



The Hilb Group acquires JWB Insurance Group

August 18, 2015 RICHMOND, Va.-Today, The Hilb Group, LLC ("THG") announced the acquisition of Wilmington, North Carolina-based JWB Insurance Group. The transaction became effective August 1, 2015.

JWB Insurance Group provides specialty services in employee benefits and commercial insurance, with expanded offerings in individual and personal lines. As a United Healthcare Platinum and Blue Cross Blue Shield of North Carolina President's Club Agency, JWB Insurance Group represents the top one percent of all independent agencies nationwide. JWB Insurance Group is in its 19th year of business.

"Joining The Hilb Group will help us pursue many growth opportunities, allowing JWB Insurance Group to provide the exceptional service we're known for to even more clients. We also gain additional product and service offerings that will benefit our existing clients," said Larry Wolfe, president at JWB Insurance Group. "We really couldn't ask for more with this new partnership."

JWB Insurance Group is The Hilb Group's seventh acquisition in 2015 and will continue operating under its current leadership. The addition of JWB Insurance Group continues The Hilb Group's national expansion plan and strengthens its east coast presence.

"JWB Insurance Group is a wonderful addition to The Hilb Group," said Robert J. Hilb, president and CEO of The Hilb Group. "Not only does JWB have an impressive, long-standing track record of success, it has proven expertise in areas we're focused on growing, including in the employee benefits and commercial insurance service lines. With strong cultural alignment between the two companies, there's no doubt that we'll have a strong future together."

“Over nearly two decades, we’ve worked diligently to build a business that gives us a sense of pride. The Hilb Group recognizes that our traditions and family-focused culture are important to us and wants us to maintain our identity,” said Jim Warren, vice president at JWB Insurance Group. “This is about more than money. This is about joining a really great team.”

About The Hilb Group: The Hilb Group is a leading middle market insurance agency headquartered in Richmond, Va. and is a portfolio company of Boston-based private equity firm, ABRY Partners. The Hilb Group seeks to grow through targeted acquisitions in the middle market insurance brokerage space. The company now has 35 offices in Florida, Georgia, Kentucky, Maryland, New York, North Carolina, Tennessee, Texas, Virginia, and West Virginia. Please visit our website at: <http://hilbgroup.com/>.

Mystic Capital Advisors Group, LLC provided transaction advisory services to JWB. For more information on Mystic Capital, please contact Kevin Smith at 704-366-2153 or visit www.mysticcapital.com .

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