30,598         -           3,978         -         (5,637)         -           (32,174)         -         -         (13,396)           (2,289)         546         -         -

The provision for deferred consideration is measured at fair value through profit and loss and after applying an appropriate discount rate. Changes in fair value attributable to changes to the Group's own credit risk are not considered material. Payment is made based on the timings included in the share purchase agreements.

The provision for contingent consideration is recognised when the payment is probable and can be measured reliably. Changes in the value of the liability are adjusted to the cost of the combination. Payment is expected to be made based on the timings included in the share purchase agreements.

The provision for share based payments relates to the expected future payout to shareholders who obtained shares outside of the original business combination. Full payment was made on 1 July 2022.

On 3 March 2021, it was announced in the Budget that the UK tax rate will increase from 19% to 25% from 1 April 2023 onwards. The deferred tax balance has been calculated at the rate expected at the date of amortisation.

As a consequence of the business sector the Group operates in, claims alleging professional negligence may be made against the Group in the ordinary course of business. Some of these may have a material adverse impact on the Group's profitability, cash and capital. The Group mitigates this risk by ensuring that it has in place robust and risk-based governance and operational policies and procedures, and that staff are competent for the roles they perform and have access to appropriate training and development. In addition, the Group has taken out Errors & Omissions insurance cover.

	Contingent
	consideration
Company	£000's
At 1 April 2021	11,425
P&L Movement	3,576
At 31 March 2022	15,000
Utilisation	(15,000)
At 31 December 2022	<del></del>

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

22	Deferred taxation		
		At 31 December 2022	31 March 2022
	Group	£000's	£000's
	Decelerated capital allowances	-	-
	Deferred tax asset		
	Other short term timing differences	(1,119)	(63)
	Intangible timing differences	130,265	104,248
	Deferred tax liability	129,146	104,185

Deferred tax assets and liabilities are offset only where the Group has a legally enforceable right to do so and where the assets and liabilities relate to income taxes levied by the same taxation authority on the same taxable entity or another entity within the group.

Deferred tax balances have been provided at 19%, to the extent that they are expected to reverse in periods to which that rate of corporation tax applies. As an increased rate of 25% has been substantively enacted by the Balance Sheet date and applies to profits and losses arising on or after 1 April 2023, that increased rate has been applied to deferred tax assets and liabilities that are expected to remain outstanding at 1 April 2023.

Deferred tax assets totalling E2,296,128 have not been recognised in respect of timing difference relating to tax losses and other amounts available for carry forward where it is not probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

The Group has an unprovided deferred tax asset, relating to corporate interest restrictions that will be available as deductions in future, of £5.3m (calculated at the rate anticipated to apply to any reversal, of 25%). Forecasts have been prepared for The Group and to consider the scope to recognise deferred tax assets in each of the subsidiary companies. These forecasts demonstrate that The Group will generate substantial EBITDA. However, given that, going forward, the group aims to broadly match its debt and equity funding, it is anticipated that the level of on-going interest costs will mean that previous corporate interest restrictions will take some time to reverse. Furthermore, it has been decided that any such reversals will first be taken in Brown & Brown UK Holdca Etd. Accordingly, it is not anticipated that the corporate interest restrictions carried forward in these companies will reverse in the foreseeable future.

#### 23 Derivative financial instruments

	At 31 December 2022	31 March 2022
	£000's	£000's
Assets		
	<del></del>	
Foreign exchange forward contracts	118	(111)

Forward foreign currency contracts are valued using quotes forward exchange rates and yield curves derived from quoted interest rates matching maturities of the contracts.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

ı	Financial instruments		
		31 December 2022	31 March 2022
	Group	£000's	£000's
	Financial assets		
	Measured at undiscounted amount receivable:		
	Trade and other debtors (see note 17)	52,466	49,869
	Cash at bank and in hand (see note 18)	216,812	170,881
		269,277	220,750
	Instruments measured at fair value through profit and loss:		
	Foreign exchange forward contracts (See note 23)	118	(111)
	Non trade investments (see note 15)	850	798
		968	687
	Financial liabilities		
	Contingent consideration liability (see note 21)	55,887	44,684
		55,887	44,684
	Measured at amortised cost:		
	Loans payable (see note 20)	-	549,126
	Trade creditors (see note 19)	136,513	113,438
		136,513	662,564

Deferred consideration is measured at fair value through the profit and loss (see note 1).

24	Financial instruments (continued)		
	The Group's income, expense, gains and losses in respect of financial instrument	s are summarised belo 31 December 2022 £000's	w: 31 March 2022 £000's
	Interest expense Total interest payable	15,981	44,077
		15,981	44,077
25	Called-up share capital and reserves		
		Group Called up a 31 December 2022	Company nd fully paid 31 March 2022
		£	£
	63,689 ordinary shares of £1 each	64	64
		64	64

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 25 Called-up share capital and reserves (continued)

#### Ordinary share rights

Any profits which the directors determine to distribute in respect of any financial year and the capital and assets of the Company on a winding-up or other return of capital available for distribution to the members of the Company shall be distributed amongst the Ordinary Shareholders pari passu. On a show of hands every holder of Ordinary Shares who (being an individual) is present or (being a corporation) is present by a duly authorised representative (not being himself a member entitled to vote) shall have one vote.

