



Nexus acquires medical tourism specialist Sure Insurance Services

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Managing General Agent to become part of Nexus' Millstream Underwriting

London, UK: Nexus Underwriting ('Nexus'), announces today that it has acquired Sure Insurance Services ("Sure"), a leading provider of specialist solutions for the medical tourism industry.

Sure was founded in 2003 by Alison Thornberry and has since grown to become the leading MGA for specialist medical travel insurance programmes. Sure's products serve a large and fast-growing medical tourism market in the UK, Australia and South Africa. The business will become part of Millstream Underwriting, which has been owned by Nexus since 2015. Alison and the team will remain with the business after the acquisition, under the leadership of Millstream's Managing Director, Rob Amati.

The acquisition reinforces Nexus' continued appetite for niche and specialist MGAs that dovetail with the Nexus bespoke approach. The company regularly acquires firms that offer thoughtful, analytical expertise, align culturally and make sense financially with the group's priorities and as part of its disciplined growth strategy.

Rob Amati said: "We are very pleased to welcome Alison and the Sure team into Millstream and the wider Nexus family. Sure is a highly respected specialist MGA with a strong track record in medical travel insurance, which will support our mission to deliver quality underwriting and claims services to our brokers and policyholders as well as long-term profitable results for our capacity providers."

Alison Thornberry, Sure Insurance Services, said: "I'm incredibly proud of what we have built at Sure over the past two decades, and I'm delighted that joining Nexus will allow us to further enhance our specialist medical travel and revisions offering, support our partners and drive our growth, while maintaining the same team, knowledge and service our customers rely on."

This acquisition follows the launch of Arrowhead Intermediaries, Nexus' parent brand. Steve Boyd, CEO of Arrowhead Intermediaries, commented, "We're thrilled to welcome Sure Insurance Services to our diverse platform for the global insurance marketplace."

The deal has received regulatory approval, and the consideration is undisclosed.

About Nexus

Nexus Underwriting, part of Arrowhead Intermediaries, is a leading, specialty MGA with a focus on niche insurance classes of business. Founded in 2008 and with its headquarters in London, it is now a global business with GWP of \$550 million, employing more than 300 people across three continents.

For more information, please visit: www.nexusunderwriting.com

About Arrowhead Intermediaries

Arrowhead Intermediaries is a global insurance distribution platform that offers deep specialization, scale, and innovation across wholesale brokerage, program administration, and specialty insurance. With more than 7,000 professionals worldwide and a collective portfolio exceeding \$20 billion in premium placed in 2025, Arrowhead Intermediaries delivers a diverse trading platform for insurance carriers as well as expanded access and niche solutions for brokers and customers navigating complex and hard-to-place risks. The platform combines entrepreneurial culture with operational excellence to deliver tailored solutions and long-term value across the insurance ecosystem.

For more information, please visit www.ArrowheadIntermediaries.com

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those factors relevant to Brown & Brown's consummation and integration of the announced acquisition, including any matters analysed in the due diligence process and material adverse changes in the business and financial condition of the seller, the buyer, or both, and their respective customers. All forward-looking statements made herein are made only as of the date of this release, and Brown & Brown does not undertake any obligation to publicly update or correct any forward-looking statements to reflect events or circumstances that subsequently occur or of which Brown & Brown hereafter becomes aware.