



Transactional Risk & Insurance

2022



PROFILED:

SEAN HINTON

ASQ Underwriting





Transactional Risk
& Insurance



SEAN HINTON

Principal

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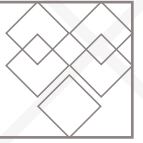
PERSONAL BIOGRAPHY

Sean Hinton is currently a principal at ASQ Underwriting, a boutique transactional risk managing general underwriter, in ASQ's Atlanta office. Prior to joining ASQ, he had underwritten representations and warranties coverage for a global insurance carrier. He also has significant transactional legal experience, having represented private equity, strategic, and other clients across a wide range of verticals as outside M&A counsel at a leading international law firm. He holds a bachelor's degree in philosophy, politics and economics from Penn, a certificate of management from the Wharton School, and a juris doctor degree from Penn Law.



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Q&A WITH SEAN HINTON

**What strengths and characteristics do you, your team and your firm strive to demonstrate to clients?**

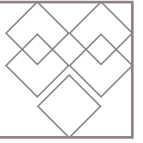
◆ In an ever-changing M&A market, the ability to quickly adapt to evolving market forces and client needs is critical, and the ASQ team and I always strive to bring that adaptability and responsiveness to our work, both on an institutional level and on every deal. As a team, we are constantly monitoring market developments, ranging from central bank policies to sector-specific events, to inform and refine our underwriting approach and risk appetite in real time. On a deal level, having previously served in a legal capacity as deal counsel to both buyers and sellers, I fully appreciate that the ability to quickly respond to changing client needs, often on a compressed timeline, is of paramount importance. ASQ is deliberately designed to afford each underwriter that latitude to respond nimbly to the unique dynamics of every deal.

Are you active in any programmes or initiatives within your organisation? To what extent have you found this work rewarding and fulfilling?

◆ I am currently working on a couple of initiatives to better leverage technology and ASQ's growing body of data from prior deals to streamline our processes and further increase efficiency. ASQ's focus is always on the client and how we can better partner with the client and its advisers in getting to closing quickly and seamlessly. By developing new tech-based solutions to streamline certain processes, we will be able to free up even more time to focus on substantive, deal-specific issues while ensuring consistent delivery of the high-quality service our partners have come to expect. I am excited to be spearheading those efforts and look forward to seeing how they further improve our ability to execute our work.

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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?



◆ Since the busiest period of M&A activity that most in the industry have ever seen, deal flow in 2022 has normalised from 2021's lofty heights. As interest rates rise and uncertainties persist about the near-term outlook of the US and global economies, some have questioned whether M&A, and therefore M&A insurance, activity may be headed for a downturn. The thing about M&A is that there are always good reasons to buy or sell a company in any part of an economic cycle, whether it is a result of having surplus capital and access to cheap debt or to grow a business in a more sluggish environment. While we at ASQ are bullish on the M&A market generally, we are also excited to further grow our tax business while continuing to expand the use of M&A insurance in new, innovative use cases. ■

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REPRESENTATIVE ENGAGEMENTS

- ◆ Engaged to provide transactional risk insurance for a private equity client acquiring an autism therapy provider for approximately \$360m.
- ◆ Engaged to provide transactional risk insurance for a large corporate client acquiring an aluminium building products manufacturer for approximately \$54m.
- ◆ Engaged to provide transactional risk insurance for a private equity client acquiring a distributor of automotive parts for approximately \$225m.
- ◆ Engaged to provide transactional risk insurance for a private equity client acquiring a mobile phone accessory manufacturer for approximately \$20m.
- ◆ Engaged to provide transactional risk insurance for a corporate client acquiring an insurance company for approximately \$22m.