#### Reserves

Reserves of the Company represent the following:

#### Share capita

Nominal value of share capital subscribed for.

#### FX Reserve

The cumulative impact of foreign currency translations on consolidation.

#### Profit and loss account

Cumulative profit and loss net of distributions to owners.

#### **Equity reserve**

The cumulative impact of share based payment charges.

₹6	Cash flow statement	· -	·	
	Reconciliation of total loss to cash generated by operations	Notes	9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's
	Loss for the year		(63,391)	(98,255)
	Adjustment for:			
	Finance costs	5	15,980	47,652
	Investment income	5	(2)	(34)
	s Loan amortisation		3,959	2,189
	(Gain)/ loss on disposal of tangible asset	7	2,284	(60)
	Fair value losses on foreign exchange contracts	7	(685)	305
	Depreciation and amortisation	12, 13, 14	77,287	84,679
	Share Based Remuneration		744	10,936
	Corporation tax	10	(256)	18,935
	Operating cash flow before movement in working capital		35,920	66,347
	Movement in debtors		17,904	(9,100)
	Movement in creditors		(17,767)	17,699
	Movement in amount due to other group companies		187,861	-
	Cash (absorbed) / generated by operations		223,918	74,946
	Cash and cash equivalents represent.		9 Month Period ended 31 December 2022 £000's	Year ended 31 March 2022 £000's
	Cash at bank and in hand	18	216,812	170,881
	Bank overdrafts		-	-
	Cash and cash equivalents		216,812	170,881
	Cash and Cash equivalents			

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

26	Cash flow statement (continue	ed)			
		At 31 March 2022	Cash flows	Acquisitions	At 31 December 2022
	Cash at bank and in hand	170,881	(50,373)	96,304	216,812
	Bank loans	(205,000)	205,000	-	-
	Net debt	(34,119)	154,627	96,304	216,812

#### 27 Post balance sheet events

On 3 January 2023 the Group acquired 100% of the ordinary share capital of Christopher Trigg Limited and Nucleus Underwriting Limited, companies incorporated in the United Kingdom.

On 5 January 2023 the Group acquired 100% of the ordinary share capital of BPW Topco Limited Limited, a company incorporated in the United Kingdom.

On 1 February 2023 the Group acquired 100% of the ordinary share capital of Edmondsons Limited, a company incorporated in the United Kingdom.

On 3 February 2023 the Group purchased the renewal rights to a book of business of Visibly Health.

On 8 February 2023 the Group acquired 100% of the ordinary share capital of Gower House Limited, a company incorporated in the United Kingdom.

On 1 April 2023 the Group purchased the renewal rights to a book of business of M R Lonsdale

On 6 April 2023 the Group acquired 100% of the ordinary share capital of Thompson & Co (Risk Solutions) Holdings Limited.

On 1 June 2023 the Group acquired 100% of the ordinary share capital of Amicus Solutions Holdings Limited, a company incorporated in the United Kingdom.

On 1 July 2023 the Group acquired 100% of the ordinary share capital of Petherwick Insurance Brokers Limited, a company incorporated in the United Kingdom.

On 3 July 2023, the Group acquired 100% of the ordinary share capital of SB2 Ltd, a company incorporated in the United Kingdom

On 1 August 2023, the Group acquired 100% of the ordinary share capital of Petsmedicover Limited, a company incorporated in the United Kingdom.

On 1 September 2023 the Group acquired 100% of the ordinary share capital of Square Circle Brokers Limited, a company incorporated in the United Kingdom.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 28 Commitments under operating leases

The total future minimum lease payments under non-cancellable operating leases are as follows:

Amounts due:	Group 31 December 2022 £000's	Group 31 March 2022 £000's	Company 31 December 2022 £000's	Company 31 March 2022 £000's
Within one year	4,687	4,342	-	-
Between one and five years	10,754	10,735		-
After five years	722	1,543	-	
	16,164	16,620		

#### 29 Related party transactions

All directors' loan balances outstanding from the previous year were settled during the period. There were no other related party transactions with directors during the period.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FUR THE PERIOD ENDED 31 DECEMBER 2022

