



# BRP GROUP, INC. ANNOUNCES ACQUISITIONS OF AGENCYRM AND VIBRANTUSA

TAMPA, Fla., Feb. 03, 2020 (GLOBE NEWSWIRE) -- BRP Group, Inc. ("BRP Group" or the "Company") (NASDAQ: BRP), a rapidly growing independent insurance distribution firm delivering tailored insurance solutions, today announced that BRP Medicare Insurance III, LLC, a subsidiary of BRP Group operating as Florida Medicare Options ("BRP Medicare"), has acquired substantially all assets of AgencyRM LLC ("AgencyRM"), a Bulverde, Texas-based independent, full-service Field Marketing Organization. AgencyRM offers a range of technology, sales and marketing support enabling their agents to provide information and access to senior health products for individual clients. AgencyRM has annual revenue of approximately \$7.0 million.

The Company also announced that BRP Medicare has acquired substantially all assets of VibrantUSA, Inc. ("VibrantUSA"), a Vancouver, Washington-based independent insurance firm affiliated with AgencyRM representing more than 30 regional and national insurance companies to serve clients enrolled in Medicare. VibrantUSA also provides expertise to insurance and financial professionals who serve the Medicare population. VibrantUSA has annual revenue of approximately \$3.5 million.

Following these Partnerships, BRP Group's nomenclature for strategic acquisitions, AgencyRM and VibrantUSA will continue doing business under their current brands.

"We are delighted to join with Florida Medicare Options, which provides us with enhanced opportunities for our combined firms and our clients," said Robert Solberg, Chief Executive Officer of AgencyRM. "These Partnerships position us to further grow our business as we expand our industry relationships and resources and find new synergies to allow our partner advisors and agents to best serve the needs of our clients."

"Partnering with Florida Medicare Options will allow us to bolster our services for our clients with improved efficiencies and client-oriented solutions," said Russell Solberg, CEO of VibrantUSA. "My father founded VibrantUSA 17 years ago and we are very

excited for our future as we plan to supplement our strong and experienced team by investing in additional resources in nearly all of our office locations.”

“These Partnerships provide us with further opportunities for growth within the Medicare landscape,” noted John Valentine, Chief Partnership Officer of BRP Group. “As our new Partners join the BRP family, we anticipate gains in client efficiencies and look forward to bolstering our Medicare footprint.”

“We are excited to welcome AgencyRM and VibrantUSA into our BRP family,” said Trevor Baldwin, CEO of BRP Group. “With multiple signed letters of intent remaining in our Partnership pipeline, we continue to build momentum since our IPO.”

<https://ir.baldwinriskpartners.com/news-releases/news-release-details/brp-group-inc-announces-acquisitions-agencyrm-and-vibrantusa>