



# Transactional Risk & Insurance

2022



PROFILED:

**BRIAN HAYES**

Fusion Specialty Americas





## Transactional Risk & Insurance



### BRIAN HAYES

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### PERSONAL BIOGRAPHY

**Brian Hayes** is managing partner for the M&A insurance and financial lines business at Fusion Specialty. He joined in 2022 to lead Fusion Americas. Mr Hayes has nearly 20 years of global financial lines insurance experience from AIG, including six years in underwriting representation & warranty insurance for complex M&A transactions throughout the Americas as part of AIG's M&A insurance group. Prior to that, Mr Hayes managed significant portfolios and operations as the Mid-West zonal manager for AIG's public company executive liability divisions. He graduated from Boston College with a BA in economics and is based in Boston, Massachusetts.



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## Q&amp;A WITH BRIAN HAYES

**Could you provide an insight into how you approach your work? What drives and motivates you?**

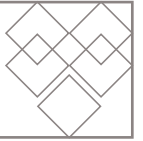
◆ I have always been a strategic thinker and planner and spend a lot of time evaluating how things can be done differently to improve efficiency and effectiveness. This deep consideration is equally valuable when making tactical decisions as it can identify creative solutions to challenges and improve overall productivity. Proactive reflection on events and experiences of my own and others and applying that collective knowledge to improve future performance is key. I have always been motivated to help others perform their best and achieve their full potential. In doing so, it is vital to listen, evaluate and ask questions that help individuals identify and overcome challenges to reach both personal and company-wide goals. Put simply, curiosity drives and motivates me more than anything else.

**Looking back, have you fulfilled the ambitions and aspirations you set for yourself early in your career?**

◆ The answer is both yes and no. No, as obviously I aspire to achieve different goals now to when I was younger. Ambitions and aspirations change over time as you engage in new challenges and, quite frankly, encounter new failures. So, it is also yes as my experiences have shaped who I am and where I am today.

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**Reflecting on your area of expertise, how do you see this sphere of the market shaping up over the coming months? Are any exciting trends or developments on the horizon?**



◆ Despite the ambiguity associated with the timing of capital market cycle turns, and challenges in the macroeconomic and geopolitical environments, dealmaking will persist due to the inherent need for growth, innovation, and technological advancement. Divestitures too continue to be important for businesses alongside acquisitions. Volume aside, navigating regulatory tightening and an evolving economic environment is leading many buyers to expand the due diligence process. With that comes increased costs and the need to make process improvements. M&A insurance continues to play a vital part in facilitating deals, yet much-needed process efficiency improvements have been virtually non-existent; something Fusion intends to change. Through tech-enablement, we offer innovative M&A solutions that resolve today's process inefficiencies, providing appropriate levels of cover at an affordable price point. ■

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 REPRESENTATIVE ENGAGEMENTS

- ◆ Engaged by a US-based PE-backed portfolio company to provide R&W insurance for the \$25m acquisition of a UK-based media production, technology and design business.
- ◆ Engaged by a manufacturer and distributor of industrial, medical, specialty and beverage gasses to provide M&A insurance for an \$8.6m acquisition.
- ◆ Engaged by a PE firm to provide R&W insurance policies for the simultaneous purchase of two different supply chain management companies.
- ◆ Engaged by an enterprise automation software and services company to provide R&W insurance for a \$40m acquisition.
- ◆ Engaged by a diversified holding company to provide M&A insurance for the \$18m acquisition of an independent commercial engineering and building inspections company.
- ◆ Engaged by a manufacturer of communication devices to provide R&W insurance for the \$55m asset purchase of high-precision navigations sensors and systems used by commercial and military customers.
- ◆ Engaged by a wellness company to provide R&W insurance for a \$23m acquisition of a company.