#### 29 Related party transactions (continued)

	(Due to)/ Receivable at 31 March 2022	Net change during the year	(Due to)/ Receivable at 31 December 2022
Name of entity	£	£	£
Centrix Insurance Holdings Limited	8,697,332	-	8,697,332
City of London Underwriting Agencies Limited	(188,284)	4,331	(183,954)
Camberford Holdco Limited	(1,964,851)	(128,662)	(2,093,513)
Abbey Bond Lavis Limited	986,109	(5,233,723)	(4,247,614)
GRP Sterling Limited	(1,750,628)	34,515	(1,716,113)
Cavendish Munro Professional Risks Limited	127,872	(2,527,100)	(2,399,228)
McGrady Limited	(3,822,234)	(852,106)	(4,674,339)
European Property Underwriting Limited	(7,260,508)	(1,173,319)	(8,433,828)
Marshall Wooldridge Limited	(3,858,465)	(3,902,250)	(7,760,714)
Marshall Wooldridge Group Holdings Limited	5,810	-	5,810
Marshall Wooldridge Holdings Limited	2,249,664	102,364	2,352,029
Marshall Wooldridge South Yorkshire Limited	71,463	(71,463)	-
Ropner Insurance Services Limited	(545,146)	1,691	(543,455)
Plum Underwriting Limited	(2,633,817)	(4,773,283)	(7,407,100)
Lonmar Global Risks Limited	(4,310,372)	(5,942,000)	(10,252,372)
Green Insurance Brokers Limited	(795,324)	(6,131,859)	(6,927,183)
Alan & Thomas Insurance Brokers Limited	(10,626,430)	(3,928,247)	(14,554,677)
Alan & Thomas Insurance Brokers Basingstoke Limited	(0)	749,937	749,937
CICG Limited	36,400,246	2,039,983	38,440,229
County Insurance Consultants Limited	(239,994)	(5,212,585)	(5,452,579)

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

### 29 Related party transactions (continued)

	(Due to)/ Receivable at 31 March 2022	Net change during the year	(Due to)/ Receivable at 31 December 2022
	£	£	£
Alan & Thomas Holding Company Limited	1,833,770	109,111	1,942,881
Thompson Brothers Insurance Consultants Limited	10,400	(10,400)	(0)
Ability Services Limited	34,529	(35,351)	(822)
G.W.I. Limited	(795)	795	0
NMJ Insurance Brokers Limited	(150,017)	-	(150,017)
CCIB Holdings Limited	(569,688)	(14,695)	(584,383)
Greens Holdco 1 Limited	(581,837)	(616,106)	(1,197,944)
Douglas Insurance Brokers Limited	(145,659)	-	(145,659)
Country & Commercial Insurance Brokers Limited	68,567	(745,733)	(677,166)
Camberford Law Limited	(26,019,655)	(1,702,410)	(27,722,065)
Clouddesk Limited	22,129	-	22,129
Camberford Law 2008 Limited	8,111,997	(11,921)	8,100,076
DCJ Group Insurance & Risk Management Limited	3,612,904	(689,048)	2,923,856
Digney Grant Limited	(2,137,382)	(773,543)	(2,910,925)
Guardian IB Limited	(127,737)	(1,250,933)	(1,378,670)
U-Sure Insurance Services Limited	(3,619,569)	4,972	(3,614,597)
Cherish Insurance Brokers Limited	(22,668,018)	(103,116)	(22,771,133)
KMGC Limited	(899,084)	822,197	(76,887)
Swinford Insurance Consultants Limited	(80,197)		(80,197)

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 29 Related party transactions (continued)

	(Due to)/ Receivable at 31 March 2022	Net change during the year	(Due to)/ Receivable at 31 December 2022
	£	£	£
Key Insurance Group Limited	(19,858)	-	(19,858)
Meadons Insurance Brokers Limited	(333,773)	(39,309)	(373,082)
Eric Rawlins & Co Limited	(248,455)	-	(248,455)
Professional Insurance Agents Limited	(386,486)	(266,693)	(653,179)
3XD Limited	(3,426,647)	(894,674)	(4,321,321)
Meadons Holdings 1 Limited	(102)	-	(102)
Rawlins Holdings Limited	(930,616)	930,615	(1)
Reid Briggs & Co Limited	(561,785)	-	(561,785)
Reid Briggs (Holdings) Limited	(111,391)	-	(111,391)
Millard Insurance Services Limited	(319,353)	(1)	(319,355)
Gauntlet Insurance Services Limited	(1,783,161)	(228,233)	(2,011,394)
Barpax Associates Limited	(74,035)	(10,471)	(84,505)
Clifton Morłey Associates Limited	(204,092)	=	(204,092)
Kingsway Insurance Services Limited	(685,041)	(542,178)	(1,227,219)
Bausor Hall Associates Limited	(234,065)	(166,570)	(400,635)
Birrell Group Limited	1,177,902	552,054	1,729,956
L J B Management Co Limited	172,719	-	172,719
Manor Insurance Services Limited	(184,458)		(184,458)
R.T. Williams Insurance Brokers Limited	(854,266)	-	(854,266)
NIB Insurance Brokers Limited	(416,307)	52	(416,255)

