



## BRP Group, Inc. Announces Executive Appointments

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### ***Expanded Roles for Chief Operating Officer Dan Galbraith and Chief Insurance Innovation Officer Jim Roche***

TAMPA, Fla.--(BUSINESS WIRE)--Jan. 19, 2024-- BRP Group, Inc. ("BRP Group") (NASDAQ: BRP), an independent insurance distribution firm delivering tailored insurance solutions to a wide range of personal and commercial Clients, today announced executive appointments for the next phase of the firm's growth.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20240119760995/en/>



Dan Galbraith, President, BRP and CEO, Retail Brokerage Operations (Photo: Business Wire)

initial public offering. He oversaw the integration of 41 partner firms, built a national platform, and established and implemented BRP's specialization strategy across the Commercial Risk Management, Employee Benefits and Private Risk Management lines of business. In addition, Mr. Galbraith also led the effort to design and build a sustainable shared services infrastructure to support BRP's operating businesses for increased executional effectiveness and economies of scale.

Mr. Galbraith joined BRP Group in 2019. Prior to that, he was Senior Vice President of Sales for Stericycle's North America Compliance Services Business.

Before that, he was with Cintas Corporation in a variety of operations and sales leadership roles across their business lines.

Since joining BRP in 2019, Mr. Roche, who most recently served as the firm's Chief Insurance Innovation Officer, has overseen exponential growth in the firm's MGA of the Future and embedded digital insurance operations including Millennial Specialty Insurance (MSI) and Westwood. Under his leadership, the platform has expanded significantly with offerings serving both commercial and personal insurance segments. In addition, he recently led BRP's expansion into reinsurance broking with the introduction of Juniper Re.

Prior to co-founding MSI and serving as its Managing Partner, Mr. Roche was Vice President of Strategy, Initiatives and Analytics at QBE Insurance.

BRP Group's Chief Operating Officer, Dan Galbraith, and Chief Insurance Innovation Officer, Jim Roche, have been promoted to Co-Presidents of BRP Group with shared firmwide responsibility for BRP's continued performance and operations. In addition to their Enterprise roles, Mr. Galbraith and Mr. Roche will also serve as Chief Executive Officers of their respective areas of our business operations.

Mr. Galbraith will serve as President, BRP and CEO, Retail Brokerage Operations, which includes the Insurance Advisory Solutions (IAS) segment and the Medicare and Mainstreet personal insurance businesses in the Mainstreet Insurance Solutions (MIS) segment.

Mr. Roche will serve as President, BRP and CEO, Underwriting, Capacity, and Technology Operations, encompassing the businesses in the Underwriting, Capacity and Technology Solutions (UCTS) segment and the Westwood operations of the Mainstreet Insurance Solutions (MIS) segment.

The promotions take effect immediately with Mr. Galbraith and Mr. Roche continuing to report directly to BRP Group, Inc.'s Chief Executive Officer Trevor Baldwin.

"As we move forward with our strategic roadmap, we are deepening our focus on execution and strengthening our team dynamic to foster sustained high performance in this next phase of BRP's growth," said Trevor Baldwin.

"Dan and Jim have delivered exceptional results and made significant contributions to BRP's growth and evolution since joining the firm. These newly created roles were architected to broaden their scope of responsibilities and enable them to maintain a sharper focus on day-to-day P&L responsibility, operational excellence, and acceleration of best practice sharing across the organization. I am pleased to work alongside Dan and Jim to further support their work with our Clients and Colleagues to drive the next stage of BRP's expansion," emphasized Mr. Baldwin.

As Chief Operating Officer, Mr. Galbraith led BRP's significant expansion in retail broking since joining the firm prior to its 2019

## ABOUT BRP GROUP

BRP Group, Inc. (NASDAQ: BRP) is an independent insurance distribution firm delivering tailored insurance and risk management insights and solutions that give our Clients the peace of mind to pursue their purpose, passion and dreams. We are innovating the industry by taking a holistic and tailored approach to risk management, insurance, and employee benefits, and support our Clients, Colleagues, Insurance Company Partners and communities through the deployment of vanguard resources and capital to drive our growth. BRP Group represents over two million clients across the United States and internationally. For more information, please visit [www.baldwinriskpartners.com](http://www.baldwinriskpartners.com).

## NOTE REGARDING FORWARD-LOOKING STATEMENTS

This press release may contain various “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, which represent BRP Group’s expectations or beliefs concerning future events. Forward-looking statements are statements other than historical facts and may include statements that address future operating, financial or business performance or BRP Group’s strategies or expectations. In some cases, you can identify these statements by forward-looking words such as “may”, “might”, “will”, “should”, “expects”, “plans”, “anticipates”, “believes”, “estimates”, “predicts”, “projects”, “potential”, “outlook” or “continue”, or the negative of these terms or other comparable terminology. Forward-looking statements are based on management’s current expectations and beliefs and involve significant risks and uncertainties that could cause actual results, developments and business decisions to differ materially from those contemplated by these statements.

Factors that could cause actual results or performance to differ from the expectations expressed or implied in such forward-looking statements include, but are not limited to, those described under the caption “Risk Factors” in BRP Group’s Annual Report on Form 10-K for the year ended December 31, 2022 and in BRP Group’s other filings with the SEC, which are available free of charge on the SEC’s website at: [www.sec.gov](http://www.sec.gov), including those risks and other factors relevant to the business, financial condition and results of operations of BRP Group. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those indicated. All forward-looking statements and all subsequent written and oral forward-looking statements attributable to BRP Group or to persons acting on behalf of BRP Group are expressly qualified in their entirety by reference to these risks and uncertainties. You should not place undue reliance on forward-looking statements. Forward-looking statements speak only as of the date they are made, and BRP Group does not undertake any obligation to update them in light of new information, future developments or otherwise, except as may be required under applicable law.

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