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

### 29 Related party transactions (continued)

	(Due to)/ Receivable at 31 March 2022	Net change during the period	(Due to)/ Receivable at 31 December 2022
	£	£	£
NIBL Holdings Limited	57,362	-	57,362
Britannia Consultants Services Limited	(91,981)	-	(91,981)
Premier Choice Healthcare Limited	(328,537)	(946,688)	(1,275,225)
Premier Choice Healthcare Holdings Limited	187,358	1,271,537	1,458,895
Premier Choice Healthcare Group Limited	(181,999)	1,217,324	1,035,325
CJN Insurance Services Limited	(251,555)		(251,555)
Managed Risk Solutions Limited	(505,962)	(406,966)	(912,928)
Home Counties Insurance Services Limited	(197,002)	(124,634)	(321,636)
Crotty Insurance Brokers Limited	(2,418,590)	(750,352)	(3,168,942)
Newstead Insurance Brokers Limited	(728,032)	(367,981)	(1,096,013)
Insync Insurance Solutions Limited	(1,109,407)	(1,430,827)	(2,540,234)
J E Sills & Sons Limited	(811,531)	(159,030)	(970,561)
SJA International Limited	(81,909)	-	(81,909)
Newstead London Limited	44,399	-	44,399
Alford Burton & Co Limited	(292,241)	(298,764)	(591,006)
Fed Agricultural Limited	7,174	840	8,014
Real Insurance Group Limited	(601,000)	(570,865)	(1,171,86\$)
GW 375 Limited	120,000	~	120,000
Martins Insurance Brokers Limited	(270,503)	(312,258)	(582,761)
Three Sixty Insure Limited	(349,647)	(198,243)	(547,889)

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 29 Related party transactions (continued)

Other related party transactions (continued)

	(Due to)/ Receivable at 31 March 2021	Net change during the year	(Due to)/ Receivable at 31 December 2022
	£	£	£
Equity Health Solutions Limited	(54,028)	(21,040)	(75,068)
BIG Insurance Limited	20,634	(632,881)	(612,248)
Aquilla Insurance Brokers Limited	80,184	(872,958)	(792,775)
Archenfield Insurance Management Limited		(189,491)	(189,491)
	(49,942,983)	(47,418,641)	(97,361,624)

The amounts outstanding are unsecured, non-interest bearing and will be settled in cash. No guarantees have been given or received. No expense has been recognised in the year in respect of bad debts from related parties.

### 30 Ultimate controlling party

The immediate parent company is GRP UK Midco Limited, a company incorporated in the United Kingdom.

The ultimate parent and controlling party is Brown & Brown, Inc., a company incorporated in the United States of America.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 31 Subsidiary Undertakings

#### **Group investments**

The parent Company and the Group have investments in the following subsidiary undertakings, associates and other investments:

Unless otherwise stated, all subsidiaries are incorporated in the United Kingdom with registered office of 55 Mark Lane, London, United Kingdom, EC3R 7NE and have financial periods ended 31 December 2022:

		Class of share- holding	% He	ld
Name of subsidiary undertaking	Nature of business		Direct	Indirect
3XD Limited	Insurance intermediary	Ordinary A, B		100%
Abbey Bond Lovis Limited	Insurance intermediary	Ordinary A, A2, B, B2 & C		100%
Ability Services Limited	Dormant	Ordinary		100%
Alan & Thomas Holding Company Limited	Intermediate holding co.	Ordinary, A, B, C & D		100%
Alan & Thomas Insurance Brokers Limited	Intermediate holding co.	Ordinary		100%
Allcover Insurance Brokers Limited	Insurance intermediary	Ordinary A		100%
Anglo Hibernian Bloodstock Insurance Services Limited	Insurance intermediary	Ordinary		100%
Aquilla Insurance Brokers Limited	Insurance intermediary Insurance intermediary	Ordinary A, B & C		100%
Archenfield Insurance Management Limited	,	Ordinary		100%
Assured Insurance Solutions Limited	Dormant Insurance intermediary	Ordinary A		100%
Bausor Hall Associates Limited		Ordinary		100%
Barpax Associates Limited	Insurance intermediary	Ordinary		100%
Bayliss & Cooke Limited	Dormant	Ordinary		100%
BBM Sixty Limited	Intermediate holding co.	Ordinary		100%
BBPS Limited	Insurance intermediary	Ordinary		100%
BHK Insurance Services Limited	Insurance intermediary	Ordinary		100%
BIG Insurance Limited	Insurance intermediary	Ordinary A,B, C,		100%

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Subsidiary Undertakings (continued) Class of share-holding % Held Name of subsidiary undertaking Nature of business Direct Indirect Birrell Group Limited Intermediate holding co. Ordinary A, B & C 100% Birrell Holdco Limited Intermediate holding co. Ordinary A 100% BPW Topco Limited Intermediate holding co. Ordinary 100% Insurance intermediary Ordinary 100% **BPW Insurance Services Ltd** Insurance intermediary Ordinary 100% Britannia Consultants Services Limited **Business Insurance Specialists Limited** Insurance intermediary 100% Camberford Holdco Limited Intermediate holding co. Ordinary A, B & C 100% 100% Camberford Law 2008 Limited Intermediate holding co. Ordinary Insurance intermediary Ordinary 100% Camberford Law Limited Insurance intermediary 100% Castle Insurance Services Limited Cavendish Munro Professional Risks Limited Insurance intermediary Ordinary A & B 100% 100% C.C. Flint and Company Limited Insurance intermediary Ordinary 100% **CCIB** Holdings Limited Intermediate holding co. Ordinary A & B Centrix Insurance Holdings Limited Intermediate holding co. Ordinary 100% Cherish Insurance Brokers Limited Insurance intermediary Ordinary A 100% Christopher Trigg Limited Insurance intermediary Ordinary 100% CICG Limited Intermediate holding co. Ordinary A, A1, A2,B, B1 100% City of London Underwriting Agencies Insurance intermediary Ordinary A & B 100% Insurance intermediary 100% CJN Insurance Services Limited Clifton Morley Associates Limited Insurance intermediary Ordinary A & B 100% Insurance intermediary CloudDesk Limited Ordinary 100%

Dormant

Coachline Insurance Services Limited

Ordinary

100%

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

		Class of share-	% Held	
Name of subsidiary undertaking CM Protect Limited	Nature of business Other	Ordinary	Direct I	Indirect 100%
Corporate Trustcare Management Limited	Dormant	Ordinary		100%
Country & Commercial Insurance Brokers Limited	Insurance intermediary	Ordinary		100%
County Holdco Limited	Intermediate holding co.	Ordinary A		100%
County Insurance Consultants Limited	Insurance intermediary	Ordinary		100%
Crendon Insurance Brokers Limited	Insurance intermediary	Ordinary		100%
<sup>2</sup> Crotty Insurance Brokers Limited	Insurance intermediary	Ordinary A, B & C		100%
DCJ Group insurance & Risk Management Limited	Insurance intermediary	Ordinary A & B		100%
1Digney Grant Limited	Insurance intermediary	Ordinary		100%
Douglas Insurance Brokers Limited	Insurance intermediary	Ordinary A		100%
Edmondsons Limited	Insurance intermediary	Ordinary		100%
Equity Health Solutions Limited	Insurance intermediary	Ordinary		100%
Eric Rawlins & Co Limited	Insurance intermediary	Ordinary		100%
European Property Underwriting Limited	Insurance intermediary	Ordinary A, B & C		100%
E.W. Knapton (Insurance) Limited	Insurance intermediary	Ordinary		100%
Fed Agricultural Limited	Dormant	Ordinary A & B		100%
First Broker Solutions Limited	Dormant	Ordinary A & B		100%
First Insurance Solutions Limited	Insurance intermediary	Ordinary		100%
Five Insurance Brokers Limited	Insurance intermediary	Ordinary		100%
Gauntlet Insurance Services Limited	insurance intermediary	Ordinary A, B & C		100%
<sup>3</sup> Global Risk Partners Intermediary Ltd	Intermediate holding co.	Ordinary A, B, C & D		100%
Global Risk Partners Intermediary Limited	Intermediate holding co.	Ordinary		100%
Brown & Brown (Europe) Limited	Intermediate holding co.	Ordinary A	100%	

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Subsidiary Undertakings (continued) Class of share-% Held holding Name of subsidiary undertaking Nature of business Direct Indirect Gower House Limited Intermediate holding co. Ordinary 100% Green Insurance Brokers Limited Intermediate holding co. Ordinary A 100% Intermediate holding co. Ordinary A, B 100% Greens Holdco 1 Limited 100% Greens Holdco Limited Intermediate holding co. Ordinary A Brown & Brown Broking Holdco (Europe) Limite Intermediate holding co. Ordinary 100% Brown & Brown Claims (UK) Limited Intermediate holding co. Ordinary A 100% 100% GRP Holdco 1 Limited Intermediate holding co. Ordinary GRP Holdco 2 Limited Intermediate holding co. Ordinary 100% GRP Lodge Limited Intermediate holding co. Ordinary 100% Brown & Brown MGA Holdco (UK) Limited Intermediate holding co. Ordinary 100% Intermediate holding co. Ordinary 100% Brown & Brown Minorities (UK) Limited Brown & Brown Retail Holdco (Europe) Limited Intermediate holding co. Ordinary A & B 100% **GRP** Retail Limited Insurance intermediary Ordinary 100% Intermediate holding co. Ordinary 100% **GRP Sterling Limited** Intermediate holding co. Ordinary A & B, 100% GRP Wholesale Holdco Limited Insurance intermediary Ordinary A & B 100% Guardian IB Limited GW 375 Limited Dormant Ordinary A 100% Other Ordinary 100% Health & Safety Click Limited Intermediate holding co. Ordinary Hedron Holdings Limited 100% **HFIS Limited** Insurance intermediary Ordinary 100% 100% HF Innovations Limited Other Ordinary HF Resolution Limited Other Ordinary 100%

Other

Ordinary

Landlord Action Limited

100%

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### Subsidiary Undertakings (continued) Class of share-% Held Name of subsidiary undertaking Nature of business Direct Indirect Higos Holdings Limited Intermediate holding co. Ordinary A 100% Higos Insurance Services Limited Insurance intermediary Ordinary 100% Higos Limited Intermediate holding co. Ordinary A, B & C 100% Home Counties Insurance Services Limited Insurance intermediary Ordinary 100% Independent Healthcare (UK) Limited 100% Insurance intermediary Ordinary Inspire Risk Management Limited Insurance intermediary Ordinary A 100% Insure First Limited Insurance intermediary Ordinary 100% Insync Insurance Solutions Limited Insurance intermediary Ordinary B, C, D & 100% J E Sills & Sons Limited Insurance intermediary Ordinary 100% Key Insurance Group Limited Insurance intermediary Ordinary A & B 100% Kingsway Insurance Services Limited Insurance intermediary Ordinary A 100% KMGC Limited Insurance intermediary Ordinary 60% Lawrence Fraser Brokers Limited Intermediate holding co. Ordinary A 100% Lawrence Fraser Limited Ordinary 1.00% Insurance intermediary L J B Management Co Limited Intermediate holding co. Ordinary A & B 100% Lexicon Property Limited Insurance intermediary Ordinary 100% Lonmar Global Risks Limited Insurance intermediary Ordinary 100% Managed Risk Solutions Limited Insurance intermediary Ordinary 100% Manor Insurance Services Limited Insurance intermediary Ordinary 100% Marshall Wooldridge Limited Insurance intermediary Ordinary A 100% Marshall Wooldridge Group Holdings Intermediate holding co. Ordinary A & B 100% Marshall Wooldridge Holdings Limited Intermediate holding co. Ordinary A 100%

Insurance intermediary Ordinary

2 Martins Insurance Limited

100%

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Subsidiary Undertakings (continued)			
		Class of share- holding	% Held
Name of subsidiary undertaking McGrady Limited	Nature of business Insurance intermediary	Ordinary	Direct Indirect
Meadons Holdings 1 Limited	Intermediate holding co.	Ordinary A	100%
Meadons Insurance Brokers Limited	Insurance intermediary	Ordinary	100%
Millard Insurance Services Limited	Insurance intermediary	Ordinary A	100%
My Deposits Limited	Other	Ordinary	100%
Newstead Insurance Brokers Limited	Insurance intermediary	Ordinary A & B	100%
Newstead London Limited	Dormant	Ordinary	100%
NIBL Holdings Limited	Intermediate holding co.	Ordinary & B	100%
NIB Insurance Brokers Limited	Insurance intermediary	Ordinary	100%
NMJ Insurance Brokers Limited	Insurance intermediary	Ordinary	100%
Oasis Property Insurance Services Limited	Insurance intermediary	Ordinary	100%
Parkmatic Publications Limited	Other	Ordinary A & B	100%
Parkmatic Securities Limited	Dormant	Ordinary A & B	100%
Perkify.co.uk Limited	Dormant	Ordinary A & B	100%
Plum Underwriting Limited	Insurance intermediary	Ordinary &	100%
PNMCO Limited	Dormant	Ordinary	100%
PPJ Holdings Limited	Insurance intermediary	Ordinary	100%
Premier Choice Healthcare Group Limited	Intermediate holding co.	Ordinary	100%
Premier Choice Healthcare Holdings Limite	ed Intermediate holding co.	Ordinary A, B & C	100%
Premier Choice Healthcare Limited	Insurance intermediary	Ordinary	100%
Prescott Jones Limited	Insurance intermediary	Ordinary	100%
Professional & Medical Insurance Solution Limited	s Insurance intermediary	Ordinary & A	100%
Professional Insurance Agents Limited	Insurance intermediary	Ordinary A, B, C,	100%

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

-	,,,				
			Class of share- holding	% Held	d
	Name of subsidiary undertaking	Nature of business		Direct	Indirect
	Reid Briggs & Co Limited	Insurance	Ordinary		100%
	Reid Briggs (Holdings) Limited	Intermediate	Ordinary		100%
	Real Insurance Group Limited	Insurance	Ordinary		100%
	RIB Assured Group Limited	Intermediate	Ordinary A		100%
	RIB Group Limited	Insurance	Ordinary A		100%
	RK Shipman Limited	Insurance	Ordinary A & B		100%
	RMK Insurance Consultants Limited	Insurance	Ordinary		100%
	Ropner Insurance Services Limited	Insurance	Ordinary A		100%
	R.T. Williams Insurance Brokers Limited	Insurance	Ordinary		100%
	Sagar Holdings (Accrington) Limited	Intermediate	Ordianry A, B & C		100%
	Shearwater Insurance Services Limited	Insurance	Ordianry A		100%
	SJA International Limited	Dormant	Ordinary		100%
	S M Commercial Insurance Brokers Limited	Dormant	Ordinary		100%
	Square Peg Holdings Limited	Intermediate	Ordinary		18%
	Swinford Insurance Consultants Limited	Insurance	Ordinary		100%
	Taylor Berry Knight Limited	Insurance	Ordinary		100%
	Tenancy Deposits (E&W) Limited	Dormant	Ordinary		100%
	Tenancy Deposits (Jersey) Limited	Other	Ordinary		100%
	Tenancy Deposits (Scotland) Limited	Other	Ordinary		100%
	Tenancy Deposit Solutions Limited	Other	Ordinary		100%
	Tenancy Deposits (NI) Limited	Dormant	Ordinary		100%
	The Insurance Group Limited	Intermediate	Ordinary A		100%

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

		Class of share- holding	% Hel	ld
Name of subsidiary undertaking	Nature of business		Direct	Indirect
The Purple Partnership Limited	Insurance intermediary	Ordinary A		100%
Thomas Sagar Holdings (Accrington) Limited	Intermediate holding co.	Ordianry A		100%
Thomas Sagar Holdings Limited	Intermediate holding co.	Ordinary A & B		100%
Thomas Sagar Insurances Limited	Insurance intermediary	Ordinary		100%
Thompson Brothers Holdings Limited	Intermediate holding co.	Ordinary A		100%
Thompson Brothers Insurance Consultants Limited	Insurance intermediary	Ordinary A		100%
Three Sixty Insure Limited	Insurance intermediary	Ordinary A, B & C		100%
Trimulgherry Investments Limited	Intermediate holding co.	Ordinary A		100%
Trimulgherry Investments (Southend) Limited	Intermediate holding co.	Ordinary A & B		100%
U-Sure Insurance Services Limited	Insurance intermediary	Ordinary A		100%
Web Shaw Limited	Insurance intermediary	Ordinary A, B & C		100%
WM Brokers Limited	Insurance intermediary	Ordinary		100%
Woodward Markwell Holdco B Limited	Intermediate holding co.	Ordinary		100%

 $<sup>^{1}</sup>$  Registered office: 6 Sugar Island, Newry, BT35 6HT

<sup>&</sup>lt;sup>2</sup> Registered office: 6 Leopardstown Office park, Sandyford Industrial Estate Dublin 18, Dublin

<sup>&</sup>lt;sup>3</sup> Registered office: 5th Floor, 40 Mespil Road, Dublin 4 D04 C2N4

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

#### 31 Subsidiary Undertakings (continued)

As a parent company, established under the law of the UK (an EEA state) for the financial period ended 31 December 2022, Brown & Brown UK - GRP Limited took advantage of the exemption from audit under section 479A of the Companies Act 2006 for the following subsidiary undertakings:

Company name	Company number
3XD Limited	05729788
Abbey Bond Lovis Limited	00599387
Ability Services Limited	05984762
Alan & Thomas Holding Company Limited	06909287
Alan & Thomas Insurance Brokers Limited	04514651
Alford Burton and Company Limited	02146781
Allcover Insurance Brokers Limited	05040684
Anderson Ashcroft Insurance Brokers Limited	04567051
Anderson Ashcroft Limited	04168298
Anglo Hibernian Bloodstock Insurance Services Limited	03368447
Aquilla Inurance Brokers Limited	06552042
Archenfield Insurance Management Limited	04261949
Assured Insurance Solutions Limited	04588655
Barpax Associates Limited	04643523
Bausor Hall Associates Limited	04571338
BBPS Limited	04659849
BHK Insurance Services Limited	05869942
BIG Insurance Limited	03724534
Birrell Group Limited	10170067
Birrell Holdco Limited	10331462
Britannia Consultants Services Limited	07190673
Business Insurance Specialists Limited	09015223
C.C. Flint and Company Limited	01639696
Camberford Holdco Limited	09775141
Camberford Law 2008 Limited	6511574
Castle Insurance Services (North East) Ltd	06830578
CCIB Holdings Limited	06004494
Centrix Insurance Holdings Limited	06778303
Cherish Insurance Brokers Limited	02781995
CICG Limited	08529230
City of London Underwriting Agencies Limited	03471330
CJN Insurance Services Limited	03351716
Clifton Morley Associates Limited	04697771
CloudDesk Limited	09164619
Corporate Trustcare Management Limited	04721457
CMProtect Limited	08564332
Country & Commercial Insurance Brokers Limited	05996852
County Holdco Limited	10332035
County Insurance Consultants Limited	04787941
Crendon Insurance Brokers Limited	04800453
DCJ Group Insurance & Risk Management Limited	02554999

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

, , , , , , , , , , , , , , , , , , , ,	
Company name	Company number
Digney Grant Limited	NI039850
Douglas Insurance Brokers Limited	00520385
Equity Health Solutions Limited	10300459
Eric Rawlins & Co Limited	00418955
European Property Underwriting Limited	06686913
E.W. Knapton (Insurance) Limited	00802347
Fed Agricultural Limited	08946891
First Broker Solutions Limited	09829681
First Insurance Solutions Limited	07102852
Five Insurance Brokers Limited	07333184
Gauntlet Insurance Services Limited	01735637
Brown & Brown (Europe) Limited	08613882
Green Insurance Brokers Limited	02086969
Greens Holdco 1 Limited	04386466
Greens Holdco Limited	08568295
Brown & Brown Broking Holdco (Europe) Limited	09325602
Brown & Brown Claims (UK) Limited	06474123
GRP Holdco 1 Limited	08707767
GRP Holdco 2 Limited	08708194
GRP Lodge Limited	12694873
Brown & Brown MGA Holdco (UK) Limited	08708482
Brown & Brown Minorities (UK)Limited	13600931
Brown & Brown Retail Holdco (Europe) Limited	09452808
GRP Retail Limited	09850559
GRP Sterling Limited	10121686
Brown & Brown Wholesale Holdco (UK) Limited	03054049
Guardian IB Limited	08048912
GW 375 Limited	04706932
Health & Safety Click Limited	04228021
Hedron Holdings Limited	13184728
HF Innovations Limited	12377493
HF Resolution Limited	08994516
HFIS Limited	03252806
Higos Holdings Limited	02652872
Higos Insurance Services Limited	02667978
Higos Limited	09728114
Home Counties Insurance Services Limited	02532799
Independent Healthcare (UK) Limited	06154003
Inspire Risk Management Limited	06509349
Insurefirst Limited	09382627
Insync Insurance Solutions Limited	08810662
J E Sills & Sons Limited	03960552
Key Insurance Group Limited	02865749
Kingsway Insurance Services Limited	04535922
KMGC Limited	09723239

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Company name	Company number
L J B Management Co Limited	11422510
Landlord Action Limited	08067511
Lawrence Fraser Brokers Limited	08288445
Lawrence Fraser Limited	06644578
Lexicon Property Limited	09724158
Managed Risk Solutions Limited	05854117
Manor Insurance Services Limited	04824667
Marshall Wooldridge Group Holdings Limited	10290398
Marshall Wooldridge Holdings Limited	04962272
Marshall Wooldridge Limited	01093348
McGrady Limited	NI006094
Meadons Holdings 1 Limited	11942279
Meadons Insurance Brokers Limited	05035657
Millard Insurance Services Limited	04547385
My Deposits Limited	06503750
Newstead Insurance Brokers Limited	02190284
Newstead London Limited	06932852
NIB Insurance Brokers Limited	07028893
NIBL Holdings Limited	09262636
NMJ Insurance Brokers Limited	06886321
Oasis Property Insurance Services Limited	05603058
Parkmatic Publications Limited	04410762
Parkmatic Securities Limited	08116217
Perkify.co.uk Limited	12125273
PNMCO Limited	12874386
Premier Choice Healthcare Group Limited	08589071
Premier Choice Healthcare Holdings Limited	11395243
Premier Choice Healthcare Limited	03910149
Prescott Jones Limited	04106378
Professional & Medical Insurance Solutions Limited	11367093
Professional Insurance Agents Limited	03012122
R M K Insurance Consultants Limited	02687525
R.T. Williams Insurance Brokers Limited	04994416
Real Insurance Group Limited	02690266
Reid Briggs & Co Limited	00808427
Reid Briggs (Holdings) Limited	05978180
RIB Assured Group Limited	11171741
RIB Group Limited	04098199
RK Shipman Limited	00575483
Ropner Insurance Services Limited	00128838
S M Commercial Insurance Brokers Limited	00128838
	•
Sagar Holdings (Accrington) Limited Shearwater Insurance Services Limited	07516877 02701633
SJA International Limited	
237 HITCHIGHOLGI FILIIIRG	04136682

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2022

Company name	Company number
Swinford Insurance Consultants Limited	04566971
Taylor Berry Knight Limited	08196570
Tenancy Deposit Solutions Limited	05861648
Tenancy Deposits (E&W) Limited	09535807
Tenancy Deposits (Jersey) Limited	119137
Tenancy Deposits (NI) Limited	08297035
Tenancy Deposits (Scotland) Limited	SC396500
The Insurance Group Limited	02080712
The Purple Partnership Limited	06278753
Thomas Sagar Holdings (Accrington) Limited	08844613
Thomas Sagar Holdings Limited	03634567
Thomas Sagar Insurances Limited	00610417
Thompson Brothers Holdings Limited	06241563
Thompson Brothers Insurance Consultants Limited	04553773
Three Sixty Insure Limited	06624077
Trimulgherry Investments (Southend) Limited	11203181
Trimulgherry Investments Limited	09390078
U-Sure Insurance Services Limited	05273923
Web Shaw Limited	05346950
WM Brokers Limited	02156767
Woodward Markwell Holdco B Ltd	13800395